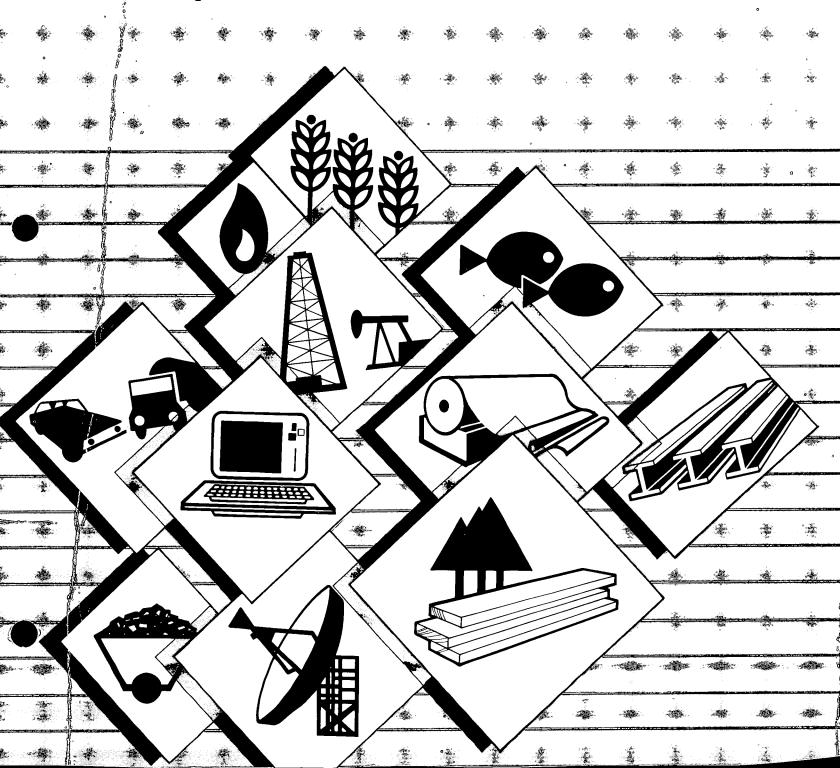




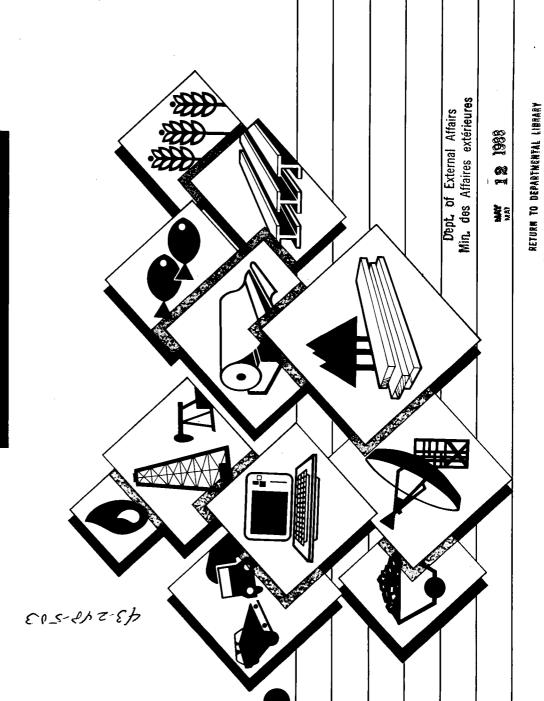
DOCS
CA1 EA 87E86 ENG
Export and investment promotion planning and tracking system:
External Affairs Mission
Operational Plan. -43248503

