

## 2. Requirements for Success on ADB Projects

While evident to those who investigate, we feel this is a worthwhile base point against which to measure past or future Canadian activities. The only work required will be writing the section of the report. Information will come from our own knowledge and interviews required for other purposes. It will include:

- o registration and registration tactics;
- o the need for monitoring and early information; and
- o the importance of relationships with ADB, executing agencies, consultants, etc.

This will primarily be a re-statement of what has made successful companies successful.

## 3. Interests and capabilities of Canadian Companies

This will be a restricted but important investigation. It will focus on those companies who have been telexed by the Manila post. We would like to work with a sample of approximately 50 companies. Their names and the questionnaire we would use with them would be submitted to you for approval. The questionnaire would be mailed to the appropriate officer in each company. He would be asked to review it and collect any information necessary to prepare for a phone interview on a named date. In order to get an early start on this process, we ask that the Manila post send names to us early in the project. We anticipate that the questionnaires would be mailed prior to our departure for Manila. The questionnaire could include the topics shown on the facing page.