3.		OPE 1992: EFFECTS ON CANADA'S TELECOMMUNICATIONS COMPUTER SECTOR	22
	3.1	Telecommunications Equipment	22
	3.2	Computer Services and Software	23
	3.3	"Value-Added" Telecommunication Services	24
4.	EURC	OPE 1992: SMALL- AND MEDIUM-SIZED BUSINESS STRATEGIES	26
	4.1	Elements of Success of a Niche Strategy	26
	4.2	Learning to Dominate	26
	4.3	Two Essential Types of Knowledge	27
	4.4	Importance of an EC "Presence"	27
	4.5	Danger of a "Wait and See" Attitude	28
5.	EURC	OPE 1992: OPPORTUNITIES AND RISKS	30
SUMI	MARY	AND CONCLUSIONS	32
APPI	ZIDIX	: FIGURES AND TABLES	35
Figur Figur Figur Figur Figur Figur Figur Figur Figur	e 2: e 3: e 4: e 5: e 6: e 7: e 8:	Canadian T&C Exports - 1987 Canadian T&C Imports - 1987 Canadian T&C Product Exports - 1987 Trends in EC Share of Canadian Exports Exports to EC by Subsector - 1987 Imports from EC by Subsector - 1987 Canadian Exports to EC, 1978-1987 Canadian Imports from EC, 1978-1987 Exports to Each EC Country - 1987 Imports from Each EC Country - 1987 Telecommunications Equipment, EC Market - 1987 Data Processing Equipment, EC Market - 1987 Semiconductors, EC Market - 1987 Canadian Computer Goods and Services Industry, Growth 1983-86	36 37 38 39 40 41 42 43 44 45 46 47 48
rable		Description of Canadian Telecommunications and Computer Sector, 1988	50
rable		Leading Telecommunications and Computer Firms in Canada, by Subsector	51
l'able	: J:	Canadian Trade in Telecommunications and Computer Goods and Services, 1987	52