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Furthermore, there was some discussion about the 'closed-door' nature of the negotiating process. Moderate opponents felt that they knew little about the content of the deal because the agreement was struck by a team of negotiators (including unidentified federal government representatives and politicians) behind closed doors. There was a view among all opponent groups that had the negotiations been conducted in a more open manner, they would have better understood the content of the deal and would have voiced their concerns about particular components (notably discussions related to energy and water) at the time they were being negotiated.

Several respondents in the opponent groups expressed a view that the Canada - U.S. Free Trade Agreement was signed and passed without their full knowledge of the content. They tended to blame this lack of understanding and knowledge on a failure to be kept apprised of the negotiating process as it unfolded over several weeks and months. It was clear that the majority of the moderate FTA opponents lacked understanding or knowledge of the content of the Agreement. Rather than accept a personal responsibility for this lack, most tended to blame the negotiating process and parallel lack of communication for their poor understanding or familiarity with the content.