EXPORT AND INVESTMENT
PROMOTION PLANNING AND
TRACKING SYSTEM

External Affairs Mission Operational Plan



GUIDE REFERENCE



retourner a la Bibliotheque du Ministere



DMOTIONAL PROJECTS PROPCALS

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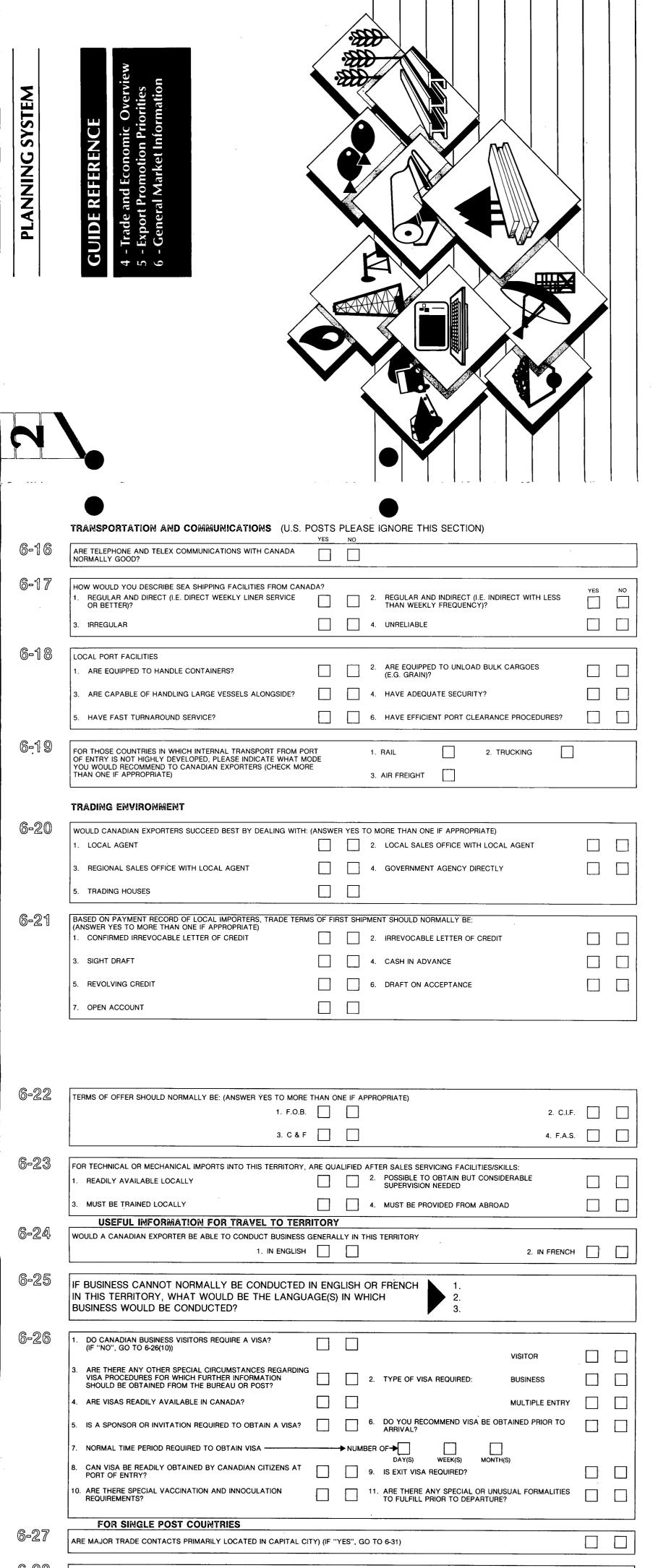
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PERSONNEL LIST AND UTILIZATION

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EXT 1262/E (86/7)

6-31

IF NO, IS TRAVEL TO OTHER COMMERCIAL CENTRES IN THE TERRITORY NORMALLY NECESSARY?

OTENTIAL EXPORTERS TO YOUR TERRITORY NORMALLY BE REQUIRED TO TRA

IN ORDER TO OBTAIN FURTHER INFORMATION ON THE ABOVE TOPICS, PLEASE INDICATE CONTACT POINTS (MISSION/BUREAU

IS BUSINESS ACTIVITY OF THE REGION COVERED BY YOUR OFFICE NORMALLY CONDUCTED IN CITY IN WHICH YOUR OFFICE IS LOCATED?.

TO OTHER COMMERCIAL CENTRES IN

FOR MULTI-POST COUNTRIES

TEL. OR TLX #) FOR INQUIRIES

(IF "YES", GO TO 6-31)

NOTE: PLEASE USE 12 PITCH TYPEWRITER TO COMPLETE THIS FORM.	
PLEASE PROVIDE IN NARRATIVE FORM A SUMMARY OF R	ECENT TRADE/ECONOMIC DEVELOPMENTS IN POST
TERRITORY AND PROVIDE AN OUTLOOK FOR THE COMING	G YEAR.
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PLANNING SYSTEM

GUIDE REFERENCE
7 - Sector/Sub-Sector Profile

- ST - ST - ST		

7-6	
CONT'D	

7-8

7-9

F	NO,	WHAT	IS	THE	SOURCE	OF	THE	PROBL	.EM?

ii. DIFFICULTY IN OBTAINING EFFECTIVE SOURCING ASSISTANCE FROM CANADIAN FEDERAL AND/OR PROVINCIAL GOVERNMENT DEPARTMENTS

YES	NC
	[

ON IN CURRENTLY AVAILABLE 6, ETC.)

iii.	AVAILABILITY	OF	PRODUCT/SERVICE	INFORMATION	FROM
	COMPANIES				

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7-7	IMPORTANT UNCOMPLETED ACTIVITIES OTHER THAN FAIRS AND MISSIONS IN THIS SECTOR/SUB-SECTOR	EXPECTED RESULTS
	O F I U U U U U U U U U U U U U U U U U U	
	O	·
	3. F I U S E E	

NEW IMPORTANT ACTIVITIES PLANNED OTHER THAN FAIRS AND MISSIONS IN THIS SECTOR/SUB-SECTOR	EXPECTED RESULTS
O F U U U U U U U U U U U U U U U U U U	
O F F U S E E	
O 3. F I U S E E	

MAJOR PROJECTS AND/OR SEGMENTS OF PROJECTS, NOT COMMITTED, WHERE CANADIAN SUPPLIERS MIGHT BE COMPETITIVE IN THIS SECTOR/SUB-SECTOR										
TITLE	VALUE (⋄)	FINANCING SOURCE (* *)	CONTACT FOR FURTHER INFO. (EMBASSY OR BUREAU)							
1										
2.										
3.										
4.										

