The concept of having two distinct conventional security negotiations had been first outlined in the NATO Brussels Declaration of December 1986.

On 17 January 1989, the thirty-five nations involved agreed to establish follow-up talks to the Stockholm Conference. The new Negotiations on Confidence- and Security-building Measures, related but not linked to the CFE negotiations, began on 9 March 1989. Prior to the start of the negotiations, on 6 March, the Western nations issued their opening proposal. It included twelve specific measures under the following three broad headings:

- 1) Transparency about military organization: three measures under this heading included the regular exchange of military information on forces on land in the negotiation zone and major weapons deployed in the zone. This information would be subject to random evaluation through unannounced visits by participating states.
- Transparency and predictability of military activities: the six measures under this heading basically extended those measures agreed to in Stockholm. They included enhanced information proposals for the annual calendars and notifications, improvements to observation guidelines (that is, more detailed briefings, better maps, etc.), lowering the observation threshold to activities involving 13,000 troops or 300 tanks, improvements to inspection guidelines by increasing the number of inspections allowed and shortening the period between inspection requests and access for the inspectors to the area, among other things, and lowering the thresholds for longer notice of large-scale activities to those involving 50,000 troops.
- 3) Contacts and Communication: three measures under this heading included improved access to government officials for accredited personnel dealing with military matters, development of better communication links for transmitting information related to the Agreement, and encouragement of better treatment and access for media representatives.

In addition, NATO proposed an exchange of views on military policy, ideas, capabilities and doctrine.

The Warsaw Pact made a detailed proposal of thirty-six measures divided into five parts. Part One contained five constraining measures, limiting exercises, redeployments, or concentration of armed forces to 40,000 troops; the number of troops engaged in a series of activities taking place in close proximity to 40,000; the number of notified exercises, involving a maximum of 40,000 troops, to be conducted simultaneously in one state, to three; the number of exercises with more than 25,000 troops to be conducted annually in any participating state, to two; and the duration of notifiable military activities to fifteen days.

Part Two contained sixteen measures addressing air and naval forces. It included, for example, limits on the number of ships involved in naval exercises and the duration of such exercises, as well as notification of naval redeployments of certain sizes (with similar measures applicable to air forces); notification of air exercises involving more than 150 aircraft or 500 sorties; and observation of naval exercises involving more than twenty-five ships or 100 aircraft.

Part Three included three measures to "develop and amplify" the measures agreed to in Stockholm. These involved lowering the thresholds for notifications and observations;