



1. Who are your best unit (function) leaders?

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2. How might you need to re-organize to meet changing conditions?

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3. What new language skills will be needed?

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4. Does your firm have the internal ability to identify the training and recruitment needs for the Single Market?

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5. Do you have managers who have had international business, marketing, or sales experience?

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6. What improved skills does your firm need for the Single Market?

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7. Would formal training or orientation of key personnel for EC operations be desirable?

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8. How will you provide such training?

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