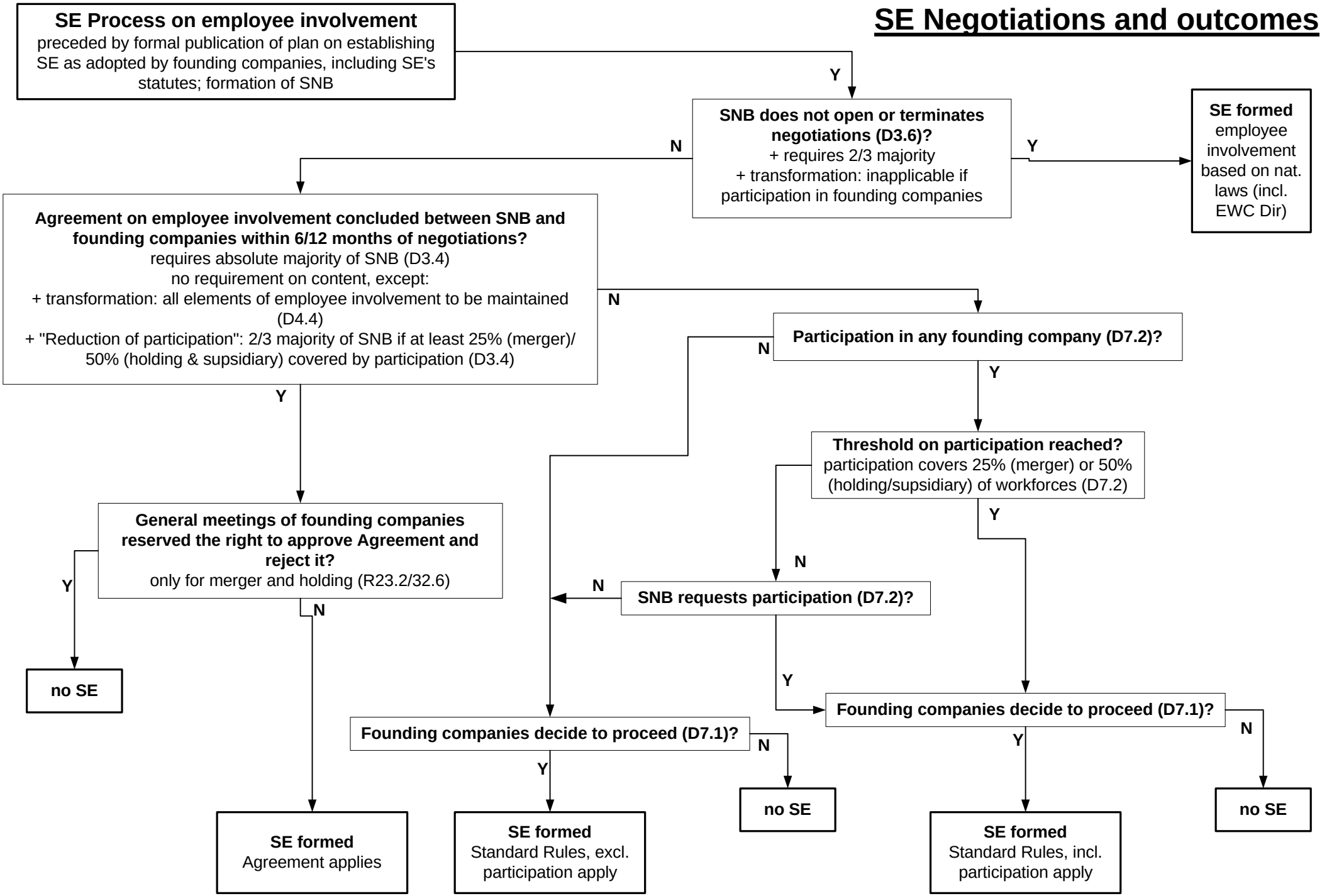SE Negotiations and outcomes