1. PU 0309: Grading is clear and tied to key learning objectives.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 7 | 47% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 7 | 47% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 1 | 7% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 3 |
| Max Value | 5 |
| Mean | 4.40 |
| Variance | 0.40 |
| Standard Deviation | 0.63 |
| Total Responses | 15 |

2. MGMT 0004: The amount that I learned in this course is:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Excellent | |  |  | | --- | --- | |  |  | | 9 | 60% |
| 4 | ✔ Good | |  |  | | --- | --- | |  |  | | 6 | 40% |
| 3 | ✔ Fair | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Very Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.60 |
| Variance | 0.26 |
| Standard Deviation | 0.51 |
| Total Responses | 15 |

3. MGMT 0012: Course text, readings, and/or cases are helpful in learning course material.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 8 | 53% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 7 | 47% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.53 |
| Variance | 0.27 |
| Standard Deviation | 0.52 |
| Total Responses | 15 |

4. MGMT 0013: Course assignments, exams, and/or projects are aimed at key learning objectives.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 10 | 67% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 5 | 33% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.67 |
| Variance | 0.24 |
| Standard Deviation | 0.49 |
| Total Responses | 15 |

5. MGMT 0007: This instructor demonstrates good knowledge of the subject matter.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 11 | 73% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 4 | 27% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.73 |
| Variance | 0.21 |
| Standard Deviation | 0.46 |
| Total Responses | 15 |

6. MGMT 0010: This instructor displays enthusiasm in teaching this course.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 11 | 73% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 4 | 27% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.73 |
| Variance | 0.21 |
| Standard Deviation | 0.46 |
| Total Responses | 15 |

7. MGMT 0011: The instructor's in-class explanations help clarify course material.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 8 | 53% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 7 | 47% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.53 |
| Variance | 0.27 |
| Standard Deviation | 0.52 |
| Total Responses | 15 |

8. MGMT 0014: This instructor is organized and well-prepared for class.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Strongly Agree | |  |  | | --- | --- | |  |  | | 12 | 80% |
| 4 | ✔ Agree | |  |  | | --- | --- | |  |  | | 3 | 20% |
| 3 | ✔ Undecided | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Strongly Disagree | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.80 |
| Variance | 0.17 |
| Standard Deviation | 0.41 |
| Total Responses | 15 |

9. C1: Overall, I would rate this course as:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Excellent | |  |  | | --- | --- | |  |  | | 9 | 60% |
| 4 | ✔ Good | |  |  | | --- | --- | |  |  | | 6 | 40% |
| 3 | ✔ Fair | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Very Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.60 |
| Variance | 0.26 |
| Standard Deviation | 0.51 |
| Total Responses | 15 |

10. C2: Overall, I would rate this instructor as:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Answer | |  |  | | --- | --- | |  |  | | Response | % |
| 5 | ✔ Excellent | |  |  | | --- | --- | |  |  | | 10 | 67% |
| 4 | ✔ Good | |  |  | | --- | --- | |  |  | | 5 | 33% |
| 3 | ✔ Fair | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 2 | ✔ Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
| 1 | ✔ Very Poor | |  |  | | --- | --- | |  |  | | 0 | 0% |
|  | Total |  | 15 | 100% |

|  |  |
| --- | --- |
| Statistic | Value |
| Min Value | 4 |
| Max Value | 5 |
| Mean | 4.67 |
| Variance | 0.24 |
| Standard Deviation | 0.49 |
| Total Responses | 15 |

Grade

|  |  |
| --- | --- |
| Statistic | Value |
| Mean Score | 46.27 |
| Score Standard Deviation | 3.88 |
| Weighted Mean of Items | 4.63 |
| Weighted Standard Deviation of Items | 0.50 |
| Items | 150.00 |

11. What parts of the course did you like the best?

|  |
| --- |
| Text Response |
| The negotiation practices with classmates. |
| In class exercises were very helpful in running through different negotiation situations and really helped build my understanding of concepts. |
| The integration of negotiation with lecture and examples really help tease out and solid some basic strategies. Most of the cases were well written to elicit a response or situation that enlighten the awareness of the negotiation process. |
| The negotiation exercises and critiques. I feel that I have come away from this course with a stronger understanding of negotiations and a better acumen on how to approach future negotiations that i may be involved in. |
| Negotiations exercise |
| The dialog about the cases was good, the cases practical (if not totally realistic) and the lectures were well organized. |
| I really enjoyed the negotiation exercises. This was a very helpful tool in learning the material. |
| I enjoy the negotiation practice exercises and comparing results. Also promotes good class discussion |
| exercises |
| The lecture/negotiation exercises combination was great to learn about many differences and styles to increase value and pay more attention to details in negotiations. |
| The negotiation cases were brilliant. I really enjoyed them and it helped to reinforce the lectures and materials that Jared covered in class. Although the negotiations did not pertain to my industry, they provided the conceptual framework around a situation and provided guidance in the event I encounter a similar situation in the future. |
| Jared's style is engaging and the class activities varied so that we were not listening to lectures the entire time. I must admit when I first heard of the course, I was skeptical of value but quickly learned it was going to be a great experience and it was just that. |
| The in class exercises were very help to practice negotiation techniques in a safe environment. |
| Negotiation exercises. offered some 'experiential' component throughout course. |

