



"In January 1992, a dream finally came true when I entered the foreign service as a Trade Commissioner.

"When I was younger, a meeting with foreign service officers during a Forum for Young Canadians conference inspired me to apply. 'This is the kind of job that would send me all over the world,' I said to myself. After studying science at my CEGEP in St-Laurent, I turned to economics at university. After completing a Master's degree at the Université de Montréal, I began my career as an economist at the Canada Mortgage and Housing Corporation in Hull, Quebec.

"I think that to succeed in the foreign service, I need to possess excellent communication skills, allowing me to better express my ideas and opinions, to effectively explain and persuade. I hope the Canadian Foreign Service Institute will help me develop these skills.

"Because I will be responsible for promoting Canadian products and services, I expect to receive instruction in such matters as marketing, market studies, and import and export practices. I hope the knowledge I acquire at the Institute will allow me to help Canadian business in the international marketplace."

*Alain Gendron
Trade Commissioner*

TO OFFER PRACTICAL, RELEVANT AND EFFECTIVE PROGRAMS

The Canadian Foreign Service Institute is based in the National Capital Region, but it is accurate to say that its campus is the world. The Institute is neither confined to nor limited by its building, because the needs of Canada's foreign service demand the flexibility that allows programs to be offered when and where they are needed.

Nor are the Institute's programs set in stone. Rather, they adapt to changing circumstances and needs during their ongoing development. During this process, the Institute analyzes the tasks involved in particular jobs, incorporating into course designs the skills and knowledge necessary for the performance of those tasks. To enhance their relevance, programs are formulated in consultation with course participants as well as experts in the subjects being taught.

The Institute draws expertise from across Canada, including from educational institutions, non-governmental organizations and the private sector. This avoids the need for a large permanent staff and ensures quality in the design, development and delivery of programs.

TO MEET THE CHALLENGE

It is essential that those who manage Canada's foreign relations possess the skills, knowledge and dedication necessary to deal with the complexities, problems and opportunities presented by the international system. By providing the necessary training, the Canadian Foreign Service Institute plays a key role in assuring that the challenge is met.

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