

Canadian Commercial Corporation (CCC)

- Have they been active in the territory?
- Are there sectors of activity in which CCC may be an asset?
- Do they have any bilateral purchasing agreements?

Canadian International Development Agency (CIDA)

- Do they have bilateral or industrial cooperation programs in your territory?
- What is the history of their involvement?
- What can they tell you about doing business in the territory?
- What are their priority sectors?
- Are there any lines of credit? In what sectors?
- What are their future plans? Can you be involved in the planning process? What are their expectations of you?
- What will be your role in CIDA Inc. and Private Sector Development (PSD) program management?

Other Government Departments (OGDs)

- Have you consulted the International Trade Business Plan (ITBP) for details on OGD interests and activities in your territory?
- Are you aware of Canadian capabilities in the priority sectors in the territory (consult with OGDs such as Agriculture Canada, Industry and Science, Natural Resources Canada, Atomic Energy of Canada Ltd., Crown corporations, etc.)?
- Is there a tourism development program at the Post? Have you consulted appropriately and are you prepared to manage the program?

POLITICAL-ECONOMIC ISSUES

Are you aware of the political and economic issues affecting the market?

- What are the key political considerations in the bilateral relationship (e.g. special interest groups, traditional links, conflicts, common memberships in international fora, special ministerial interests)?
- What is the bilateral economic infrastructure in the territory (e.g. Joint Economic Commissions, bilateral trade agreements, double taxation agreement, preferential trading arrangements)?
- Are there any past, ongoing or imminent trade disputes?
- Are any ministerial visits anticipated to the territory or the region in general?
- Are there any formal science, technology or investment links with Canada?
- Are there any special international events (e.g. summits, Expos, Olympics) planned in the territory? Will Canada play a role?