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Negotiation & Conflict Mgt

University of Alaska Anchorage

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What changes should be made to this class?

- It should be offered at more times
- Excellent course. It should be a core class for all majors. Life cannot be lived without some form of negotiation.
- I feel the grading process in this class is designed so that even deserving students find it hard to achieve anything higher than a B. Giving A's is not a bad thing if the student has earned it. I really think the instructor feels that an A grade is supposed to be out of reach. Lighten up.
- Not too much...
- I think the only thing to consider is more examples of how negotiations should go. I understand that not all situations can be taught, but I know that in the first negotiation I had no clue what to do. I think if a basic example were given of a negotiation then I would have had a better understanding when entering my first negotiation.
- can't think of any glaring changes that need to be made
- We went over the class time a few days, which made me late for my next class.
- it is perfect.

Would you recommend this instructor? Why or why not?

- Yes, Jefferies supplies an energy to his teaching style that can even wake up half-awake students at 9 in the morning
- Yes, Really encourages a student to learn the material
- The professor has a high energy level and I would recommend every student attend his classes. There are students who do not like high energy instructors and they need to understand what drives such energy levels.
- Yes, this course is fun and has real application in the world. The instructor can be difficult when handing out grades.
- Definitely. He is an excellent teacher that gets students motivated and involved in class. His energy level is almost cartoonish. It makes it worth going at 8:30 in the morning.
- I would recommend this instructor. He is very animated and keeps you awake, especially in the early morning class. He is passionate about what he does and knows what he is talking about. I would definitely recommend him.
- Yes. I would recommend him because the professor has passion for the subject
- Yes. This instructor definitely knows the material he is presenting. He uses real life experiences to help us learn.

Would you recommend this instructor? Why or why not?

- Absolutely, and I frequently do. I think Jeffries is one of the most inspiring and knowledgeable professors at the university and he was the reason I chose to take this class. He is actually excited about what he teaches, he tests on what he teaches, and really cares about the students practical knowledge and then the application of that knowledge. He makes both BA300 and BA460 very interactive and involves the students. He also is very good at making the classroom fun and interesting. Without a doubt Jeffries has been the best teacher I have ever had over my career.
- Frank has a way to make a 8 am class fun to come to. He personally makes a difference in many students lives. I would recommend this class to anyone. He brings a very positive attitude and teaches with such a style that I could honestly say he is one of my favorites and I wish he taught my other courses I need. Thanks Frank!!

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

- Yes, the ideas and theories taught in this course should be required for any kind of degree.
- yes, Course material applies to real life situations
- I recommend that this course be taught to ALL majors.
- Yes.
- Yes, the principles could benefit anyone. Negotiating is something we all do, and his class certainly improved the skills of those who took it.
- I would recommend this course, it is extremely beneficial in the Business world. Everyone should learn some steps in how to effectively negotiate.
- Yes. Lots of hands on exercises, real life scenarios
- Yep, cause you learn so much that is applicable to not only business but life in general.
- Yes. You will learn a lot of very useful techniques for negotiations. I am already applying what I've learned to situations out of class. It's a lot of work, but it is definitely worth it.

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

- Great class. Keep up the good work.
- Keep up the great work, UAA needs more professors like this in the business department.
- Couldn't ask for a better class, thanks so much!