

Maintenance issues

- How do we find trial candidates? How do we pay for expensive trials?
- Do we need test expertise? If so, where can we find it and how do we pay for it?
- Should we ask independent experts to evaluate our test's performance?
- Do we need technical production expertise? If so, where can we find it and how do we pay for it?
- How do we determine how much test content we need?
- How can we address the varied needs of our test-takers?

Regulatory obstacles

- Should we apply for ICAO recognition? Why/why not?
- How do we pay for the high costs of approval?
- What can we do to help regulators evaluate the quality of the tests they approve?
- What can be done to help regulators who do their own testing with little resource and/or expertise?

Commercial challenges

- How do we achieve the volume we need to recover our costs?
- How do we convince customers to use our test rather than:
 - A cheap, simple, poor-quality alternative?
 - Developing an in-house test without the necessary resource/expertise?
- How do we allay customers' fear of quality testing?
- What do we do when we see poor testing taking place?
- Should we try to encourage higher standards in our field? How?