

53. Some people say that they are nervous about Canada entering into freer trade negotiations because they feel that the Americans are better bargainers than Canadians and therefore we will end up with a poor deal.
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| NERVOUS ABOUT ENTERING FREER TRADE NEGOTIATIONS (GO TO Q54).....1 | (39%) |
| CONFIDENT IN BARGAINING FIRMLY AND EFFECTIVELY (SKIP TO Q55).....2* | (61%) |
| NO OPINION (VOLUNTEERED).....3 | (1%) |

Others say that they are confident that we will bargain firmly and effectively with the Americans and will get the best deal possible.

Thinking of these two points of view, which one best reflects your own?

IF "NERVOUS ABOUT ENTERING FREER TRADE NEGOTIATIONS" TO Q53, ASK:

54. Why do you think the Americans are better bargainers? (PROBE... ACCEPT ONLY ONE RESPONSE...ANSWER MUST BE AT LEAST TEN WORDS)

MORE EXPERIENCE.....01	(17%)
MORE POWERFUL.....02	(16%)
MORE MONEY.....03	(10%)
LARGER.....04	(9%)
MORE INDUSTRY/BUSINESS.....05	(5%)
MORE TO BARGAIN WITH.....06	(3%)
WORLD REPUTATION.....07	(2%)
MORE AGGRESSIVE.....08	(5%)
OUT FOR THEMSELVES.....09	(2%)
PAST PERFORMANCES.....10	(2%)
SNEAKIER.....11	(2%)
AHEAD OF US.....12	(1%)
NEED THEM.....13	(1%)
BETTER BARGAINERS - GENERAL.....14	(4%)
SMARTER/BETTER.....15	(4%)
TOUGHER.....16	(1%)
MULRONEY/GOVERNMENT WEAK.....17	(4%)
REAGAN/GOVERNMENT STRONG.....18	(3%)
STRONGER BARGAINING POSITION.....19	(6%)
OTHER.....20	(2%)
DON'T KNOW.....21	(1%)
NO RESPONSE.....22	(*)

REFER TO APPENDIX C FOR COMPLETE VERBATIM RESPONSES