

The descriptions

Networking

Organization of seminars, workshops, business lunches, social events, etc.

Promotional Activities

Hosting of foreign trade delegations and organization of joint bilateral events, annual multilateral events, receptions, the arrival of delegations, programs of activities, meetings, panel discussions and other similar functions.

Events Abroad

Organization of trade fairs, trade missions, industrial visits, field trips for business programs or mission heads, business trips etc.

Specific Information on

Companies

Investigation of companies' credibility and offering of recommendations on foreign companies.

Business Climate

Provision of technical information and advice on import–export rules and regulations, and offering of consulting services on specific issues.

The Market

Provision of specific market intelligence, market diagnoses etc.

Potential Partners

Identification of potential partners, support of matchmaking, and putting companies in touch to promote partnerships.

Potential Contracts

Seeking out of contracts for Canadian companies.

Key Contacts

Provision of access for their members to key political and business contacts in Canada and the target region(s).

Negotiation

Organization of trade negotiations with target partners.

Advocacy

Advocacy, on behalf of their members, with Canadian and foreign governments.