ECTOR/SUB-SECTOR PROFILES TE: PLEASE USE 12 PITCH TYPEWRITER				MISSION			
NOTE: PLEASE USE 12 PITCH TYPEWRITER TO COMPLETE THIS FORM SECTOR			SUB-SECTOR	COUNTRY			
0101011							
STATISTICAL DATA ON SECTOR	/SUB-SECTO	DR	NEXT YEAR (PROJECTED) \$ MILLIONS	CURRENT YEAR (ESTIMATED) \$ MILLIONS	ONE YEAR AGO \$ MILLIONS	TWO Y	
MARKET SIZE (TOTAL IMPORTS)							
CANADIAN EXPORTS							
CANADIAN SHARE OF MARKET		PERCENTAGES	%	%	%		
		<u> </u>	UNTRIES	%	COUNTRIES		
MAJOR COMPETING COUN	ITRIES	1.		2.			
AND MARKET SHARE PERCENTA	AGES	3.		4.			
		5.		6.			
CUMULATIVE EXPORT POTENTIA PRODUCTS AND/OR SERVICES IN SUB-SECTOR FOR THE NEXT 3 Y	N THIS SECT	TOR/	0-1	1-3 60-100 100 AN	3-5 5-15]	
WHAT IS THE CURRENT STATUS	S OF	NO EXPORT RESU	JLTS TO DATE BUT CO	ONSIDERABLE POTENTIA SALES IN NEAR FUTUR	AL SMALL	BUT EXPA	
CANADIAN EXPORTS IN THIS SEGUE-SECTOR IN YOUR TERRITOR	CTOR/	WELL ESTAB AND GR		MATURE WITH LITTI	E MARKET (SHARE DEC	
SUB-SECTOR IN TOUR TERRITOR	11 <i>(</i>			INCREMENTAL GROWT	Ή 		
LIST PRODUCTS/SERVICES FOR SECTOR (IN DECLINING ORDER	,		E GOOD MARKET	PROSPECTS FOR	R CANADA IN THIS S	ECTOR/S	
PRODUCTS/SERVICES 1.	C.T.I. (*)		/SERVICES	C.T.I. (*) 3.	PRODUCTS/SERVICES		
4.		5.		6.			
7.		8.		9.			
		11.		12.			
10.		1		112.			
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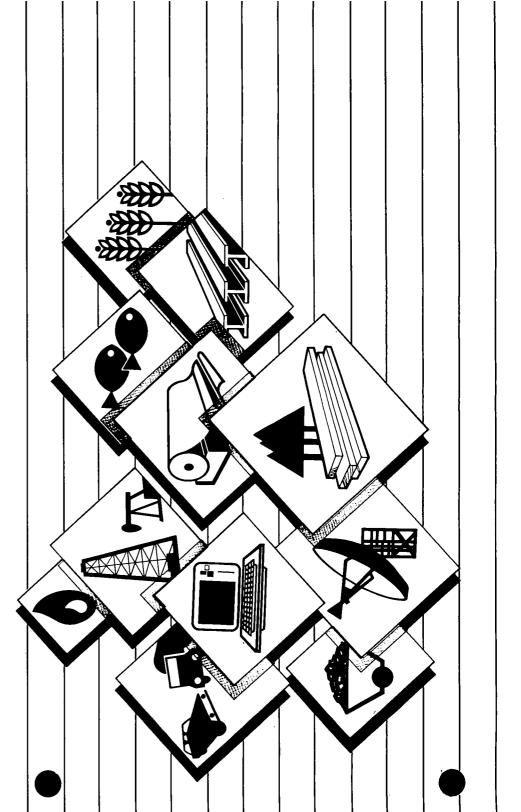
EXT 1263/E (86-7)

8-11

4 YEARS EXPERIENCE?

PROMOTION OF INVESTMENT TO CANADA GUIDE REFERENCE

8 - Investment Potential Profile 9 - Investment Promotion Activities



(RANK IN ORDER OF IMPORTANCE FROM 1 TO 4. 1 IS HIGH	CORPORATIONS	INSTITUTIONAL INVESTORS	ENTREPRENEURS	IMMIGRANT ENTREPRENEUF
1. 100% OWNERSHIP OF EXISTING CORPORATE FACILITY				
2. PARTIAL OWNERSHIP OF EXISTING CORPORATE FACILITIES WITH DIRECT INVOLVEMENT IN DAY-TO-DAY OPERATIONS				
3. START-UP INVESTMENT TO CREATE NEW ENTERPRISE (100% OWNERSHIP)				
4. START-UP INVESTMENT TO CREATE NEW ENTERPRISE (ON A JOINT BASIS) 🖂			
DO INVESTORS FROM YOUR TERRITORY TEND TO INVEST (RANK IN ORDER OF IMPORTANCE FROM 1 TO 6. 1 IS HIGH		EST. USE "O" IF NOT A INSTITUTIONAL INVESTORS	PPLICABLE) ENTREPRENEURS	
(RANK IN ORDER OF IMPORTANCE FROM 1 TO 6. 1 IS HIGH	HEST 6 IS LOW	INSTITUTIONAL		IMMIGRANT ENTREPRENEUI
(RANK IN ORDER OF IMPORTANCE FROM 1 TO 6. 1 IS HIGH 1. REAL ESTATE	HEST 6 IS LOW	INSTITUTIONAL		IMMIGRANT ENTREPRENEU!
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(RANK IN ORDER OF IMPORTANCE FROM 1 TO 6. 1 IS HIGH 1. REAL ESTATE 2. MANUFACTURING INDUSTRIES 3. SERVICES	HEST 6 IS LOW	INSTITUTIONAL		

