

IF "CONFIDENT IN BARGAINING FIRMLY AND EFFECTIVELY" TO Q53,  
ASK:

55. Why do you think we can bargain firmly and effectively? (PROBE ...ACCEPT ONLY ONE RESPONSE...ANSWER MUST BE AT LEAST TEN WORDS)

NEGOTIATORS GOOD/SKILLED.....01	(15%)
GOOD PARLIAMENT/POLITICIANS.....02	( 6%)
BRIAN MULRONEY.....03	( 2%)
CANADA STRONG.....04	( 3%)
CANADIANS INTELLIGENT.....05	( 9%)
PRODUCTS WANTED BY U.S.....06	( 8%)
UNITED STATES NEEDS CANADA.....07	( 2%)
MUTUAL BENEFITS.....08	( 2%)
GOOD CANADA/UNITED STATES RELATIONS.....09	( 4%)
WORLD REPUTATION.....10	( 3%)
KNOW/GET WHAT WE WANT.....11	( 2%)
UNIONS.....12	( * )
GOOD REAGAN/PRIME MINISTER RELATIONS.....13	( * )
STRONG/GOOD LEADERS - PEOPLE.....14	( 5%)
CONFIDENCE IN CANADA.....15	( 8%)
CANADA ABLE TO NEGOTIATE AS WELL.....16	( 9%)
STRONG CANADIAN ECONOMY.....17	( 1%)
OUR TECHNOLOGY/PRODUCTS.....18	( 5%)
CANADA WILL FIGHT.....19	( 3%)
EQUAL OPPORTUNITIES/FAIR.....20	( 3%)
NEED TO/NO CHOICE.....21	( 3%)
OTHER.....22	( 1%)
DON'T KNOW.....23	( 3%)
NO RESPONSE.....24	( 1%)

REFER TO APPENDIX C FOR COMPLETE VERBATIM RESPONSES

Many people have different views about the effects of entering into some form of free trade agreement with the United States. I'd like to read you a list of contrasting points of view and ask you to tell me for each set, which point of view best reflects your own. The first two statements are...(READ QUESTIONS 56 - 59, ROTATING ORDER) Which view is closest to your own?

56. Canadian companies would do very well in head-on competition with Americans.	WOULD DO VERY WELL.....1	(53%)
Canadian companies would not be able to compete head-on with the Americans.	WOULD NOT BE ABLE TO COMPETE.....2	(46%)
	NO OPINION (VOLUNTEERED).....3	( 2%)