

The *PND* skills certification initiative will reinforce existing programs such as the *Programa de Becas de Capacitación para Trabajadores Desempleados (PROBECAT)*, a program of funding industrial training for the unemployed and the *Programa de Calidad Integral y Modernización (CIMO)*, a program of industrial training in the workplace. These are the government's two most important industrial training programs.

- *PROBECAT*'s goals for the period 1993 to 1997 are to provide new equipment and machinery to 300 campuses that serve as training agents, to award up to 300,000 scholarships, and to locate 1.6 million job openings for unemployed workers.

- The objectives of *CIMO* for 1993 to 1997 are to assist 80,000 companies, employing 400,000 workers, to become more competitive. The organization offers a variety of training and consulting services.

Industrial training providers will find that the need for their services is not always backed up by an ability to pay. In the short run, the strongest demand will be for pre-packaged courses and other training solutions that can achieve fast results at relatively low cost.

In the long run, the best opportunities will be for training providers who can deliver their products in Spanish. But in the shorter term, costs can be minimized using train-the-trainer approaches. Mexican trainers could be trained in Canada, for example, and then return to Mexico to pass on their new knowledge.

HIGHER EDUCATION

University officials in Canada, the US and Mexico have been active for the past few years in developing trilateral contacts. These contacts have the potential to increase the international mobility of scholars, especially at the graduate student and faculty levels. For example, in 1995 the Canadian government contributed C \$1.5 million to the Trilateral Task Force on North American Academic Cooperation. This fund is used to finance trilateral projects which must involve at least two educational institutions in each country. One of the objectives of the program is to develop practical partnering techniques.

Eleven projects were funded by the Government of Canada in the first year of this three-year program. The fields covered included architecture, business, engineering, health, law and technology. The Canadian partners are 15 universities and 4 colleges from across Canada. More than 200 Canadian students will participate in academic and work exchanges with partner institutions in the US and Mexico over the next three years.