

Question 54 -- Continued

Why do you think the Americans are better bargainers?

14. Better Bargainers - General -- They are, that's a fact. Canada has never been known to exercise the two with powerful nations. / They always seem to do better in bargaining with Canadians. / I don't know; I just feel that they are.
15. Smarter/Better -- Canada doesn't have the people who can bargain as well as the Americans. We're not using the right bargainers. / There are more well educated people in the United States. / They have more confidence in themselves as a nation. / Seem to have more influence. / They are more sophisticated and understand business and industrial affairs as a whole. / They are fast at thinking and have to be on their toes to compete with them.
16. Tougher -- Because they don't really care whether they are liked or not. / They have a one track mind and won't change their mind. / They are harder nosed. They like to talk. There are more people in the United States who are in a better position to bargain. / Because they are stricter and get the better deal.
17. Mulroney/Government Weak -- Brian's not really as confident, so he won't push as hard as the States. / The politicians of Canada do not have the power behind them to stand up to the United States. / I feel that Mulroney can't bargain effectively with the United States. / We don't have strong bargainers in government. / Our government doesn't stand up for our needs like the acid rain issue.
18. Reagan/Government Strong -- Because of Reagan, his policies -- he's a stronger person. / Government -- they don't ask people, they just do it. / They have more government, more backing.
19. Stronger Bargaining Position -- They may not be better bargainers, but they will end up with the better end of the deal. / We would sell ourselves out for money and lose out because of greed. / We give up too much and get back too little. / Because Canadians are showing their interest by putting everything on the table, the Americans can afford to bargain better. / They're bargaining from a stronger position. This gives them an advantage in bargaining. / Because we're on the short-stick of it. We probably need free-trade and export more than they do, so that leaves us in a bad bargaining position. / They are a developed, independent country and can walk away from Canada whenever they wish.
20. Other -- Just from deals you hear and see -- oil deal which Canadians have purchased and nothing is there. / They want it all buy cheap from us and sell for more in the United States. / The people have more to say about it. We have a few who make the decision. In the United States, they have to go through many people before they make a decision.