IF INVESTMENTS ARE IN MANUFACTURING. COULD YOU INDICATE WHAT ARE THE PRINCIPAL SECTORS/SUB-SECTORS BASED ON PAST

INVESTMENT PROMOTION ACTIVITIES PROPOSALS

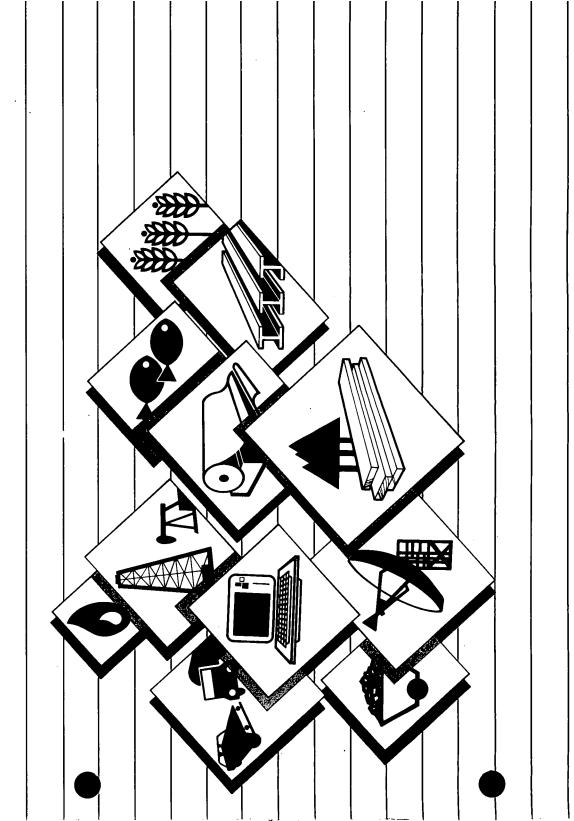
PRIORITY 1 TO	DESCRIPTION TYPE (*) SECTOR / SUB-SECTOR			LOCATION (CITY / COUNTRY)	DATE M - Y	
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EXT 1264/E (86/7)



	INVESTMENT SOURCING PO HOTE: PLEASE USE 12 PITCH TYPEWRITER	TENTIAL	PF		MISSION		
-	TO COMPLETE THIS FORM WHAT ARE THE MOST IMPORTANT SECTORS/SUB-S	ECTORS ON WH	·ICH `		OUNTRY POUR		
	INVESTMENT PROMOTION EFFORTS IN THE COMING SECTOR 1.	YEAR? (LIST IN	1 ORE	DER OF IMPORTA	NCE) SUB-SECTOR		
•	2.			2.			
	3.4.			3. 4.			
	5.			5.	 		
	6.			6.			
Γ	IN DOINT FORM DUTACE INDICATE THE MAIN DEACO	NICO WILLY THE C	EOT/	DDC / CUID CECTOR	DO.		1
	IN POINT FORM PLEASE INDICATE THE MAIN REASON IN 8-1 WERE SELECTED. 1.	N(S) WHI THE S		JR5/50B-5ECTO	ns		
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	3.						
	4.						
	5.				· · · · · · · · · · · · · · · · · · ·		
Ī	6.						
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L	INVESTMENT PROMOTION PROGRAM PLANS AND AN						AL MANA THE STATE OF THE STATE
	HOW DO YOU PROPOSE TO IDENTIFY, DEVELOP AND EXPLOIT INVISECTORS / SUB-SECTORS LISTED IN 8-1? (I.E. SUMMARIZE YOUR PETO SPECIFIC EVENTS PLANS OUTLINED IN QUESTION 9) i.	OGRAM PLANS AS O	PPOSE	ED	ANTICIPATED R	ESULTS FOR YEA	AR
	ii						
	iii.						
	iv.						
	v.						
	vi.				·		
	2. IF YOU HAVE IMPORTANT PROGRAM PLANS OF A NON-SECTOR SF	PECIFIC NATURE			ANTIQUATED D	ESULTS FOR YEA	ND.
	(E.G. BANKING OR INSTITUTIONAL), PLEASE SUMMARIZE HERE.				ANTONALEST		
	II.	<u> </u>					
	iii.						
L							
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ļ	BY CHECKING THE APPROPRIATE BOX(ES) BELOW, II TEND TO CAUSE OUTWARD FLOWS OF INVESTMENT 1. CAPITAL FLIGHT ASSOCIATED WITH POLITICAL 2	: 2. CAPITAL FLIGHT AS		TOR(S) IN YOUR		T THAT	<u> </u>
	UNCERTAINTY 4. CORPORATE SEARCH FOR CHEAPER PRODUCTION SAND / OR OPERATING COSTS OUTSIDE THE COUNTRY	UNCERTAINTY 5. LOCAL TAX AND IN TO DISCOURAGE D	NVESTN OMEST	MENT CLIMATE TENDS FIC INVESTMENT	6. CORPORATE EXPAN: MARKETS		
	7. CORPORATE EXPANSION TO SERVE BETTER EXISTING MARKETS	3. LARGE CAPITAL PO OUTLETS ABROAD	OOLS S (E.G. C	EEKING INVESTMENT DIL STATES)	9. TERRITORY IS HOST TO CAPITAL MARKET WHIK TIONAL CAPITAL MOVEN	CH IS FOCUSSED OF	n interna-
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	\$ 3.		M M	4.		\$ \$	
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	TOTAL ANNUAL DIRECT EQUITY INVESTMENT TO AL BEST JUDGEMENT AS TO APPROXIMATE FIGURE)	L DESTINATIONS	S (IF I	NO OFFICIAL STA	ATISTICS AVAILABLE USE	\$	
Г	TOTAL VALUE OF EVICTING DIDECT FOLITY INVESTA	JENT IN CANAD	A ED	OM VOUD TEDDI	TORY (IE NO OFFICIAL	1	
	TOTAL VALUE OF EXISTING DIRECT EQUITY INVESTM STATISTICS AVAILABLE USE BEST JUDGEMENT AS T				TONT (IT INO OFFICIAL	\$	·-···
	FOR EACH CATEGORY OF INVESTOR, WHAT WOULD	YOU ESTIMATE	- AS	THEIR PERCENTA	AGE OF TOTAL ANNUAL DIF	ECT EQUITY	INVESTM
ı	OUTFLOWS FROM YOUR TERRITORY? 1. CORPORATIONS		%	2. INSTITUTIONAL INV	VESTORS (E.G. PENSION FUNDS)		!
r			1		- III III III - II		

