Category

Consulting

ESG & Sustainability Consulting Engagements Playbook

Delivering ESG consulting that changes real decisions, not just produces a compliant report

- Practitioner
- Intermediate
- Template Included

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- 4 minute(s)

Overview

A framework for structuring ESG and sustainability consulting engagements so they influence genuine business decisions and capital allocation, rather than producing a standalone report that satisfies disclosure requirements without changing anything.

Isn't the goal of most ESG consulting engagements just producing

compliant disclosure? Compliance is often the stated deliverable, but the most valuable ESG consulting engagements connect the underlying analysis to real strategic and capital allocation decisions — this playbook is about delivering that additional value, not just the compliance report.

How do you avoid being seen as enabling greenwashing?

By insisting the engagement's findings be genuinely reflected in disclosure and communicated honestly, including where the findings are uncomfortable — a consultant who helps a client spin unfavorable findings compromises both their own credibility and the client's long-term reputational risk.

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