

8. *Qualitative Research on the International Trade Business Plan*, January 24, 1994. Phase 5 Consultants commissioned by DFAIT. Five focus groups across the country from businesses of varying sizes and sectors were convened during the week of October 4, 1993 to evaluate the usefulness of the International Trade Business Plan.
9. *Services Associations Study*, January 26, 1994. Chateau Marketing Consultants commissioned by DFAIT. Ten professional services associations polled by fax and telephone on how TPS and foreign posts could help those in the services sector become more successful exporters.
10. *Small Medium Sized Enterprises Focus Group Report*, March 1994. E.S. Tunis & Associates report commissioned by DFAIT. Third-party consultants convened a focus group of 12 SMEs in Toronto on March 2, 1994. Consultants' report includes results from this session along with similar discussions from February 1994 with 75 businesses in the telecommunications, services, environment and agri-food sectors and from 1992 with 150 other businesses.
11. *Minister of International Trade Meets with Ten SMEs From Quebec*, March 4, 1994. Focus group organized by the International Trade Centre of Industry Canada regional office in Montreal. Company representatives chosen in consultations with sectoral experts.