TRACKING SYSTEM



CANADON BUSINESS VISITORS IN CORPACT WITH MISSION DURING REPORTING PERIOD

NAME AND TITLE	ORGANIZATION	PURPOSE OF VISIT		
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	NOTE: IF I	NSUFFICIENT SI	PACE PLE	ASE USE EXTRA F	orms P	ROVIDED			
BUSINESS ACTI	IVITY FORM	- 				MISSION	>		
					COUNT	•			,
					ΔΕ		PORTIN ULY	G PERIOD OCTOBER	JANUARY
						JNE SEPTEM	BER	DECEMBER	MARCH
NAME OF CANADIAN FIRM				NAME OF LOC	AL FIRM				
NAME OF CONTACT				NAME OF C	ONTACT		<u>-</u>	<u> </u>	
NUMBER AND STREET CITY AND PROVINCE POSTAL CODE					ADDRESS				
SECTOR		SUB-SECTOR				PRODUCT AND / OR SERVICE	à		
NATURE EXPORT SALE A	GREEMENT		NEW LIC	ENCING AGREEMENT			TECI	HNOLOGY TRANSFE IADA FROM TERRIT	ER TO ORY
BUSINESS ACTIVITY NEW BUYING CO	ONNECTION / AGENCY AGREEM	MENT	CANADI	IAN INVESTMENT IN TERRITORY			TECHNOLOGY TRANSFER FROM CANADA TO TERRITORY		
NEW JOINT VEN	ITURE		INVESTM	MENT IN CANADA FROM	TERRITORY				
VALUE OF BUSINESS ACTIVITY S	\$	DID MISSION PLA	AY A ROLE	IN THIS ACTIVITY?			YES	N	0
IF YES, PROVIDE BRIEF COMMEN	NTS / VATIONS:								
F APPLICABLE, DENTIFY GOVERN- TRADE	FAIR	REGIC	REGIONAL OFFICE			INITIAL SOURCE OF INFORMATION			
MENT PROGRAMS / OFFICES INVOLVED: TRADE	MISSION		:R			DISTRIBUTION LIST OF THIS FORM			
EXT 1257/F (86/7)			<u>.</u>	1.	'			, ,,,	

NOTE: EXTRA COPIES OF FORM ARE PROVIDED

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DEFINITIONS:

EXPORT ENQUIRY: ALL LETTERS, TELEX MESSAGES, TELEPHONE CALLS, AND BUSINESS VISITORS REQUESTING INFORMATION AND / OR ASSISTANCE CONCERNING MISSION TERRITORY'S MARKET OR CANADIAN GOODS, SERVICES AND RELATED COMMERCIAL MATTERS.

VISITS: ALL OUTCALLS ON EXISTING OR POTENTIAL CLIENTS INTENDED TO PROMOTE CANADIAN GOODS, SERVICES, AND INVESTMENT AND TECHNOLOGY INFLOWS. THIS ENTRY INCLUDES ATTENDANCE AT EXPORT PROMOTION PROJECTS AND EVENTS THAT DO NOT, HOWEVER, INVOLVE MISSION PARTICIPATION OR ORGANIZATIONAL SUPPORT.

EXPORT PROMOTION PROJECTS AND EVENTS: REFERS TO EVENTS INVOLVING MISSION ORGANIZATIONAL SUPPORT AND / OR PARTICIPATION.

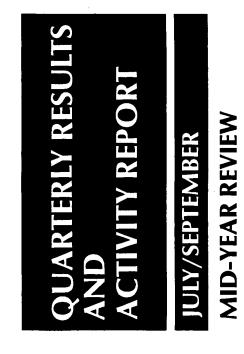
COMMERCIAL / ECONOMIC REPORTS: ALL SCHEDULED AND AD HOC REPORTS IN SUPPORT OF THE OBJECTIVES OF THE MISSION'S EXPORT AND INVESTMENT PROMOTION PROGRAM.

PROGRAM RELATED EVENTS IN CANADA: E.G. PARTICIPATION IN THE HI-TECH CONFERENCE, MARKETPLACE; ACCOMPANYING AN INCOMING MISSION TO CANADA; MID-POSTING TOUR, ETC.

