**The organization will focus on developing a sophisticated online web portal infrastructure to support and improve quality service nationally. The progress will be monitor through submission of data, information sharing and monitoring quality improvement enterprises. The main objective of the team members is the designing the organization portal layout, interface style, menus, and on-line help. The functionality work comprises the identification of portal content with definition of information access requirement. The team members will be coordinating the identification, adoption; expansion and portal customization channel.**

**Negotiation Strategy & Plan**

**Identify at least 5 potential situations or risk areas where negotiation may be required.**

**Identify some of the negotiation techniques that could prove to be useful for each of these risk areas. Explain why.**

**Identify the steps including preparation for and closure at the end of the negotiation process.**

**Identify who will have the final decision-making authority in the negotiation session.**

**Use a diagram to depict the entire negotiation process flow.**

**Please provide references and in text citation**