

## Question 55 -- Continued

Why do you think we can bargain firmly and effectively?

08. Mutual Benefits -- No difference in ability between United States and Canada. Canada has a lot to offer -- United States will also benefit. / We can each offer a lot so competition will be kept at a minimum. / I just don't think that we have to beg to have our products purchased by Americans. They need us as much as we need them. / We have what they want and they have what we want. / Because they have ideas and we are the ones with potential for American investment. / Canada will gain more with the United States.
09. Good Canada/United States Relations -- Because Canada and the United States are like brother and sister. / Because they are our neighbours -- we are good friends, similar cultures. / We're a neighbourly kind of country. / We always been friends with the United States. They would not hurt us. / Because we are close countries so it will be easier to trade.
10. World Reputation -- Lately Canada has proven to hold their own -- more recognized around the world. / Because of our reputation in international business. / We've had international experience and can bargain equally well with anyone. / We haven't lost out in what we have taken a stand -- past experience -- we can hold our own.
11. Know/Get What We Want -- Canadians know what they want and will not be pushed around. / Because we know what we want and we don't give in until we've got what we want or until we get at least three-quarters of what we want. / We know what we want and we won't settle for less. / We know what we're looking for so we won't be sold out. / Because we know what we want and we will go for it. / We have our own ideas and we are not any less than the Americans.
12. Unions -- We have strong unions. This makes the people better bargainers. / The unions are much more powerful, put up a good fight.
13. Good Reagan/Prime Minister Relations -- Because of the good understanding between President Reagan and our Premier.
14. Strong/Good Leaders - People -- Because most of our leaders are able to bargain and come out on top. / We have good leaders and businessmen. We can do it. / Just as good as their leaders -- know what we want and don't want. / I think we can stand up for ourselves. We have strong leaders. / Well, because I think that we have strong leadership qualities. / I think we have equal people and it would be fair. / Because we're good planners -- we will know what we are getting into. / We have to have confidence in our leaders to do a good job; if we don't, we should. / If we picked a good leader, hopefully we will be able to. / We have just the same good leaders as the United States. / We have good leaders too and they are educated and negotiate the same as theirs.