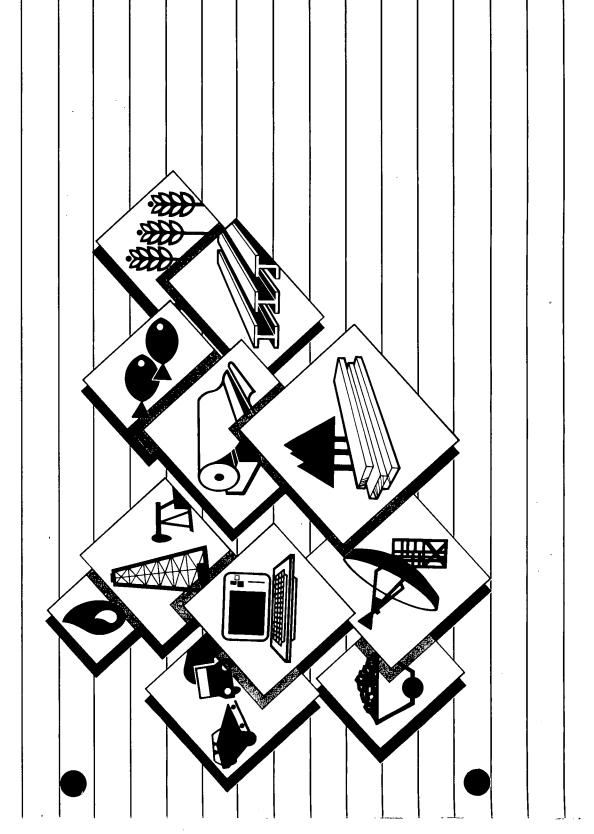
REQUESTS FOR SERVICE FROM GOVERNMENT SOURCES: REPORTS – ALL SCHEDULED AND AD HOC REPORTS REQUESTED BY ALL GOVERNMENT SOURCES. CONTACTS – ALL LETTERS, TELEX MESSAGES, TELEPHONE CALLS AND OFFICIAL VISITORS FROM OTHER FEDERAL GOVERNMENT DEPARTMENTS, PROVINCIAL GOVERNMENTS, AND OTHER LEVELS OF GOVERNMENT (EXCLUDING CROWN CORPORATIONS).

ADMINISTRATION: INCLUDES EXPORT AND INVESTMENT PROMOTION PROGRAM PLANNING, MANAGEMENT AND ADMINISTRATION; LEAVE, PROFESSIONAL DEVELOPMENT AND / OR OTHER NON-PROGRAM ACTIVITY.

OTHER MISSION PROGRAMS: E.G. CONSULAR, GENERAL RELATIONS, DUTIES ARISING FROM BEING CHARGE, ETC.



TRACKING SYSTEM



CANADAN BUSINESS VISITORS IN COPTACT WITH MISSION DURING REPORTING PERIOD

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VALUE OF BUS	INESS ACTIVI	TY \$		DID MISSION PL	AY A ROLE	IN THIS ACTIVITY?)		YES		NO	
IF YES, PROVID	DE BRIEF COM NATIONS / OBS	MENTS / SERVATIONS:										
IF APPLICABLE, IDENTIFY GOVE		ADE FAIR		REGI	ONAL OFFICE		1	IITIAL SOURCE OF NFORMATION				
MENT PROGRAM OFFICES INVOL	VED: TR	ADE MISSION		ISB	ED			DISTRIBUTION LIST OF				
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NOTE: EXTRA COPIES OF S FORM ARE PROVIDED

MID-YEAR REVIEW

ESSENTIALLY UNCHANGED.

EXPORT AND INVESTMENT PROMOTION PROGRAM-QUARTERLY ACTIVITY AND RESULTS REPORT

UPDATE ON RECENT TRADE AND ECONOMIC DEVELOPMENTS IN MISSION TERRITORY

THE MID-YEAR REVIEW PROVIDES THE OPPORTUNITY TO GIVE AN UPDATE TO HEADQUARTERS OF THE TRADE AND ECONOMIC OVERVIEW OF YOUR TERRITORY THAT YOU PROVIDED IN BRIEF NARRATIVE FORM IN SECTION I OF YOUR ANNUAL WORKPLAN. IF YOU FEEL THAT EVENTS OR TRENDS THAT HAVE OCCURRED SINCE THE SUBMISSION OF THE ANNUAL PLAN MAY HAVE IMPORTANT IMPLICATIONS FOR CANADIAN TRADE AND ECONOMIC INTERESTS IN YOUR TERRITORY AND THAT YOUR OVERVIEWS SHOULD BE CHANGED ACCORDINGLY, PLEASE PHOTOCOPY YOUR ORIGINAL OVERVIEW, MAKE THE NECESSARY CHANGES BY HAND AND ATTACH IT TO YOUR SECOND QUARTERLY REPORT (JULY-SEPT.) FOR FORWARDING TO HEADQUARTERS. PLEASE NOTE, HOWEVER, THAT IT IS NOT NECESSARY TO PROVIDE AN UPDATE IF CONDITIONS REMAIN

OTHER CHANGES

IF YOU FEEL YOU WOULD LIKE TO MAKE MAJOR CHANGES TO ANY OTHER PART OF YOUR ANNUAL WORKPLAN IN ORDER TO ACCOUNT FOR CHANGES IN YOUR MISSION'S ENVIRONMENT PLEASE NOTE ON A SEPARATE PAGE THE SECTION AND QUESTION NUMBER IN THE PLAN, FOLLOWED BY A BRIEF DESCRIPTION OF THE CHANGE OR UPDATE YOU WOULD LIKE TO MAKE.

