What changes would you recommend for this class?

- Have a coffee pot ready for the 8:30 Class.

- Mandatory requirement of attendance. There was no emphasis on it and students took advantage of the teacher and never showed up to class, even when there were group projects due and to be done.

- The way that this class is being taught is an excellent format as is. Very little about it could be improved beyond what Professor Jeffries is already doing. I would personally recommend that this class be kept very similar to its current format, if not exactly.

- Maybe give students more incentives on participating in the negotiations, participation point (not sure if you do or not) so that the students will actually show up on role-play days. Motivate students to actually take the role plays seriously. I know that a teacher can only do this so much, but there were a few role plays where I was excited about doing them and my partner had the attitude of whatever, write down whatever you want, I just want to go home.

- I appreciate that you gave 10 sample essay questions to research for the final and midterm. Would you consider giving us 6 sample essay questions instead of 10?

- No change should be made. I think this class works well with the lay currently being used.

- Add more variable scenarios to the negotiations

- Classmate participant in group is essential, showing up 15 minutes late and not reading material until the morning of the negotiation was annoying.

- I would recommend to add a negotiation where the right decision would be not to make a deal with other party (for both of negotiators), but when one of the parties has a very good BATNA and can easily leave. It would be very good expiries, because every time when I went to the negotiations I knew that I can make a deal and that I had something that another party wanted (but in real life it is not always like that).
What changes would you recommend for this class?

- none

- I would integrate maybe a mix of smaller group negotiations for some of the negotiations. I would also keep the big group negotiations in play as well. A good mix is key.

- To have this class in the afternoons. Early in the mornings are too early to get up to actually take a negotiation class.

- During 1 on 1 negotiations, enough time to complete the negotiations in class—some results were rushed/i was late to my next class. During group negotiations, more time to prepare in class, maybe 20 minutes when the assignment is given out. It is very difficult to get full group participation to meet outside of class 3 different times.

Would you recommend this instructor to others? Why or why not?

- I would recommend (please note: you have spelled the word "recommend" wrong in the header to this question; you have it spelled "recomment" instead of recommend) Professor Jeffries to all of my prospective friends and students here at the University of Alaska Anchorage. His professionalism, courtesy, and his care for student needs/problems has made this class a bright spot in a semester where I have had to deal with other professors/administrators who have been hostile and cras.

- Yes, this is the second class I have taken with Professor Jeffries, and he is a great teacher. He goes above and beyond to make sure that the students understand the concepts and can put them in a real life scenario.

- Yes. He was very energetic and wanting to teach the class all we were willing to take in!

- Yes because he teaches in a way that one can apply the techniques outside of the class room as well as in everyday interactions with people more importantly in the business environment.
Would you recommend this instructor to others? Why or why not?

- Yes, but would advise to be prepared for high level of expectations
- The instructor is always energized, and willing to teach the materials.
- I would definitely recommend this instructor to others. He really showed how the things we learn in class relate to what we’ll have to do in real life. He’s also very interactive with the class, so it’s always interesting. He’s approachable, knows a lot about the subject, and is dedicated to improving the negotiation skills of the students, not just presenting the material. I would say he’s one of the best teachers I’ve had in the business department so far.
- Increasing the size of the group does not help for the unprepared student, tardiness or absence from getting course materials. Letting students decide which group to be in also worked against the overall effectiveness. What happens to assigning by name people and e-mail those people the opponent versus adversary roles and then on the day of negotiation pending attendance who was prepared assigned to the first groups, and those not prepared or tardy in the last groups. Basically those who care to be in class verses those who rode on the coat strings of others.
- Yes. He knows his material very well and gives good live examples.
- Yes, I would recommend this instructor to others because he got me involved in this class, even though I didn’t put much effort in the beginning of the semester. He gives valuable insights.
- I would definitely recommend this instructor to other students. I already have to everyone I know. The problem with UAA is there are not enough teachers that care or have enough real life experience to bring passion to the table. Professor Jeffries demonstrates character. He has an ability to bring out the best in people, and is capable of working with those that have problems with the immediate curriculum. His demonstration of compassion is a rare trait in the changing world we live in. I can definitely say that I will be taking some of his demonstration of character with me.
- Yes, he is a good professor to have and very understanding about negotiation overall.
- Yes, I learned a lot. I usually found his lectures very interesting. He really cared about doing a good job and about the students’ learning. If the other person was dumb, I’d warn them to carefully answer each question for the papers because the instructor is a pretty strict grader.

