

## BLAW 525 -- End of Course Feedback Questionnaire

- You do not need to write your name on this questionnaire (though you are welcome to do so).
- I would appreciate your thoughts on some changes I am considering for next semester. I find your advice *very* helpful in considering potential changes to the course for future semesters.
- I may also use comments from this form to share results of the course structure with other instructors through a Center for Teaching Excellence program.
- This questionnaire for my own use to improve the course. Please also complete the university's course/instructor evaluation – which you should receive via email.

1. An important course goal was to improve your confidence and comfort in negotiating. Do you feel you have improved? Please comment on whether your skills, confidence, and level of comfort in negotiating have improved over the course of the semester -- and any aspects of the course you found most/least helpful in that regard.

2. **Simulations:**

a. Prior iterations of this course had more lecture and fewer simulations. Please comment on whether, in general, you found the simulations helpful and why/why not.

b. **Specific Simulations/Speakers. Please rate the simulations/speakers from the second half of the course here:**

| Week | Activity<br>[Note: Rate on a scale from 1 (not useful) to 10 (very useful).]   | Rating |
|------|--|--------|
| 10   | Navigational Systems (McNair/Hardel – husband receiving promotion and wife cannot work in same group after promotion)            |        |
| 11   | Sally Soprano (opera singer's agent v opera manager)   |        |
| 12   | Salary Raise Negotiation (Sam the young credit manager negotiating raise with Max the VP at Ace Co.)                             |        |
| 13   | Job Offer – negotiating your own desired job offer   |        |
| 14   | Kathy Perkins – guest speaker on internal complaint reporting systems, as well as some thoughts on gender effects on negotiation |        |
| 15   | PowerScreen  |        |

Any comments on the specific simulations/speakers?

3. We occasionally prepared for and/or de-briefed from negotiations in teams. Would you have preferred to have the same assigned prep team from the beginning of the semester to the end, or was it helpful to work with different teams of students throughout the semester?

4. I am considering expanding the Job Offer Negotiation into a two-week simulation, so that students can prepare both the employer and employee roles before the simulation. My hope is that this would make the simulation into a somewhat more realistic “trial run” of a job offer negotiation that you may eventually need to conduct for real. The change would entail more research, and would be worth more points than some other simulations. Should I do this? Do you want to practice negotiating job offers, or do you receive enough advice/practice on that elsewhere in the business school? Any specific suggestions on what would have made that simulation more useful to you?

5. Would it have been helpful, generally, to have feedback directly from your negotiating counterpart after each simulation?

6. The specific feedback I received on the mid-course evaluation (for example, more real-world examples or demonstrations) was very helpful, and I tried to incorporate some work in that direction in the second half of the semester. If you have any specific thoughts on what would make the course more effective, I would love to have your feedback!