



Australian Tropical Expertise Consortium

Mission Accomplished?

Survey of delegates who attended the Brisbane Trade Mission
- April 21-22, 2009

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Executive Summary

A diverse group of nine members of the Australian Tropical Expertise Consortium from Cairns to Yeppoon, with unique tropical expertise in the areas of health, education, training, research and the environment took part in a two-day trade mission Brisbane in April to attend the Trade Queensland International Development Business Forum, and meet with Australian Managing Contractors.

The forum (on Tuesday, April 21) explored the topic of "A Future for Queensland and the developing world", and featured a comprehensive overview of Australia's current development assistance strategy for East Timor. The delegation spent the second day of the trade mission meeting with Australian Managing Contractors and international project management firms including Uniquist, GRM, JTA International and the Queensland University of Technology's International Projects Unit to explore their opportunities to partner on international aid and development projects.

Following the trade mission, delegates were asked for their feedback on its effectiveness and how they envisaged future missions could run.

Methodology

The survey was conducted online via email link that was sent to the nine delegates from the trade mission. Respondents were given 13 working days to complete the six-question survey and submit their results by the close of business on Tuesday, June 9. A total of six responses to the survey were received, representing a response rate of approximately 66.7%.

Survey Results – July 2009

Benefits of the trade mission

Networking proved to be the most valuable component of the trade mission to the ATEC delegates, both with their fellow delegates and forum attendees.

Question:

Which aspects of the mission did you find useful?

Aspect of mission	R1	R2	R3	R4	R5	R6
Trade QLD International Development Forum		✓	✓		✓	
Networking at the Forum	✓	✓	✓		✓	✓
Meeting with AMCs and international project managers		✓	✓	✓	✓	✓
Meeting and networking with your fellow ATEC delegates		✓	✓	✓	✓	✓
Meeting with QLD Chief Scientist, Peter Andrews		✓		✓	✓	✓

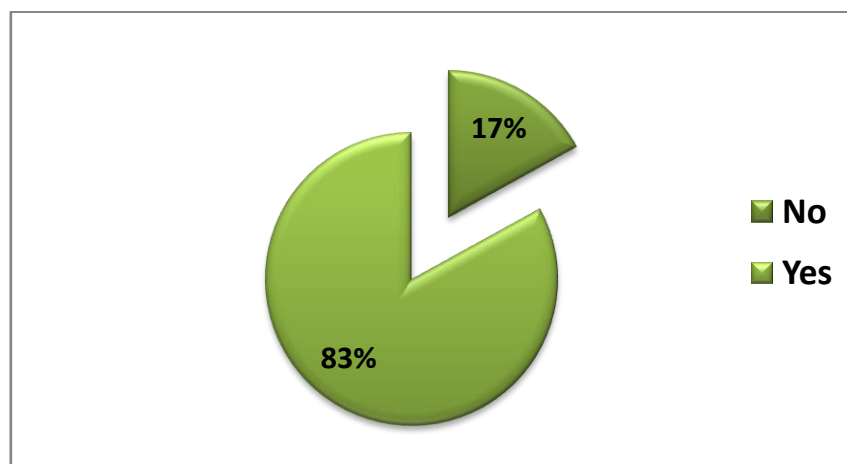
(R1 – R6 denotes Respondent 1 – Respondent 6)

Follow-up with contacts made on trade mission

At the time of the survey, all but one of the delegates had followed up with contacts made during the two-day mission.

Question:

Have you actively followed up after returning from the mission, including correspondence, communication, or further travel to Brisbane?

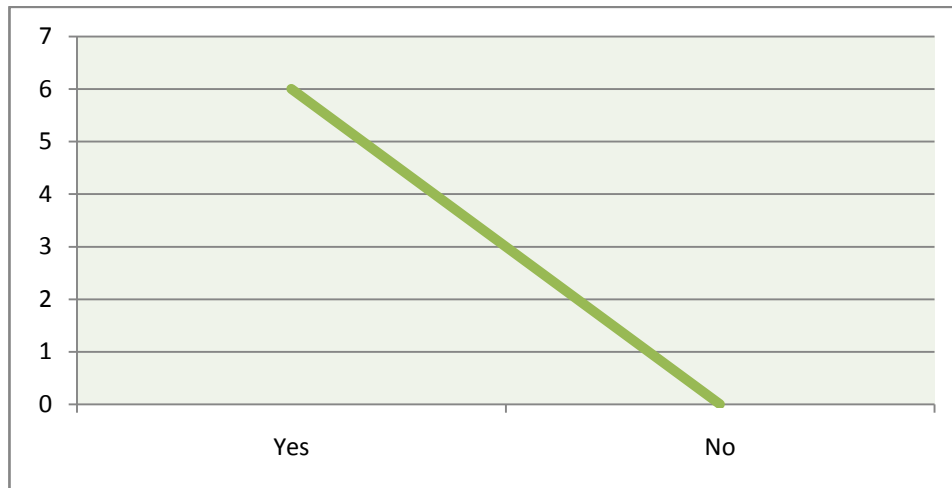


A worthy investment?

It was unanimously agreed that attending the trade mission was worth the investment in time and money for each of the six delegates.

Question:

Overall, given the outcome, was attending the mission worth the investment in time and money?



Moving forward

Survey participants were asked to share their thoughts on how future trade mission could run to ensure their success, with most indicating extensive networking opportunities, particularly one-on-one time, as a necessary component.

Question:

How could we improve further missions?

- “More informal networking time.”
- “I found this mission to be without need for improvement. I need to attend as many as possible.”
- “The focus of further missions should be to open doors for local businesses and make introductions to organisations that may be able to do business to their mutual benefit. Further missions could also seek to build on relationships initiated on previous missions.”
- “Some one-on-one time with AMC representatives would be good rather than as a group.”

How often?

When asked how often trade missions should be conducted, five out of the six respondents suggested every six months.

Question:

At what frequency would it be useful to conduct trade missions?

