Appendix C: List of Codes from Grounded Analysis of Data

1	Communication		33	Sincerity
2	PR-ing		34	Business v development
3	Induction		35	Perception of the other
4	Upper-lower		36	Engaging
5	Seeds		37	Relationship with the other NGOs
6	Trust		38	Internal changes
7	Conflicts		39	Perception of the relationship
8	Knowing the score/naivety		40	Outputs of relationship
9	Organisational impacts		41	Business benefit
10	Abundance/economic freedom		42	Living Earth activity with Shell
11	Reading action		43	Living Earth activity
12	Motivations		44	Funding
13	Nature of relationship		45	Sustainability
14	Capacity Building		46	Individual factors
15	MOU		47	Participation
16	Independence		48	Donor-victim
17	Control		49	Choosing communities
18	Radio programme		50	Helping others
19	Personal feelings/reaction		51	Contamination
20	Personal relationship		52	Honesty
21	Emergence		53	Knowing the score/naivety
22	Factual incorrectness		54	Feedback
23	Protection		55	Scariness
24	Log frame		56	Responsibility
25	Influence and change		57	Differing understanding
26	Mistakes		58	Objectives
27	Dialogue		59	Greenwash
28	Language		60	Advocacy
29	Ownership		61	Internal organisation
30	Process approach		62	Belief
31	Activism			
32	Understanding the other			

63	Relationship with communities
64	Political issue
65	Shell needs
66	Scoping study
67	August workshop
68	Evaluating effects
69	Shell community development
70	Strategy
71	Rights
72	Service delivery
73	Co-optation
74	Perception of problem
75	Big business
76	Transparency
77	Pragmatism
78	Criticisms
79	Survival strategy
80	Outside vs local
81	Milking
82	Accountability
83	Integrity
84	Internal schisms
85	Commitment
86	Self preserving/perpetuating
87	Holding the line
88	Playback
89	Learning history
90	Other relationship with Shell
91	Solutions orientation
92	Reporting
93	Chameleon-ing
94	Exit

Appendix C List of Codes from Grounded Analysis of Data