VII.	Context of Future Programs	61
	Greater Selectivity: The Need for an 'Admission Ticket' Trade Development Support Programs	61 64
	Tracking Companies	66
	Cost Recovery	67
	The Trade Commissioner as Agent of Change	69
	Aid-Trade Linkages	72
	Delivery Mechanisms	75
•	Federal-Provincial	76
	Trade Policy and Trade Development Linkages	77
VIII.	Recruitment, Training, Career Development	79
IX.	Business Links: Are There Better Ways to Achieve Our Objectives?	81
X.	Organization: Some Options	83
XI.	Setting Priorities	89
Annex	A: Trade Program Resources Fiscal Year 1992/93	94
Annex	B: Geographic Overviews	95
Annex	C: Business Influenced in Relation to Actual Exports	115
Annex	D: PEMD Approval Rates Over Time	116
Annex	E: PEMD Success Ratios by Company Size	117
Annex	F: PEMD Rates of Return by Section and Region	118
Annex	G: Ministerial Missions	119
Annex	H: CIDA INC Support to Institutions and Organizations	123
Glossar	ry	125
Endnot	es	131