

**Course:** EMBA 634 - Negotiations  
**Faculty:** Shirli Kopelman

**Responses:** 43  
**Class Size:** 43  
**% Resp.:** 100%

\* Top and bottom 5% of responses trimmed from survey

Course Evaluation	Trimmed *						Total Responses
	Average	5	4	3	2	1	
Fit between this course and my own interests	4.77	32	10	1	0	0	43
Value of course materials	4.62	26	15	2	0	0	43
Course's use of the CourseTools website	4.56	26	13	4	0	0	43
Distance Learning modules of the course (if applicable)	4.27	16	17	6	0	0	39
Overall quality of the course	4.69	29	12	1	1	0	43
<b>Instructor Evaluation</b>							
Instructor organization and preparation	4.56	27	11	4	1	0	43
Instructor responsiveness to student learning difficulties	4.64	30	8	4	1	0	43
Instructor expectations of student academic performance	4.54	26	12	4	1	0	43
Overall quality of the instructor's job in teaching the course	4.59	26	14	2	1	0	43

- 3.1 Everything. This course was very useful for me personally and professionally. practice, practice, practice. A great part of the course. The requirement at the end to create an Excel template and tool tailored to our own learning is a great outcome. I'll use it in future so this was definitely a high point.
- 3.1 Shirli is Awesome!!! Great balance between theory and practice.
- 3.1 Enlarge my understanding of negotiation benefits
- 3.1 I loved this course. Shirli made the course fun and has a knack for teaching. UM is lucky to have her.
- 3.1 A real boots on the ground course. I came back to work and began using the techniques right away.
- 3.1 Shirli is fantastic! It was great to have such a variety of negotiations to work from. It was terrific that we got to role play each different type to really learn the concepts in action.
- 3.1 Live simulations helped tremendously.
- 3.1 1. Enthusiastic and well prepared instructor 2. Great in-class and remote exercises 3. Good reading material for future reference
- 3.1 I enjoyed the material and the energy that Shirli brought to the class.
- 3.1 Valuable details on the negotiation framework. Prof Kopelman was effective in delivering the course.
- 3.1 The practice negotiations were an excellent opportunity to try new techniques and develop new skills.
- 3.1 Shirli really engaged the class.
- 3.1 I enjoyed the course more than I expected due to the fact that I could immediately apply the negotiation concepts in my day-to-day work and personal situations.
- 3.1 The structure of the course is excellent. Practical simulations, followed by the lecture, group discussions, feedback and then finally post-journal entry.
- 3.1 The journal format forces the learning, great format
- 3.1 The simulated negotiations were good because it gave us an opportunity to practice in a safe environment.
- 3.1 The cases were the highlight. It provided ample opportunity to apply techniques learnt in the class.
- 3.1 I learned a lot on types of negotiations, tools, etc. The cases were great practice.
- 3.1 Learning the fundamentals of negotiation like BATNA, ZOPA, aspiration, target, and reservation points, etc.
- 3.1 This was an excellent course and Shirli was great!
- 3.1 \* Interaction with the class \* Different negotiation topics
- 3.1 Negotiation Simulations were very effective in pointing out my opportunity for improvement areas.
- 3.1 course was very interesting and engaging. doing negotiation exercises was a great way of learning the principles.
- 3.1 Negotiation cases were very helpful learning experiences.
- 3.1 A fantastic mix of theory and practice. I immediately put distributive and integrative techniques to work in two professional negotiations.
- 3.1 The hands on simulation. Great use of in-classroom time. I really enjoyed this class and learned a great deal. Excellent job by Shirli.
- 3.1 Thank you...
- 3.1 Shirli is a fantastic teacher with a very comfortable style and tons of humor...loved it.
- 3.1 Great tie in of class concepts with cases and mock negotiations. Practical application really gave opportunity to test concepts and stressed learning's with "real life" experiences without the risk.
- 3.1 Demanding and excellent course. Very useful in whatever context and situation.