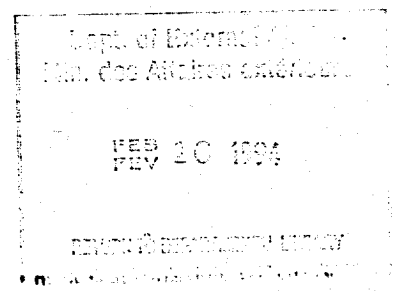

INTERNATIONAL EDUCATION: THE ASIA PACIFIC REGION AND CANADA

**TWO MAJOR COMPANIES WERE BIDDING FOR A LARGE COAL CONTRACT IN AN ASIAN COUNTRY.
ONE COMPANY WAS CANADIAN. THE OTHER COMPANY WAS FROM A FRIENDLY COMPETING NATION.**

BOTH COMPANIES MADE THEIR PRESENTATIONS.

**THE CANADIAN BID WAS REGARDED AS "BEST QUALITY AND BEST COST" BUT THE OFFICIAL MAKING
THE DECISION ON WHICH COAL CONTRACT TO PURCHASE HAD TAKEN POSTGRADUATE STUDY
IN THE COMPETING COUNTRY.**

GUESS WHICH COMPANY WON THE CONTRACT?



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