

Just as was the case with direct jobs, there exists an inverse relationship between the rankings of wages, salaries and supplementary labour income/total jobs and total jobs/\$10 million of total GDP.

Again, as was the case with industrial comparisons, policy makers engaged in trade development must be aware of the relationship between the quality and quantity of jobs. One way to address the tradeoff between the number of jobs created and average salaries is to multiply the total jobs/\$10 million of total GDP ratio by the wages, salaries and supplementary labour income/total jobs ratio. The result will be wages, salaries and supplementary labour income/\$10 million of total GDP, a measure of the total return to labour, which is presented in Table 7.10.

**Table 7.10**  
**Wages, Salaries & Supplementary Labour Income/\$10 million of Total GDP Ratio**

Export Destination	Wages, Salaries & SLI/\$10 million of Total GDP
U.S.	\$5,804,814
EU	\$5,762,425
APEC (less U.S.)	\$5,422,336
Residual	\$5,379,010

The greatest return to labour from an export generated increase in GDP of \$10 million -- assuming the increase is met by all industries according to their present export shares -- come from exporting to the U.S., followed closely by the EU. It is acknowledged that such a simple approach to account for the tradeoff between quality and quantity of jobs does not settle policy in any absolute, definitive way. There is still no easy answer. If it is accepted that the number of jobs created is more important than the average wage, or vice-versa, the industries which provide those jobs should be targeted for export initiatives, regardless of their export markets.