

REPORT 4
88/02/02

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 510-PEKING

005-COMM. & INFORM. EQP. & SERV
PEOPLE'S REP OF CHINA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

MASS MAILING OF MANDARIN TELECOM BROCHURES TO CONTACTS FROM
EXPOCOM.

VISITS TO REGIONAL TELECOM CENTRES, WHERE REQUIRED IN SUPPORT OF
COMPANY INITIATIVES OR INDEPENDENTLY TO MEET RESEARCH INSTITUTE/
MUNICIPAL AND PROVINCIAL AUTHORITIES.

ANTICIPATED RESULTS:

MAXIMIZE CHINESE FAMILIARITY WITH CANADIAN
TELECOM CAPABILITIES.

FIRST HAND KNOWLEDGE OF NEGOT'G ENVIRONMENT.
-INFLUENCE TELECOM AUTHORITIES TO CONSIDER
CDN EQPT. & SRVCS. GATHER PLANNING INFO. TO
MATCH WITH CDN CAPABILITIES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----