

Development Assistance (CIDA)

Industrial Cooperation Programs:

- Do you know what CIDA Inc. programs exist? (Consult CIDA Inc. publications.)
- Can CIDA Inc. help your trade objectives? Is it being effectively used and managed? Is the trade program involved in project analyses, selection and development?

CIDA bilateral projects:

- Do you know what trade development opportunities are presented by bilateral (and IFI multilateral) projects? What systems are in place to track these opportunities and keep potential exporters informed? Do you know who the local players are?
- Are there any CIDA-EDC jointly financed projects? If so, are you closely involved?

Immigration: Business Visas, Investment Development

- Is the immigration section kept apprised of business visitors and missions to Canada? Conversely, does the immigration section keep you informed of important business and government visitors?
- Do you have a working arrangement on issuance of visas for your business contacts?
- Does the business immigration program complement your investment development program?

RESOURCES

What resources do you have? Are they being used to maximum effect?

- Locally-engaged staff?
- Geographic desk?
- Head of Mission?
- Other Post programs?
- Other Posts in the region?
- \$?

Do you have the proper equipment (computers, faxes, etc.)?

- Is maximum use made of the technology available in the division?
- Are your resources sufficient to undertake appropriate hospitality and travel?
- Do you believe that you have sufficient resources, both human and financial, to implement the trade program currently in place? If not, do you think that this could be resolved with a realignment of priorities, or will areas of responsibility have to be cut back?