|  |  |
| --- | --- |
| Statistic | Value |
| Total Responses | 14 |

12. What parts of the course did you like the least?

|  |
| --- |
| Text Response |
| I felt the alpha - beta case relied too heavily on acting skills and was too complex to play out the part and negotiate at the same time. Had it been written to put importance on certain things that could be culturally different, the intent of showing the effects of cultural differences on negotiations would have been more easily extracted. |
| the case study choices for the midterm. |
| nothing |
| I am not a fan of blind peer-grading. It is kind of a prisoners' dilemma where people are wondering if someone else is going to screw them to try and get an edge. I don't think this creates honesty but distrust. |
| I didn't think that the textbook reading was very helpful. |
| Hate writing papers - so the NKDP paper is a bear, but probably a necessity. |
| Some of the negotiation exercises, although interesting were not very realistic of how we could use these new skills in our lives. Focusing on more realistic issues we battle may be more helpful. |
| None. I enjoyed this class tremendously. |
| Frankly, I wish we had more weeks to continue the course. |
| The course was fast paced, but I think that is just more reflective of the program. |

|  |  |
| --- | --- |
| Statistic | Value |
| Total Responses | 10 |

13. What changes would you like to see made in the future sessions of this course?

|  |
| --- |
| Text Response |
| Substitute the alpha - beta case for a stronger case. Maybe putting the negotiations first thing in the day to allow more time to talk through some of the elements and insights that came out of the negotiation in the remaining portion. |
| Perhaps bring more real life examples of negotiations from each of our professional experiences. |
| Give theory ahead of negotiation exercise so that we can link and expect what is coming and try to implement learning. |
| It is always nice to have some stagger between larger assignments in different weekend classes. I don't know if this is always planned but in some cases I think it has been and it really helps when the workload is relatively balanced. |
| There has to be other ways to make the class very interactive. I think if Jared applied other techniques, the class would be almost perfect. |
| Most of my negotiation experiences are in more group settings, such as the case we used for our Midterm with the Snapple. I think it would be beneficial to throw a couple more of these into the course so that we understand and practice our skills with multiple dynamics and interests. This may be tough to do with timing, but would be useful. |
| Having a presentation by lawyers, labor relations, union representatives might be an interesting add to this course to get more exposure to the field. |
| none. |
| Potentially have one of the negotiations performed in front of the class to watch and observe. |
| It would be nice to have more multi-party negotiations as well as trying to tie in more real life examples of where negotiations had broken down and what might have been done differently. It might be helpful to poll the class at the beginning for examples from their work and dissect the situation to understand how the topics we cover in class directly relate to real life examples |
| The course is very well designed. I strongly recommend to keep it the same. |

|  |  |
| --- | --- |
| Statistic | Value |
| Total Responses | 11 |

14. We welcome your written comments below.  What is something/are some things that the instructor does well, e.g., something you hope that the instructor will continue to do in the class in the future?

|  |
| --- |
| Text Response |
| Keep the integrated approach to how the material is presented. Your in class slides were much more insightful than the ones posted online. The highlighted the big picture in a more relevant and memorable manner than the chapter based slides. You also did a good job of letting the discussion flow but remain on track. That's a delicate balance to keeping everyone engaged. |
| Organized Katalyst page with engaging lectures and exercises. |
| Good engagement of the class, not afraid to use personal examples. Very prepared and professional demeanor. |
| Jared is an incredible presenter of the material. He is obviously very comfortable presenting it is made for a great class as a result. |
| You can tell he enjoys what he does and that enthusiasm feeds to the class. He also does a great job of getting everyone involved and looking at issues with varying opinions. |
| in class exercises |
| Jared was fantastic, extraordinarily well organized, enthusiastic and focused in making sure we got something from the course to take with us beyond our MBA. Highly recommend him teaching this course again. |
| Jared was extremely well prepared. He provided our materials well in advance of our negotiation exercises and was very responsive via email and in person. I found all the negotiation exercises very valuable so I recommend he continue to provide those to future students. |
| Excellent course. Excellent instructor and great style. Jared really connected with our class. |
| I think the exercises were great, and going over them afterwards provided very helpful insights |
| Instructor undoubtedly is a great communicator and demonstrates a strong expertise in the course subject matter. |

|  |  |
| --- | --- |
| Statistic | Value |
| Total Responses | 11 |

15. Make a suggestion(s) for improving the course (a criticism alone is not helpful; tell your instructor how you would fix any problem) in the course.

|  |
| --- |
| Text Response |
| The survey after the negotiation could have more pointed open end questions or opportunities to pull out more thorough reflections. And even some scale type questions that looked at how people perceived topics having an influence in the negotiation (from an insight perspective more than a grading) |
| I would have the groups do a case study regarding current situations in the business world or real life examples from their companies. |
| I think the slides were good but some were better than others. At times it felt the lecture was rushed to get them all in. I'd consider if some of the content is simple enough to exclude so more time can be taken on the more complex or practical elements. In other words, some of the content seemed like it was there as building blocks from the book but not particularly insightful. The book was good but quite time-consuming (not at all succinct). I could not keep up with the reading there and in Strategy II. |
| I think that the professor should include more group negotiations. This is typically the style of negotiations that I am used to. Practicing my group negotiations skills would be a great addition to this program. |
| Nothing. This was a great course and I hope he is able to continue teaching it. |
| None. |

|  |  |
| --- | --- |
| Statistic | Value |
| Total Responses | 6 |