

## Question 54 -- Continued

Why do you think the Americans are better bargainers?

08. More Aggressive -- They're more aggressive. / They put us at a disadvantage maybe because we aren't as forward as they are. / They are more forceful in their negotiations. / More structured, aggressive. / Maybe they are more aggressive than we are. / For one thing, they are much more pushier than Canadians. / They are more aggressive and are more competitive. They are survivors. / I think it is a matter of outlook. We tend to be people of compromise and they are aggressive. / Rough, tough and bull-headed -- must be to get along with the Russians.
09. Out For Themselves -- They're out for themselves; they don't think about their country when making deals. / They're not so inward looking. Canadians are always keeping one eye on the flag. / The Americans look out for themselves first and foremost. They really don't care about us. / They always look after their own kind. / They look out for themselves more but just for themselves -- we don't so much. / They are so full of themselves and they think they are number one. / They are there for their own pockets, not for Canadians. / The Americans won't give anything away. They are more stubborn and selfish perhaps.
10. Past Performances -- They usually have won in the past negotiations e.g. acid rain. / Historically, they've always been, because Canada is not firm enough. / Historically, a smaller nation will not get a better deal from a larger nation. / They just seem to get the better deals on every issues. When they were dealing about fishing along the coast they got the best deal. / Historically Americans expect people to follow the American way -- American way is the right way.
11. Sneakier -- They're more devious and sneaky. / Americans are sneaky in doing things. / They have more pockets, more con-artists than we have in Canada.
12. Ahead Of Us -- They are better because they seem to be one step ahead. / They seem to be way ahead of us in terms of their technology, population, everything.
13. Need Them -- Because Canada depends on the United States. / I don't think they will settle for much less because we are more dependent on them. / We are more dependent on them than they are on us. / We need them more than they need us so we are forced to a certain extent to go along. / We are approaching them first so they know that we really need it -- we have exposed ourselves. / Because they don't need us we need them, so they have nothing to lose.