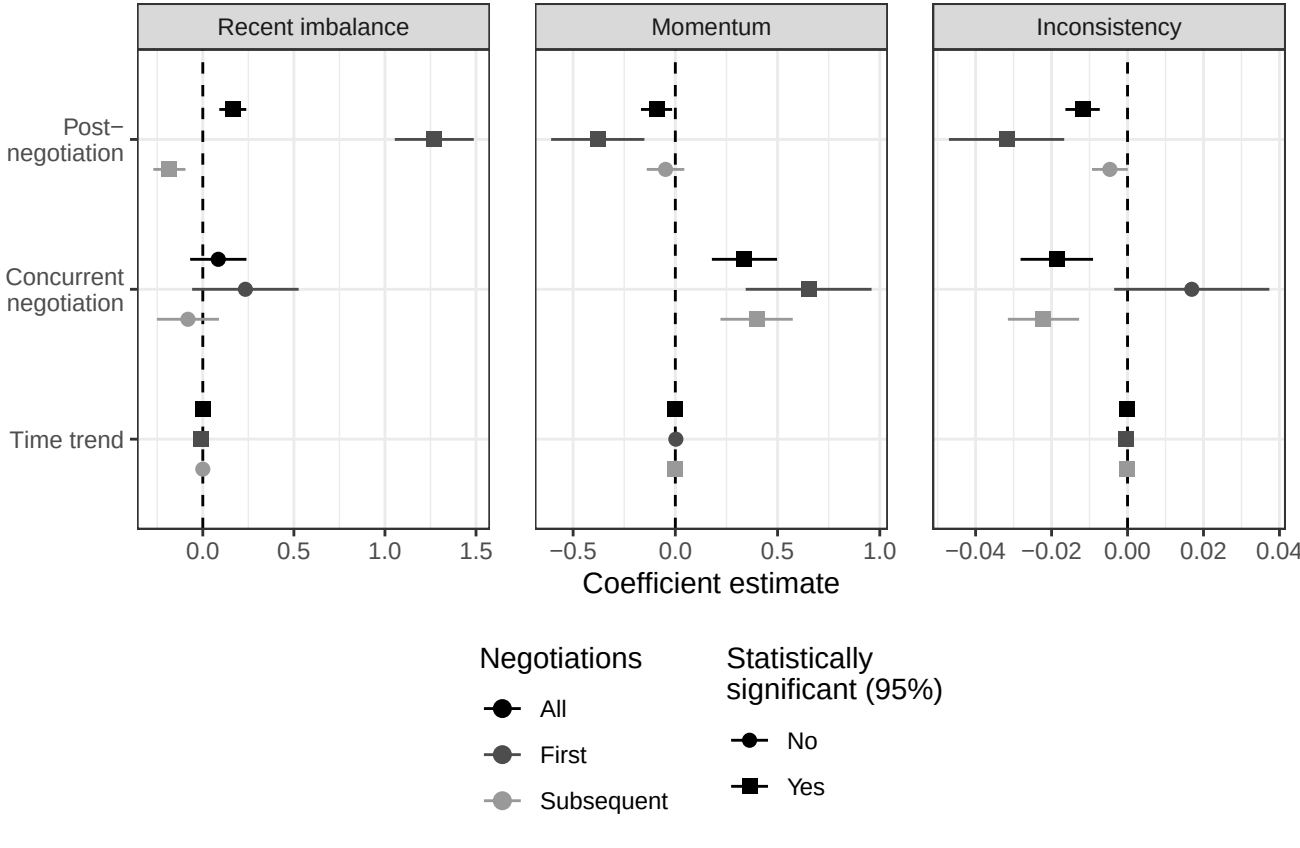
Recent imbalance
Momentum
Inconsistency
Post−negotiation
Concurrent negotiation
Time trend
0.0
0.5
1.0
1.5
−0.5
0.0
0.5
1.0
−0.04
−0.02
0.00
0.02
0.04
Coefficient estimate
Negotiations
All
First
Subsequent
Statistically significant (95%)
No
Yes