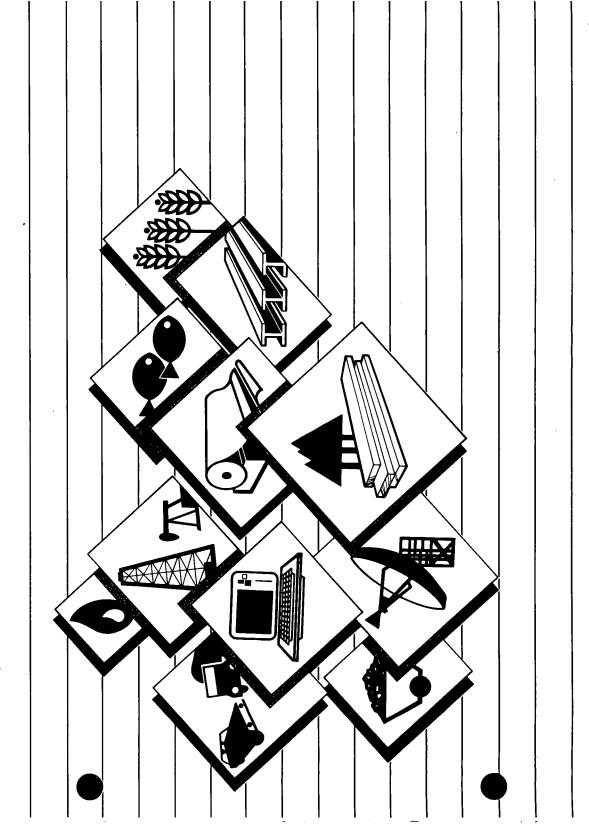
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 $\mbox{EXPORT PROMOTION PROJECTS}$ and \mbox{EVENTS} : Refers to events involving mission organizational support and / or participation.

COMMERCIAL / ECONOMIC REPORTS: ALL SCHEDULED AND AD HOC REPORTS IN SUPPORT OF THE OBJECTIVES OF THE MISSION'S EXPORT AND INVESTMENT PROMOTION PROGRAM.

ADMINISTRATION: INCLUDES EXPORT AND INVESTMENT PROMOTION PROGRAM PLANNING, MANAGEMENT AND ADMINISTRATION; LEAVE, PROFESSIONAL DEVELOPMENT AND / OR OTHER NON-PROGRAM ACTIVITY.

OTHER MISSION PROGRAMS: E.G. CONSULAR, GENERAL RELATIONS, DUTIES ARISING FROM BEING CHARGE, ETC.



CANADON BUSINESS VISITORS IN COPACT WITH MISSION DURING REPORTING PERIOD

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SECTOR								SERVICE	<u> </u>			
NATURE OF	EXPOR	T SAL	E AGREEMENT		NEW LICE	NEW LICENCING AGREEMENT			TECHNOLOGY TRANSFER TO CANADA FROM TERRITORY			
BUSINESS ACTIVITY	NEW B	UYING	CONNECTION / AGENCY AGREEME	NT	CANADIA	'N INVESTMENT IN TER	RITORY		☐ TEC	HNOLOGY TRANSF IADA TO TERRITOF	FER FROM RY	
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IF YES, PROVID	DE BRIEF (NATIONS /	OMN	MENTS / ERVATIONS:									
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MENT PROGRA OFFICES INVOL	VED E	TRA	DE MISSION	ISB				DISTRIBUTION LIST OF				
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WORKLOAI) AND OFFI	 CER			МІ	SSION	
SUMMARY		~ ~	CANADA	OFFICER POSITIONS	COUNTRY	REPORTING PER	
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EVENTS	OTHER			10. SERVICE TO OT	THER MISSION PROGRAI	PROFESS. DEVELOP. MS	
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VISITS: ALL OUTCALLS ON EXISTING OR POTENTIAL CLIENTS INTENDED TO PROMOTE CANADIAN GOODS, SERVICES, AND INVESTMENT AND TECHNOLOGY INFLOWS. THIS ENTRY INCLUDES ATTENDANCE AT EXPORT PROMOTION PROJECTS AND EVENTS THAT DO NOT, HOWEVER, INVOLVE MISSION PARTICIPATION OR ORGANIZATIONAL SUPPORT.

