

- Identify the average wage (absolute and trend)
 - is it expressed in Canadian or U.S. dollars?
- Percentage of workforce that is unionized
- Productivity (trends)
 - usually an aggregate that measures whether more or less labour is required for a unit of production
 - usually measured by comparing the total value of production with the total number of hours worked

CHAPTER 2: BUSINESS NEWS

[This chapter should focus on items of interest to Canadian business people looking for opportunities in the target country. The items should represent significant changes to the status quo. These items would not necessarily feature only Canadian companies doing business in the target country. Canadian firms will also be interested in what their competitors are doing. Much of this information can be gathered from local newspapers, magazines on the target market, or international business press, etc.]

Section A: Major Business Announcements

- What are companies, both domestic and foreign, doing in the target country?
 - mergers
 - acquisitions
 - joint ventures
 - commitment of funds from investments or loans
 - contracts issued
 - significant discoveries (inventions, patents, technological breakthroughs)

Section B: Business-related Government Announcements

- What is the government doing that will affect business operations?
 - changes in economic policy (e.g. taxation, incentives, monetary policy, etc.)
 - privatization or nationalization
 - major government investment initiatives (e.g. government loans or subsidies to companies for major projects)
 - major procurement initiatives (e.g. purchases of goods and services)
 - government help for priority sectors
 - infrastructure initiatives (e.g. construction of roads, telecommunications, ports, etc.)