

## GATS CONSULTATION AND OUTREACH PROCESS

Domestic consultations are key to enhancing good governance and transparency and to promoting a democratic approach to trade policy development. Canada's trade policy encompasses interests beyond those of the business world, and all citizens can have a say in determining this policy. Intensive and ongoing consultations on the WTO's General Agreement on Trade in Services remain an important part of the Government of Canada's overall commitment to ensuring that Canada's position on the GATS continues to reflect the interests of all Canadians.

In 2004, the government engaged in another round of cross-sectoral consultations and outreach across the country. These consultations provided valuable input for the ongoing GATS negotiations as well as the services-related components of our ongoing bilateral and regional free trade negotiations. The government coordinated with the provinces and territories to hear not only from provincial officials but also from local business groups and local non-governmental organizations regarding Canada's negotiating position. In addition to ensuring a mutually beneficial dialogue between government officials and stakeholders, the consultations provided a regional dimension and balance to Canadian input concerning the negotiations.

These regional meetings are part of a broader ongoing consultative process. The government has been seeking, and will continue to seek, the views of Canadians in developing trade policies and positions, using a broad range of consultative mechanisms. These mechanisms include the Standing Committee on Foreign Affairs and International Trade (SCFAIT) process, the dissemination of information and solicitation of views via the Internet, and additional multi-stakeholder consultations. The government is working closely with provincial and territorial governments, which have jurisdiction in many areas of services trade, to develop our negotiating positions. Municipalities are also included in the government's consultation and outreach process.

In the context of the guidelines and procedures reaffirmed at the July 2004 meetings, the government will continue to consult, inform and engage citizens as the negotiations progress, ensuring that Canada's position on the GATS continues to incorporate the interests of the Canadian public. The government welcomes the views of interested Canadians. To provide your comments, please visit the Government of Canada Web site for the GATS negotiations ([www.international.gc.ca/tna-nacl/service-en.asp](http://www.international.gc.ca/tna-nacl/service-en.asp)), where you will find questionnaires on specific services industries.

## *Issues That Affect Access for Trade in Goods and Services*

### TEMPORARY ENTRY FOR SERVICES PROVIDERS

Many Canadian firms export their services to markets around the world. In order to expand their export activities, these businesses require the additional certainty that comes from the development of

international rules for trade in services. This certainty is particularly important with respect to the mobility of people. In today's global economy, companies often need to move temporarily key personnel (e.g., managers, executives and specialists) to foreign markets to provide services to a subsidiary or affiliate, assist with the sale or delivery of products or services, consult with clients or negotiate contracts. In addition, individual providers of services, such as professionals, require access to foreign markets to deliver their services.

Canadian services providers have benefited from the commitments obtained from other countries during the last round of negotiations in the General