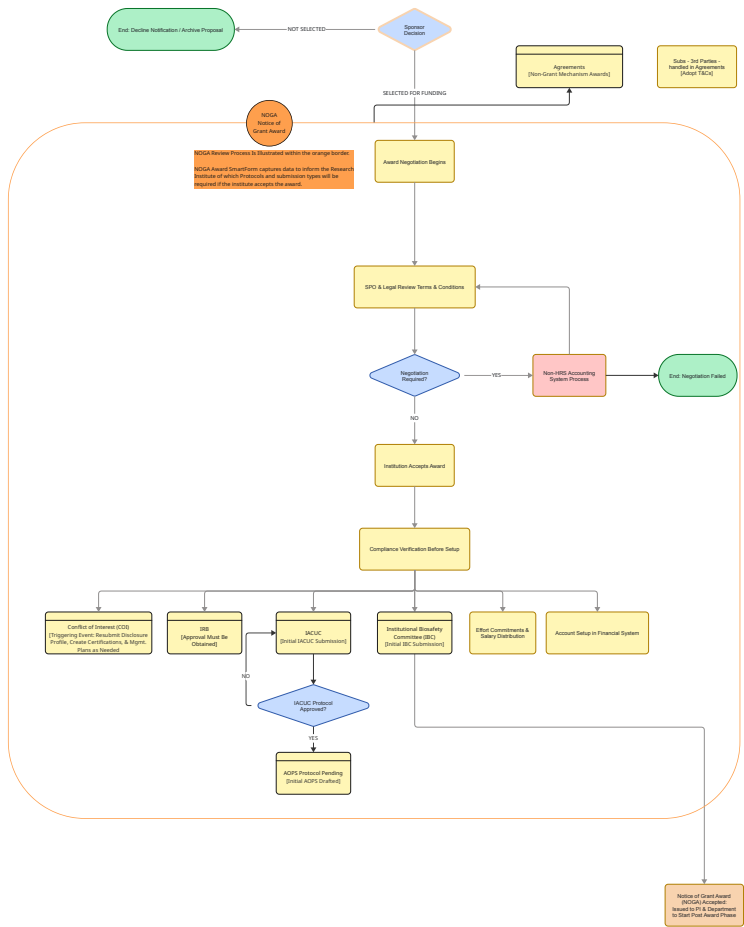


Award Negotiation



Convert opportunity into a viable commitment

Why this works This phase is about making the word real. The customer's anxiety shifts from "can we win?" to "Can we agree on terms that won't hurt us later?" Are expectations aligned? Are risks accepted?	Likely Leverage Moments - Commitments lock in terms becoming binding before risks are fully visible - Transition from what was promised to what will be delivered starts emerging here - Negotiation asymmetry: One side often carries more uncertainty than the other Leverage angles - This phase creates the conditions for future failure or success — quality Structure questions - What if commitments were adaptive instead of fixed?
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KEY LEGEND This Box Type Indicates Jump Off Points to Other Review Processes and Submission Types if Identified as needed in NUSP Review Process	START OR END POINTS	DECISIONS
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