

S-E-C-R-E-T

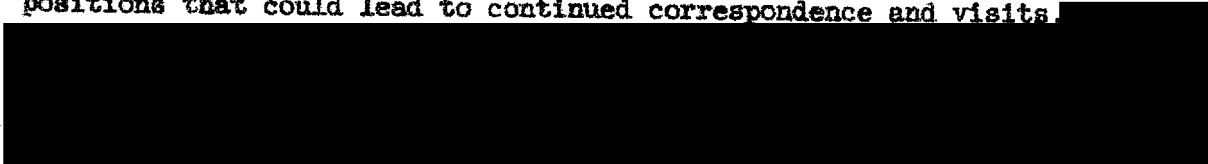
ANNEX B

Negotiation Situations

Situation 1

Attendance of USSR delegation at ACSM-ASP meetings; attendance at similar meetings in the USSR by U.S. delegation. This should be the minimum basis for exchange. It is the most important in terms of establishment of personal contacts. Activities of delegates at a meeting are more difficult to control than presentations that are pre-arranged in connection with visits to organizations.

Attendance at a meeting in the USSR is considered as having critical importance in assessing potential value of the exchange. It would offer an opportunity to establish rapport between professionals in equivalent positions that could lead to continued correspondence and visits.



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Situation 2

Mutual attendance at respective meetings, and visits to all organizations as noted on the respective itineraries. An optimum situation.

Situation 3

Mutual attendance at meetings. Visits to organizations should be negotiated on the basis of the item for item exchange outlined in Annex C. This should not be considered as a completely inflexible basis for negotiation; variations could be allowed that would still permit a potential net gain to the United States.

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