

Expenditure growth forecast for the business market in the early 1990s failed to eventuate, partly because of extreme competition between carriers, services and equipment suppliers and partly because of a critical re-assessment of their cost structures by users of telecommunications.

Communications managers are now looking to provide core business services at the lowest delivered costs available. This new emphasis on 'best value' has led to a prediction that total expenditure on telecommunications services will fall by 3.2% from \$10.8 billion in 1992/93 to \$10.5 billion in 1993/94.

2.3 Education And Training Policy

2.3.1 Background: 'The Clever Country'

A seminal work on Australian economic development in the late sixties was titled *Australia: The Lucky Country*. Author, Donald Horne, captured the essence of the success of Australia's primary industries in developing an affluent society. The changing world economy has forced Australia to broaden its training base. *When the Luck Runs Out* (Hilmer, 1985) described the problems facing Australian workplaces as they shifted to a recognition of the need for better management.

Modern competitive economics require not just better management. The key asset is a skilled workforce which can adapt quickly to major changes in the economic environment. Australians are now being asked to "think clever" and the term, "the clever country" is used widely in the government's policies to reform the Australian economy.

Education and training is an essential part of the Australian Government's micro-economic reform. The value of 'open learning' in particular derives from recognition of the need to establish a culture that values continuous learning and an educational system that provides those opportunities.