
COMMITMENTS

- Over the course of the next two years, what are you committed to? Is there any scope for change?
- Do previous Trade and Investment Development (TID) annual plans provide realistic assessments of conditions and objectives?
- Are you satisfied that your quarterly reports accurately reflect your workload?
- Do all officers contribute?

Where do we add value?

Where SHOULD we add value?

PROGRAMS

Your Clients

Do you know who your clients are (private sector, Headquarters, other government departments)? Do you know who *their* local clients are (public and private sector)? What are their expectations and objectives?

- Are these complementary?
- Do they coincide with the work program?
- Do they coincide with Canada's export performance?

Setting Objectives

- Is what you have been doing having an impact? Where? How do you know?
- In what ways do your programs reflect Canadian interests in your region?
- How are your programs targeting your priority sectors?
- In which sectors do you see other opportunities?
- What could you be doing more of or less of to help Canadian business?
- What occupies most of your time? Does Headquarters' agenda supersede the business agenda?
- Is there a better way of achieving your goals?