Would you recommend this class to others? Why or why not?

- Yes! I would recommend this class to others, with the understanding that Professor Jeffries is, perhaps, integral to the positive and productive structure, nature, and experience that this class has to offer to students. Without him (or someone with his understanding and care for students), I believe that this class would suffer immensely.
Would you recommend this class to others? Why or why not?

- Yes, this is a very beneficial class for both business students, or any student that wants to have a job in the future!

- Yes I would recommend this class even if it's not required. This is one of a select few classes I have taken where you learn items that will help you in the “real world.”

- Yes. It was very helpful in providing skill to help in every day life.

- Yes because it gives a student a safe environment to test or practice and correct ways and behaviors to successfully negotiate in an effective manner before destroying ones reputation in business. This course also teaches a student to recognize others styles of negotiation as well as teaching us how to respond or diffuse a negative situation and turn it to one that results in a positive outcome for all parties involved.

- Yes, but I would also mention that this class takes quite a lot of time

- Yes, i would recommend this course, because i got more confidence in myself by taking this course.

- I would. It had lots of real life application, and I could see a difference in the way I negotiated from the beginning of class to the end. It won’t be a class where I only learn the information long enough to pass the test then forget it.

- Most definitely yes. This class should be offered earlier in the degree program, not as a 400 level class. I disagree with the current set-up of 100, 200, 300, 400 level classes. There is nothing intreging in the first two years of college to maintain interest of new students coming out of high school. I myself have experienced this and as a parent see the same interest showing up in my sons who have dropped from college prior to turn 20 years old.

- Yes. It very interesting and useful for our personal and business live.

- This class is a great practice for your future. You will definitely implement all you have learned in your life.

- Yes I would. I have already told 2 dozen students about this class and whom to take for this class.

- Yes, it would really help others learn and do better in the later life after college.

- Yes, negotiation is a relevant and necessary skill in the real world. Most people never take the time to role play and practice in the way that we got a chance to. I learned a lot about myself throughout this course.
Comments: Use the space provided in the text area below for your comments.

- Have a great New Year, Professor! I hope I have made this semester bearable in some way for you, and I hope I didn’t impede the class too much with my sometimes lengthy questions and discussions. Thanks again for an awesome semester and experience!

- I really enjoyed this course, Jefferies was a great teacher and he did his best to help students understand the material. I just wish students were more serious about this class and the role plays.

- Frank is a good guy to take a class from. He is energetic which is great. He is good at conveying knowledge, and does so in a professional manner. His stories that he weaves into the class also help to keep attention. Powerpoints are essentially useless, until it is time to study. I think he should just put his powerpoints into a word document and give it as a study guide. He is a stickler on the writting assignments, but i know it is because he wants our writting to get better.

- Thank you for showing that you care about subject as well as the people you teach.

- Overall, I liked the class. It gave me good knowledge that I can really use in my life. I liked the real–life role plays, because they gave all of us an opportunity to try different strategies and approaches we could not use in real life. The only drawback for me was that I could not figure out the professor’s expectations for the reflection papers. No matter how much time I had spent on them and how well I checked grammar and spelling, I got no more than 80%. My writing is good; I’ve never had problems on other classes (even though I am an international student). Probably, I just have a different writing style, not what the professor expects.

- Thanks for a good class, I learned a lot.

- I liked this class! The learning experience was great!

- There are leaders, and there are people who are in leadership positions. Professor Jefferies is a leader in a leadership role. He demonstrates everyday what others should be like. Thankyou, for being there for those of us who needed a bit more guidance with where we are and where we are going.

- The class helped me understand the way I negotiated and I’m glad I took this class.

- I reduced my participation after being asked a very vague question, “what is the most important thing in negotiation”, giving an answer "communication" that was not the exact phrase the instructor had in mind, and feeling brushed off like an idiot in front of my peers. The instructor makes a point of encouraging participation, but did not succeed in my case and I wanted to share why. In general, however, this was one of the best instructors I have ever had. He was extremely timely with grading and posting grades on blackboard, he was interesting to listen to, introduced really thought provoking ideas, helped me become more self aware and constantly try to improve, and just cared in general. Also, the girl in class who was constantly calling out which made me not want to attend class became less vocal throughout the semester and if it is because the instructor said something to her, I appreciate it greatly. This class in general was great and I really enjoyed it. If I could do the semester over, I would definitely take the class again, and with the same instructor.