



Last updated: December 1st, 1998

## Policies - Canadian Students

- [Standard letters](#)
- [Cases](#)

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Limit the help you provide to students by referring them to readily available information, including helpful Web sites. Be positive. Students may be future clients. See the [related case](#).

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### Questions and Answers:

Q. What do I do in the case of a student doing market research for a Canadian company?

A. Students or interns doing work for Canadian companies, other government departments or non-governmental organizations should have written confirmation from the sponsor indicating that the sponsor is aware of and agreeable to the student requesting services from the post on its behalf. Treat such sponsored requests according to the usual criteria for Canadian business clients.

Q. What if the student asks us to make appointments?

A. Even when the post is satisfied that the student represents a capable company, there may still be questions as to the company's commitment to this particular country. See the Key Contacts Search guideline for more information.

Q. What do I do with visiting groups of students organized by Canadian universities?

A. For visiting groups of students (in undergraduate and graduate business programs), posts should limit their involvement to a maximum one-hour trade briefing to the group as a whole. For all other requests for services, refer the Canadian organizer to other post staff or local contacts who can help them prepare their visit at a cost.

You should also ensure that the organizers have our list of services and recommend that students consult the ExportSource and InfoExport Web sites to research the market before their visit.

What's New

Our Role

Client Management

Client Policies

Services to businesses

Services to Partners

Additional Services

Post Support: People

Post Support: Tools

Discussion

Français