greater demand for basic reading and writing skills and for grade school to high school courses.

Training areas that were reported to have an increasing demand include:

Productivity improvement
Technical courses, in particular for industry
Training evaluation
Quality circles
Instructor training
Marketing and sales
Administration of change
Administration by objectives
Administration of human resources
Leadership
Motivation
Human relationships
Financial planing
Security and hygiene
Data management and computer sciences
Budgeting
Worker/employer relationships
Import/export transactions
Fiscal matters
General administration
First aid
Time management

The techniques most commonly used for training are oral presentations, group discussions, conferences by specialized personnel, case studies, round tables, games, dramatizations and programmed instruction. The companies surveyed reported using the following systems and audiovisual equipment for training:

EQUIPMENT	% OF COMPANIES
Blackboard	96%
Flip chart	88%
Slide projector	81%
Overhead projector	73%
Projector of dark bodies	45%
Film projector (8mm)	13%
Film projector (16 mm)	60%
Film projector (35 mm)	5%
Scale models	14%
Closed circuit T.V.	37%
Computers	39%
Special teaching machines	10%
Fixed pictures	47%
Video	70%