

- o Discussants felt that Canada very much needed to become more competitive but they also expressed a need for Canada to diversify beyond our natural resources into manufacturing and high technology.

- o There was a strong perception that Canadians need to develop the confidence that "we can do it," a confidence that participants felt was lacking. It was felt that business people should become more aggressive in their marketing efforts; and that Canadians fail to appreciate the value of the high quality of our products within Canada and internationally.

- o Participants felt that a major obstacle to our becoming more competitive internationally lies in the high wage rates among Canadian workers.

- o Participants perceive many obstacles to trade competitiveness and expressed the concern that if Canada is to become more competitive, it must "take a tough stand and stick with it." A major concern here was the extent to which the U.S. was seen as setting the agenda on which goods and services could be sold at present.

- o Participants also expressed a strong opinion on Canada's need to encourage technical innovations for their international market place. A concern was expressed here for training in Canada and opportunities in Canada so as to "stop the brain drain out of Canada."

- o It was strongly felt that Canadians must identify new ideas and new ways of working and thinking in order to become more competitive internationally.