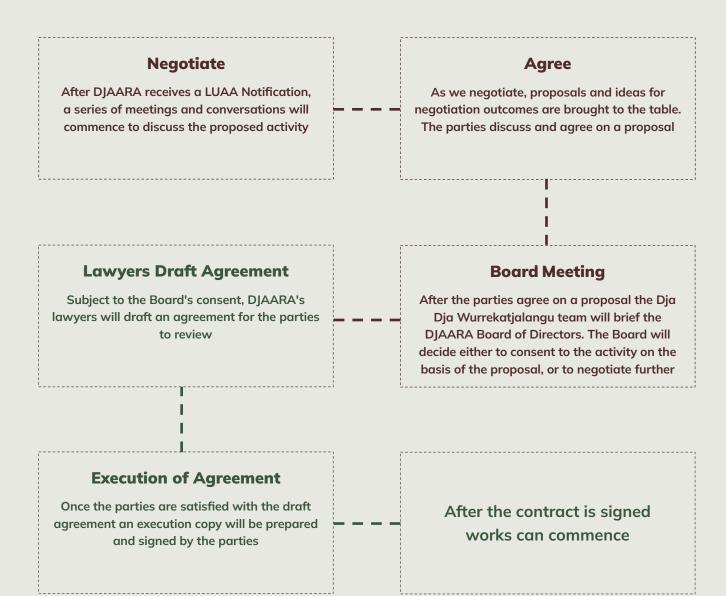


## **General Phases of Negotiation**



## **Important Information**

In preparation for the negotiation, please review the Opportunities for Negotiation Outcomes document.



