

- overall planning;
- detailed direction on how the work should be executed;
- making personal introductions;
- input into the conceptual analysis;
- participation in the review of strategic choices and strategic planning; and
- quality control throughout the assignment.

We considered having Mr. Halliday visit Manila as part of the data collection team but feel it would not be cost-effective and unnecessary as the team contains another member with ADB knowledge and Mr. Halliday's supplemental knowledge can be transferred.

Day-to-day supervision of the work would rest with Howard Harowitz. Mr. Harowitz is a Principal located in our Vancouver office. He holds a degree in economics from the University of British Columbia and an MBA from Stanford. He is a specialist in strategic management and, like Mr. Halliday, has for the past few years been exploring the application of this field to governments' endeavours in economic development. He is responsible for our relations with a number of Government agencies and is well experienced in both determining purchasing intentions and in conducting "post-mortems". Mr. Harowitz has advanced skills in computer model building and is known for his ability to construct "user-friendly" models for marketing and business strategy applications. His experience includes:

- o Developed a monitoring system for 25 countries for a Canadian bank regarding its loan portfolio;
- o Developed an international framework for export strategies for a major resource-based Canadian conglomerate;