

- Where do you think the growth markets of the future are for Canadian exports?
- Do you think Canada should concentrate on things that compete on world markets and import the things we cannot produce; or do you think Canada should try to make everything it needs for itself and not import or export very much?
- Compared to other countries in the westernized world and how much they import and export, is Canada doing well or not?
- What does doing "well" or doing "poorly" mean to you? How would you know if Canada was doing well or poorly?
- Overall, in terms of making Canada more competitive, who do you think is going to have a more positive influence -- government, business, labour, academia, or individual workers (i.e., yourself)?
- Why does government get involved in international competitiveness?
- In terms of international competitiveness and international trade, what do you think is the role of government? Business?

#### V INTERNATIONAL TRADE: A FOCUS

- If Canada were to have an increased focus on international trade, what would this mean to you? What would it mean in terms of Research and Development? Job Training?
- Do you think that an increased focus on international trade would have an impact on foreign investment in this country? Would it increase or decrease? Would this be bad or good? [PROBE FOR ISSUES RELATED TO SOVEREIGNTY]
- Thinking about an increased focus on international competitiveness and trade, you think that any level of government currently has a strategy or plan to assist Canadians in being prepared for the future? [PROBE FOR ANY SENSE OF LINKAGE BETWEEN CURRENT GOVERNMENT INITIATIVES I.E. GST, UIC, R&D, ETC. AND PREPAREDNESS FOR COMPETITION/INTERNATIONAL TRADE]
- What do you think the motivating reasons would be for the federal government to increase its focus on international trade? [PROBE: TO HELP CANADIANS; TO HELP ITS "BUSINESS FRIENDS"; TO "MANAGE CHANGE"]
- Now, when I mention the term "globalization", what do you think of? [PROBE FULLY]
- When I say Canada is "going global", what image comes to mind? [PROBE FULLY]
- What do you think of when I say "Pacific Rim", "European Economic Community" and "Europe 1992"?