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

- Yes, he is a very exciting and entertaining instructor. That made it easy learn and worthwhile to attend so early in the morning.

- I would recommend this professor to others. His animated class presentation methods are effective and stimulating.

- Definitely, Frank Jeffries will remain in my mind as an example of successful negotiator. I really like how Frank Jeffries taught this course. This is the instructor that taught me a lot and helped me to gain self confidence.

- Yes. Jeffries is passionate about teaching and wants students to achieve.

- Absolutely—he teaches with passion and conviction, and encourages everyone to learn, and encourages you to challenge your ideas.

- Yes, I would recommend this class to others. Dr. Jeffries is an engaging teacher and is passionate about the subject matter. I enjoyed this class immensely.

- Yes, he is very intelligent and has good solid knowledge base, and at the same time, he explains things in clear, unpretentious, language

- Definitely.

- Yes, he does a good job keeping you awake in the morning.

- Yes, the instructor has a lot of passion for the course and illustrates concepts with true life examples. He has relevant experience, beyond pure theoretical or technical knowledge that is very helpful and adds relevance and credence in his approach.

- Yes I would. He was very active and engaging throughout the class.

- Yes—because it is important in life on a daily basis

- Yes, Dr. Jeffries is very energetic and engaging. He certainly enjoys what he does and that shows in his teaching. I appreciated his teaching style and enjoyed having him as an instructor. He is a very good instructor to have teach an early morning class because he is high energy.

- I would definitely recommend this instructor to others because of his knowledge, background, experience, and passion. Creates an environment to learn.

- I would recommend this instructor to others because he makes the learning experience entertaining and has in-depth knowledge about the subject matter

- Yes...Making the class interesting through humor at such an early hour.
Would you recommend this instructor to others? Why or why not?

- Yes. He is very passionate about what he does. I find he inspired students to do more, be more, and become more. He didn’t just focus on the material, but how it affected life.

- Yes I would recommend this instructor because he is energetic and interested in the subject matter and is good at conveying the information.

- I would recommend him to others. He’s a fantastic teacher. He shares his personal stories of life and of his negotiations and that is really helpful.

- Prof Jeffries has excellent knowledge of this material and keeps the focus of the class on the application of the skills and tools.

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

- Yes, negotiations are apart of everyday life and if you can get proficient at them that is definately worth it. This class helped me to get more proficient at negotiations.

- Yes. i think this class provided excellent practice in negotiation role play and useful study of the theory.

- I already have recommended this course to my friends. They were wondering if it does worth to take this course because it is 6:30 am. I have convinced them that the value added of the course really worths that and possibly this is the only course in MBA program that can make huge changes in your life. It concerns one’s behavior, degree of morality. What does it mean to be a good negotiator? Why is it important? Can we leave our bad habits that makes it difficult for us to close big deals in a mutually agreed terms? I would recommend this course to anyone even if it was at 5:30 am.

- Yes. It is a great extension to organizational behavior and relevant to any work situations. Good skills development.

- Certainly – I learned a lot that is applicable to my current work, that will be applicable to future work, and that I can also apply in my personal life.

- Yes, absolutely!

- Yes, it is very good for people to learn how to negotiate in all aspects of their lives, but the emphasis on collaboration is something that simply is not taught or encouraged in our society.

- Yes.

- I have recommended this class to a number of my co–workers and family.

- I would recommend this calls to others. I believe it provides practical knowledge that is relevent in the work place and in other, personal areas. Every day, after every class, I felt I had something more I was bringing back into my job.

- Yes – because you can get more in a negotiation by knowing more about the subject.
Would you recommend this class to others? Why or why not?

- Yes I would. The material presented in class has benefits outside of business and is much more far reaching than other classes I have taken.
- Yes, I learned a lot in this class that is applicable to real life. I thought it was a very good use of my time and I got a lot out of it.
- Definitely. I think this class should be required for any business major, it’s part of everyday life on the job.
- This is a great class and really gives you practical experience with the material. The role-plays cement the course material and make for a positive learning atmosphere
- Yes. The material is very important to all aspects of life.
- Yes...negotiation is a life skill that everyone should have an interest in.

What changes would you recommend for the class?

- Someone suggested today of adding a negotiations II class. I think that is a good idea. You could add more role-plays during the second semester and have more involved negotiations. Now that we know the concepts, we could work on more of the application.
- I would add a second used car role play only switch roles and provide an extremely narrow or non existing bargaining zone. The idea would be that most of the class would not reach an agreement
- Less lecture. I think Jeffries uses the class to discuss his issues. Seems like a therapy session at times, he is entertaining but I think asking questions more and engaging students more would be useful.
- more individual negotiations prior to beginning group negotiations, a chance to observe others and self (video?) in a negotiation
- I would recommend taping the students. I found it most valuable to first negotiate and then observe. I was able to visualize and internalize my performance, but if I could physically see how I looked to others it would have added to the experience.
- Get rid of the rote memorization portion of the mid-term and final. A high percentage of Multiple choice is not really very helpful.
What changes would you recommend for the class?

- 1 day a week, longer class period. Class at night. Class during the summer. Get to know students a little better. Time maybe half way through the semester to socialize. I think this will help us better understand other personality types and where people are negotiating from because of personal things going on in their life, or just their personality type.

- I found the 6:30 am time extremely difficult. I got physically ill twice a week and became very sick over this semester. It is especially difficult when late, evening classes are held the night before.

- I like the class just the way it was.

- none

- I would put some grading weight on the negotiations because they did take so much time. I would also recommend changing the grading structure (or due dates) so that 50% of the course grade wasn't dependent on assignments completed the last week of class.

- More role-play negotiations that are specific to the workplace.

- A class on negotiating with different personality types would be good (introvert vs. extrovert). Also negotiations that have systems of measure so that the outcomes can actually be measured in points or another rating system.

- I think he does a great job of eliciting feedback from students about how their interactions with each other went. In group negotiations, it would be very useful to have all group members participating include a short write up of how they viewed the events taking place in the negotiation from their perspective. My group for example, always had hugely different perspectives, but were often too nervous to speak openly about their thoughts in a large groups setting.

- N/A

- I would like to see a second semester that has negotiations one day every week. Then brief reflection papers based on those negotiations could be due the following week. 629A and 629B.

- Two semesters of this class would be great.

- A substantial amount of time and effort went into preparing and conducting the group negotiations. Many students would have appreciated a way of receiving credit for their efforts above and beyond the core assignments in the class. Perhaps a metric of extra credit could have been offered for a debriefing paper?

Comments: Use the space provided in the text area below for your comments.

- This was a very good class and I am glad I took it.

- I wish I took this class as an undergrad I would have benefited from the learning for more time.
Comments: Use the space provided in the text area below for your comments.

- Good class, good instruction.
- Enjoyed the professor. Very energetic. Engages students. Relevant material.
- none
- I really enjoyed this class and was thankful that it was early in the morning so that it didn’t conflict with any evening classes.
- Thanks
- Great instructor. Keep up the good work. You are very engaged and it shows.