

openness to services imports (and indeed this action could be a first step in some cases). Transparency, harmonisation, as well as liberalisation, are other possible techniques. Progress would be perceived as a plus and the atmosphere would thus be more propitious for productive negotiations.

If services negotiations take place, the above approach would be more suitable than would the automatic application to services of the concept of national treatment, which would effectively place many countries "in the dock", including most developing countries. The latter are important to the success of services negotiations in many sectors. It will need to be brought out that this approach provides a more effective way to get at the real issues for many services - the impeding regulations - in a less confrontational and charged atmosphere, with less likelihood of failure.

(iv) Timetable

International discussions and, a fortiori, negotiations (if they proceed) will take years before many concrete results can be expected. Though based on little more than experience and intuition, one could imagine a scenario along the following lines assuming the GATT Ministerial Meeting approves inclusion of services in its 1980s work programme. On that basis, the work programme might last some three years (e.g. 1983-85). Negotiations proper might begin about the middle of this decade and last again for two to three years (e.g. 1985-88). Implementation could also be phased over some years i.e. it could be the end of this decade before obligations would begin to bite.

This leaves time both to develop a strategy to take advantage of openings abroad and to work out adjustment measures which might be appropriate domestically.

(v) Toward a Canadian Position

A position which would appear to be consistent with the interests - positive and negative - outlined above, might be described as follows:

(a) Data and conceptual issues

Canada could urge work on data problems e.g. in the OECD. This would include consideration of some of the conceptual problems outlined earlier in this Report.

(b) Framework for services

While adopting a realistic approach to the more grandiose versions of this concept, Canada could indicate readiness to explore what might be obtainable in this area, as a way of restraining unilate-