

instruction and increase the opportunities for access by individuals at home, at work or in learning centres.

Distance education remains a distinct element within this spectrum. Its theory and practices serve to enhance the quality of decision making as more instructors seek to include technology based delivery solutions in their education and training provision.

Telecommunications systems, the regulatory framework and the development of standards are now critical components in the delivery of education and training using distance learning technologies. Thus, particular attention was paid to describing the telecommunications infrastructures of Australia and New Zealand.

In its efforts to identify markets for Canadian products, services, expertise and technologies FAITC has identified the Australian and New Zealand distance education sector as "sophisticated and well developed" however, by identifying market niches that match Canadian capabilities FAITC would be better able to assist Canadian companies in the formation of business relationships such as joint ventures or strategic alliances "that could lead to participation in third country markets as well as the creation of new products and technologies". (Covering letter to contract dated December 24, 1993).

1.1.1 Methodology

The gathering of the core market information for the Australian and New Zealand sections of this report was assisted by the Open Learning Technology Corporation Ltd, based in Adelaide, South Australia. The author supplemented this by phone, fax and electronic mail communication with over twenty individuals in government departments, private companies and educational institutions in Australia and New Zealand.

The lines of inquiry for this research also included a review of recent reports and publications on Australia, New Zealand and Canada. Phone and personal interviews were conducted with specialists, and with Canadian companies and distributors involved in this market. Additional print information was