



























**OPTIONS:**

**Option 1:** ZOPA between 20 and 40% of the degree of complexity of maintenance tasks.

**Option 2:** Use manufacturer's manuals or customized for training.

**Option 3:** contract with or without confidentiality clause in order to protect sensitive data.

**ALTERNATIVES:**

Sell chemical detection equipment to Echo and Foxtrot Hospital Units

You are fully aware that this contract with Charlie Hospital Unit is very important to you and FG GUMPER, and you are willing to make concessions as long as reasonable. You also know that a bad deal or no deal with Charlie Hospital Unit can thwart your ambitions to close similar deals with echo and foxtrot hospital units. Get ready to negotiate with the buyer of Charlie Hospital Unit.

