

III INTERNATIONAL TRADE: A CONTEXT

- What do you think about when people talk about "international trade"?
- Do you think that international trade is changing? How? Why?
- Thinking about international trade in the 1990's, what do you think are the key issues that Canada will have to face? Why?
- As a result, what type of role should Canada play and what kind of relationships should Canada have with other trading countries? [PROBE FOR "OUTWARD" vs "INWARD" LOOKING]
- With these changes in international trade, what do you feel are the threats for Canada, Canadians and yourself?
- Do you foresee any opportunities?
- Do you think that, on the whole, adjusting to changes in international trade will be easy/difficult for Canada, your region or yourself? Why?
- Are there ways to minimize or avoid the impact of these changes or adjustments?

IV COMPETITIVENESS

- A lot of people talk about Canada becoming more "competitive" in world markets. In this context, what does the word "competitive" mean to Canada, your province/region, and yourself? [PROBE FULLY -- WHAT OTHER WORDS CAN BE USED TO DESCRIBE THE SAME IDEA?]
- Do you think it is really necessary for Canada to be more competitive? Why?
- Is it necessary for your region to become more competitive?
- Generally speaking, what are the effects of being more competitive? [PROBE FOR CONSEQUENCES, OPPORTUNITIES, SACRIFICES AND TRADE-OFFS]
- When people say Canada must be more competitive, do you think that you will be affected personally? How? What do you think your reaction will be?
- In what way do you think jobs will be affected -- in Canada, your region and your own -- by being more competitive?
- Do you think that Canadians are prepared for greater competitiveness? What should we be doing?
- Can you think of things Canada can export which can compete on the world market? What about things your region can make? Can they compete effectively?