

The research template for partnering information is designed to guide the trade commissioner in assessing potential partners for some of their Canadian corporate clients. In addition, it may be used by a company to assist the export manager in the vital task of choosing a partner for international business dealings.

The final checklist provides a summary of the 10 most critical steps in the export process. This material has been extracted from the *Report on Small Business in Canada, 1992*, published by Industry, Science and Technology Canada. Once again, this tool may be used by trade commissioners to prepare themselves for advising a Canadian company in a new market. It is also designed to assist the novice exporter with an overview of the complexities of the export process.

Finally, we would appreciate receiving any suggestions you may have for ways of making these research templates more helpful to trade commissioners, commercial officers, and other market researchers, thereby ensuring that the resulting market information is more useful to Canadian business people.