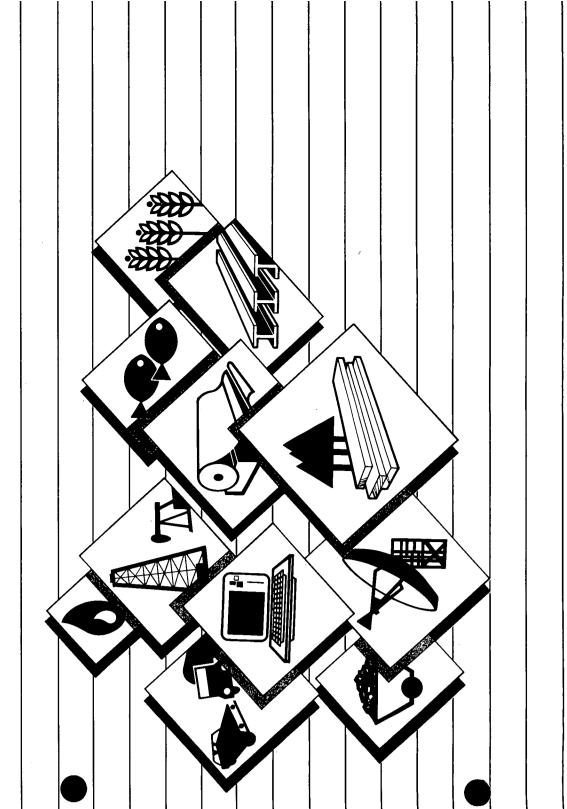
EXPORT PROMOTION PROJECTS AND EVENTS: REFERS TO EVENTS INVOLVING MISSION ORGANIZATIONAL SUPPORT AND / OR PARTICIPATION.

COMMERCIAL / ECONOMIC REPORTS: ALL SCHEDULED AND AD HOC REPORTS IN SUPPORT OF THE OBJECTIVES OF THE MISSION'S EXPORT AND INVESTMENT PROMOTION PROGRAM.

REQUESTS FOR SERVICE FROM GOVERNMENT SOURCES: REPORTS – ALL SCHEDULED AND AD HOC REPORTS REQUESTED BY ALL GOVERNMENT SOURCES. CONTACTS – ALL LETTERS, TELEX MESSAGES, TELEPHONE CALLS AND OFFICIAL VISITORS FROM OTHER FEDERAL GOVERNMENT DEPARTMENTS, PROVINCIAL GOVERNMENTS, AND OTHER LEVELS OF GOVERNMENT (EXCLUDING CROWN CORPORATIONS).

ADMINISTRATION: INCLUDES EXPORT AND INVESTMENT PROMOTION PROGRAM PLANNING, MANAGEMENT AND ADMINISTRATION; LEAVE, PROFESSIONAL DEVELOPMENT AND / OR OTHER NON-PROGRAM ACTIVITY.

OTHER MISSION PROGRAMS: E.G. CONSULAR, GENERAL RELATIONS, DUTIES ARISING FROM BEING CHARGE, ETC.



CANADAN BUSINESS VISITORS IN COPTACT WITH MISSION DURING REPORTING PERIOD

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MISSION

EXPORT ENQUIRY: ALL LETTERS, TELEX MESSAGES, TELEPHONE CALLS, AND BUSINESS VISITORS REQUESTING INFORMATION AND / OR ASSISTANCE CONCERNING MISSION TERRITORY'S MARKET OR CANADIAN GOODS, SERVICES AND RELATED COMMERCIAL MATTERS.

DECIMALS.

DEFINITIONS:

VISITS: ALL OUTCALLS ON EXISTING OR POTENTIAL CLIENTS INTENDED TO PROMOTE CANADIAN GOODS, SERVICES, AND INVESTMENT AND TECHNOLOGY INFLOWS. THIS ENTRY INCLUDES ATTENDANCE AT EXPORT PROMOTION PROJECTS AND EVENTS THAT DO NOT, HOWEVER, INVOLVE MISSION PARTICIPATION OR ORGANIZATIONAL SUPPORT. EXPORT PROMOTION PROJECTS AND EVENTS: REFERS TO EVENTS INVOLVING MISSION ORGANIZATIONAL SUPPORT AND / OR PARTICIPATION.

COMMERCIAL / ECONOMIC REPORTS: ALL SCHEDULED AND AD HOC REPORTS IN SUPPORT OF THE OBJECTIVES OF THE MISSION'S EXPORT AND INVESTMENT PROMOTION PROGRAM.

MISSION TERRITORY. CONNECTION - CONTACT FACILITATED BY MISSION BETWEEN CANADIAN AND TERRITORY ORGANIZATIONS RESULTING FROM EARLIER ENQUIRY BY CANADIAN SIDE.

PROGRAM RELATED EVENTS IN CANADA: E.G. PARTICIPATION IN THE HI-TECH CONFERENCE, MARKETPLACE; ACCOMPANYING AN INCOMING MISSION TO CANADA; MID-POSTING TOUR, ETC.

REQUESTS FOR SERVICE FROM GOVERNMENT SOURCES: REPORTS – ALL SCHEDULED AND AD HOC REPORTS REQUESTED BY ALL GOVERNMENT SOURCES. CONTACTS – ALL LETTERS, TELEX MESSAGES, TELEPHONE CALLS AND OFFICIAL VISITORS FROM OTHER FEDERAL GOVERNMENT DEPARTMENTS, PROVINCIAL GOVERNMENTS, AND OTHER LEVELS OF GOVERNMENT (EXCLUDING CROWN CORPORATIONS).

ADMINISTRATION: INCLUDES EXPORT AND INVESTMENT PROMOTION PROGRAM PLANNING, MANAGEMENT AND ADMINISTRATION; LEAVE, PROFESSIONAL DEVELOPMENT AND / OR OTHER NON-PROGRAM ACTIVITY. OTHER MISSION PROGRAMS: E.G. CONSULAR, GENERAL RELATIONS, DUTIES ARISING FROM BEING CHARGE, ETC.



DOCS
CA1 EA 87E86 ENG
Export and investment promotion
planning and tracking system:
External Affairs Mission
Operational Plan. -43248503

