

Exhibit 13: Allocation of Time Supporting Activities – Post Only

Activity	Average % of Time in a Typical Month	Change from 2000	Change from 1998
Trade development activities initiated by your Post	25%	-3%	+0.6%
Trade development activities in response to inquiries or requests	23%	-1%	-5.5%
Investment development activities initiated by your Post/Investment Partnerships Canada	7%	-1%	+0.3%
Investment development activities in response to inquiries or requests	4%	-2%	-1.2%
Science and technology transfer activities initiated by your Post	3%	0	+0.1%
Science and technology transfer activities in response to inquiries or requests	3%	0	-0.4%
Trade policy and market access activities (e.g., WTO, NAFTA, FTAA and APEC)	6%	0	N/A
Planning and prioritizing workload	10%	N/A	N/A
Other activities	19%	-4%	-4.2%

Question 1.2: Please allocate the percentage of time, including overtime, receptions and official functions, that you spend in a typical month, performing or supporting the following activities:

5.8 Training

The proportion of employees who agreed that their training was enough to allow them to deliver the IBD Program more effectively has continued to increase since 2000. There has also been an increase in the proportion of employees who reported receiving training. Eight-six percent (86%) of all employees reported receiving some training within the past two years. This is a significant increase over the 72% reporting the same in 2000.

As shown in **Exhibit 14**, a large majority of employees continue to agree that the training received is useful in helping them to deliver the IBD Program more effectively (80%). A smaller majority (61%) agreed that the training received was sufficient to allow them to deliver the IBD Program more effectively.

Exhibit 14: Training Received was:

	Number of Respondents	% Who Agree	Change from 2000
Enough to allow me to deliver the International Business Development Program more effectively	690	61%	+10%
Useful in helping me deliver the International Business Development Program more effectively	692	80%	+5%

Question 5.14: With respect to the training I have received over the past 2 years, I feel it was: