

Sarah Daniels Nov 2nd, 2022



Prepared for Salesforce's Net Zero Marketplace Sales Team

# Background | Voluntary Carbon Markets & Net Zero Targets

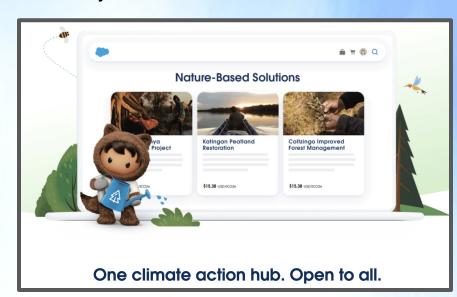
- Companies worldwide are committing "Net Zero" pledges
- Net Zero requires reduction/offsetting of carbon dioxide emissions

The Voluntary Carbon Market allows organizations to buy "carbon credits" to fund

environmental projects that offset their emissions

### Client

- Salesforce launched first of its kind
  "Net Zero Marketplace"
- Sales team requested help with language choices for marketing campaign



## **Data Description**

#### **Data Features**

Tweet Text

Timestamp

**Author ID** 

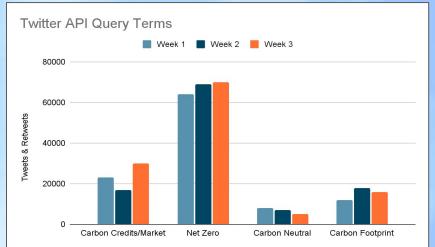
**Context Annotation** 

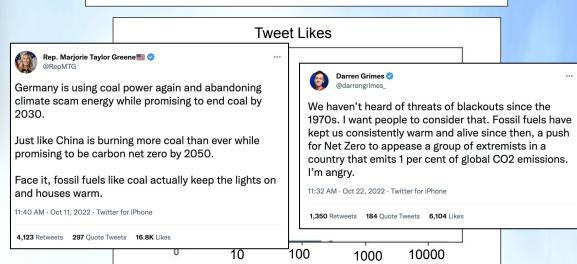
**Retweet Count** 

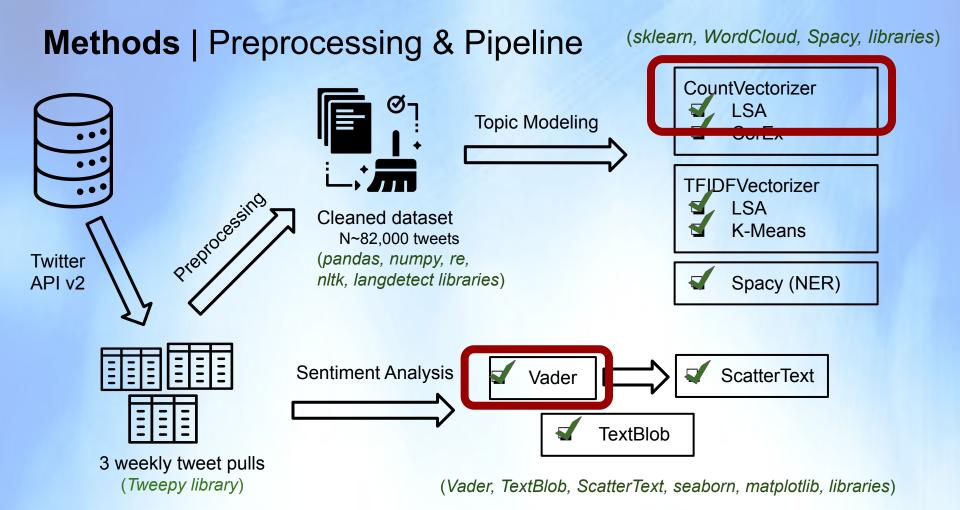
Reply Count

Like Count

**Quote Count** 

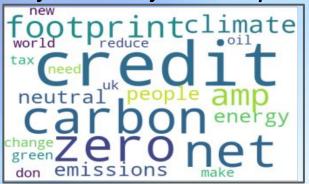




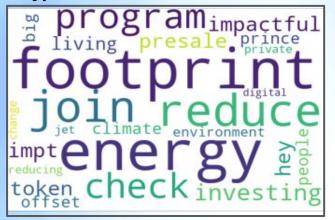


### Results | Topic Modeling | LSA w/CountVectorizer

### **Keyword Quality Control Topics**



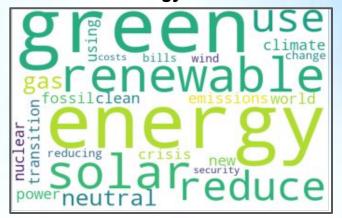
#### **Crypto Tokens for Carbon Credits**



#### **UK Politics**



#### Renewable Energy



### Sample Tweets from Unexpected Topics

NET ZERO is a farce and you only back it because Boris did..

sliding down the same net zero tunnel that Boris built for the Tories.

Now we know how Boris got the net zero bug.

Sorting out the mess that Liz Truss and **Boris** left behind. Plus no carbon footprint

Boris promised much but delivered NOTHING.

, no tax cuts, uncontrolled immigration, covid fascism and overspending, net zero insanity, etc. Boris had to go.

The PAXW token runs on the carbon-neutral Polygon (MATIC) blockchain.

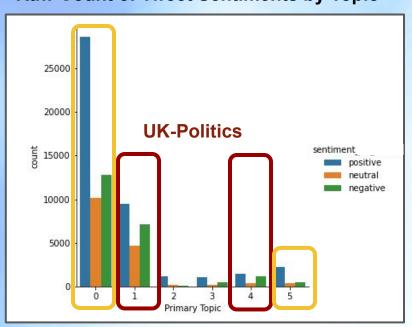
The Impact Project is a green new project that uses their **token** to improve the state of carbon credits, and has thus far experienced huge success in their presale.

- a Web3 platform that allows consumers to trade carbon credits, raised \$5M in the pre-sale of its IMPT token.

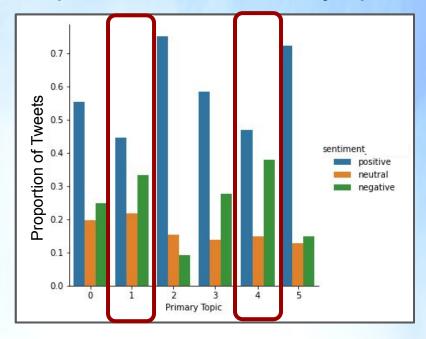
Nature Carbon Tonne (NCT), web3's first open, pooled, nature-based carbon reference **token**, is now available for auto-buy in the Cask dApp on Choose a frequency & Cask auto-swaps 4U on Learn more about NCT and tokenized carbon credits -

# Results | Sentiment Analysis

#### **Raw Count of Tweet Sentiments by Topic**



#### **Proportion of Tweet Sentiments by Topic**

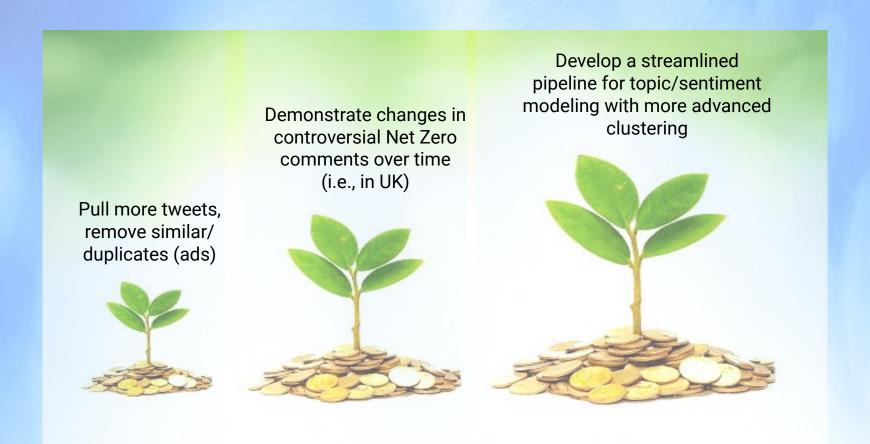


### Conclusion

- Could be challenging to launch the Net Zero Marketplace Platform Sales in UK
- Engagement with moving carbon credits accounting to blockchain may be advantageous
- Heed caution for particularly controversial topics

Word Tokens	Context	Discovered by	ScatterText Token Score
Qatar (next month)	World Cup committing to carbon neutral event	K-means clustering	-0.025
WEF	World Economic Forum	LSA (UK Politics Topic)	-0.048
COP27 (next month)	United Nations Climate Change Conference	ScatterText	-0.006

### **Future Direction**



# Thank you

## Appendix | Results | Sentiment Analysis

