
SUMMARY OF RESULTS

It was originally estimated that as many as 4,000 professionals and executives within Federal Government Departments could be identified as potential students of the Canadian Foreign Service Institute (the Institute), on the basis of their responsibilities for Canada's international relations.

This Compendium presents the results of telephone surveys conducted between March 14, 1995 and April 26, 1995 to define the potential market for the Institute, exclusively within Schedule I Federal Government Departments.

Approximately 95 interviews permitted the identification of 106 organizational units which, due to the extent of their international activities, can be considered potential clients for the Institute's services. The number of potential students identified within the surveyed group amounts to 1,273.

These figures are absolute minimums. They are a verified count, derived from actual interviews, and do not include any other forecast or estimation of other potential clients, of which there are many, within the federal government.