

# A Think-Tank To Call Our Own

*A look at the work of The Trade Commissioner Service Policy and Strategic Planning Division (TBX)*

**W**e would like to shed some light on a division whose work is often "behind the scenes." The Trade Commissioner Service Policy and Strategic Planning Division (TBX) essentially supports the Chief Trade Commissioner in providing functional support and leadership to the government's international business development (IBD) function.

#### **TBX IS RESPONSIBLE FOR:**

- medium and long-term strategic planning for IBD;
- recommendations on the allocation of IBD resources in DFAIT; and
- supporting the development of the Team Canada Inc concept for IBD.

TBX sees itself as a think-tank group working on broad issues that affect IBD resource utilization and service delivery, as well as a secretariat to intra- and inter-departmental IBD consultation groups. They approach issues with a broad horizontal outlook, taking a corporate and consultative perspective. They now oversee the new Team Canada Inc headquarters located on the ground floor of the Pearson building.

In addition to its own divisional tasks, TBX is closely associated to PMI, with five officers contributing large portions of their time toward the preparation and implementation of a

variety of individual PMI components. Our Director, Donald McLennan, sits on the PMI Steering Group.

#### **SOME THINGS TBX HAS BEEN INVOLVED IN INCLUDE:**

- the creation and operation of the private-sector Team Canada Inc Advisory Board chaired by Red Wilson;
- the drafting of a Memorandum to Cabinet on the international marketing of public-sector expertise;
- the preparation of the departmental business plan (as it pertains to IBD) as well as an integrated IBD business plan across departments;
- the development of a comprehensive and forward-looking work plan for MINT;
- presentations to Cabinet Committee on a winning trade strategy;
- the allocation of TCS resources as a follow-up to MINT's commitment to assign more trade positions overseas; and
- federal-provincial co-operation on IBD at the ADM, DM and ministerial levels.

It is amazing what you can accomplish if you do not care who gets the credit

*Harry S. Truman*