BLANK.DAT
Negotiator Pro automatically loads this file whenever a New Plan is being created. This is file is actually a saved Plan with the title "Blank." The file contains the text for Plan questions that must already have data in the question. For example, the text

> **Interests:**
> **a.**
> **b.**
> **c.**   (etc.)

is located in BLANK.DAT.
This file is usually invisible since it is usually "Hidden" so the user cannot mess with it. It is also usually "Read Only" so that the user cannot write over it nor can they save a plan entitled "BLANK."

CARBUY.ATA
Any file that ends with ".ATA" is the saved attachments of a particular Plan. An attachment can be any application and, optionally, an additional data file to feed to this application. For example, a user might attach PBRUSH.EXE, the Windows PaintBrush application, and JOE.BMP, a bitmap picture of "Joe the Negotiator." Attachments show up in the Plan window as a paperclip above the Plan's Edit window. CARBUY.DAT is associated with the CARBUY.DAT Plan file, which is one of the Library of Negotiations that comes with Negotiator Pro.
When the user opens CARBUY.DAT, Negotiator Pro looks at this associated attachment file to determine which attachments the user had added when the file was last saved.

CARBUY.APD
Any file that ends in ".APD" is the saved text from Negotiator Pro's **A**ction **Pad**. This Action Pad file is associated with the CARBUY.DAT Plan file, which is one of the Library of Negotiations that comes with Negotiator Pro.

CARBUY.CHK
Any file that ends in ".CHK" is the saved checklist data from the Checklist Window, which is an optional child window[1] in Negotiator Pro's Plan window. This Checklist data file is associated with the CARBUY.DAT Plan file, which is one of the Library of Negotiations that comes with Negotiator Pro.
When the user opens CARBUY.DAT, Negotiator Pro looks at this Checklist data file to determine which checklist items the user had selected when the file was last saved.

CARBUY.DAT
Any file that ends in ".DAT" is a saved Plan file. When a user opens a Plan, Negotiator Pro loads the .DAT file, which has the user's answers to the Plan questions, as well as the associated .CHK, .APD, and .ATA files. CARBUY.DAT is one of the Library of Negotiations that comes with Negotiator Pro.

1A *child* window refers to a window that "belongs" to another window (referred to as the *parent* window.) When a parent window is iconified (made small), all of its child windows are also iconified. Also, when a parent window is killed or destroyed, its child window is likewise destroyed. A child window is sometimes, but not always, inside the boundaries of its parent window, in which case it is referred to as a child window in a Multiple Document Interface or MDI. Negotiator Pro's Plan window uses an MDI, and its two child windows are the Checklist and the Edit windows.

COMMDLG.DLL
The dynamic-link library COMMDLG.DLL provides a default procedure and template for each type of common dialog box. In addition to simplifying the development of Windows applications, a common dialog box assists users by providing a standard set of controls for performing certain operations, such as saving a file, opening a file, etc. As Windows developers begin using the common dialog boxes in their applications, users will find that after they master using a common dialog box in one application, they can easily perform the same operations in other applications.

DEFAULT.TEM
Any file ending in ".TEM" is a Template file, which contains information that Negotiator Pro uses to determine both what questions will be asked in the Plan section as well as how these questions will be presented (i.e., whether to use a checklist, an "edit window," or both).

EMPTERM.APD
EMPTERM.CHK
EMPTERM.DAT
Employee Termination files -- part of the Library of Negotiations that come with Negotiator Pro.

INSTALL.BAT
For DOS, this batch file installs Negotiator Pro onto the user's hard drive. For Windows, this batch file starts Windows and automatically begins the Windows NPRO setup process.

INSTALL.EX$
This is a file needed by SETUP.EXE for the installation of NPRO for Windows. SETUP.EXE copies this file to the user's hard drive, decompresses it to the file name INSTALL.EXE, and then launches this new, uncompressed file.

INSTALL.INS
Once INSTALL.EXE is running (for Windows NPRO installation), it looks for INSTALL.INS for specific instructions on how to install the particular NPRO files onto the user's hard drive. INSTALL.INS could be thought of as "Install Instructions."

JOBRESP.APD
JOBRESP.CHK
JOBRESP.DAT
Getting Increased "Job Responsibility" files -- part of the Library of Negotiations that come with Negotiator Pro.

LEASE.APD
LEASE.CHK
LEASE.DAT
Negotiating a Lease files -- part of the Library of Negotiations that come with Negotiator Pro.

LICENSE.APD
LICENSE.CHK
LICENSE.DAT
Negotiating a License files -- part of the Library of Negotiations that come with Negotiator Pro.

NPRO.BMP
This file is the Negotiator pro bitmap, which is included on the distribution disk for use by INSTALL.EXE, which displays this bitmap during the NPRO installation for Windows.

NPRO.CNF
This is the Negotiator Pro "configuration file." The user can edit this file in order to customize
> • NPRO's various window positions
>> The Window positions are recorded as percentages of the total screen dimmensions multiplied by 100. For example, a line
>>   <NUMBER>: 0000,1000,5000,9999
>> would represent that the window <NUMBER> would start at the left edge of the screen (0000=0%), 10 percent of the vertical height from the top (1000=10%), and would go to the midpoint of the screen width (5000=50%), and to the extreme bottom of the screen (9999=99.99%).
>>> • the default editor that NPRO uses
>> The "EDITOR:" field selects an editor/word processor that Negotiator Pro will use while "viewing" a plan. If the editor is not in the PATH environment variable (usually set in the file AUTOEXEC.BAT), then the full path name must be used. (i.e., C:\WORDSTAR\WS.EXE)
>>> • the text of the initial hypertext that appears when NPRO is first started.

NPRO.EX$
This is the compressed version of the NPRO for Windows executable file, NPRO.EXE. The installation procedure expands this file to become NPRO.EXE

NPRO.EXP
This file contains the expert system data that Negotiator Pro uses to aid in the importing of information from the Profile section of NPRO into the Plan section. NPRO.EXP contains the applicable information for all possible personal styles and negotiator styles.

NPRO.HL$
This is the compressed version of the NPRO for Windows help file, NPRO.HLP. The installation procedure expands this file to become NPRO.HLP, which the Windows application, WINHELP.EXE uses to display Negotiator Pro's hypertext.

NPRO.LIS
This file contains the text that the user sees at the bottom left portion of the screen during the installation procedure for Negotiator Pro for Windows.

NPROxx.OPT (Where 'xx' is a number ranging from 1-35)
These files contain the default checklists for the Plan section of Negotiator Pro. The file NPRO3.OPT, for example, contains the checklist data for the third question (in a 35-question plan) for Negotiator Pro's Plan.

NPRO36.OPT
The first few characters of this file determine how many uses the current copy of Negotiator Pro has left. This number is decremented each time NPRO.EXE is run, and NPRO deletes itself when this number reaches zero. If NPRO36.OPT does not exist, then the copy of NPRO does not expire.

PIM.TEM
PURCHASE.TEM
SALES.TEM
Sample templates (see DEAFAULT.TEM) that come with Negotiator Pro.

README
README.TXT
These files contain Negotiator Pro product information that may have changed since the last publication of the NPRO manual. (This may include, for example, instructions on how to use a new feature not mentioned in the manual.) Both files are identical.

SETUP.EXE
This is the Windows executable file that the user should use to install Negotiator Pro for Windows. This program copies INSTALL.EX$ from the floppy disk, expands INSTALL.EX$ to INSTALL.EXE, and then launches INSTALL.EXE.