

[MIT Online Subject Evaluation](#) | [Guide to Reports](#)
Change report view: ▼

15.672 Negotiation Analysis
 15.673 Negotiation Analysis
 15.6721 Negotiation Analysis
 15.6731 Negotiation Analysis

Survey Window: IAP 2016 | [View Current Catalog Entry](#) | [Print Report](#)

Report Includes Data for:

Students: For credit

Subjects: 15.672 Negotiation Analysis - Lecture L01

15.673 Negotiation Analysis - Lecture L01

15.6721 Negotiation Analysis - Lecture L01

15.6731 Negotiation Analysis - Lecture L01

[\(filter data\)](#) ?

Eligible to Respond: 82 ? **Total # of Respondents:** 70 ? **Response rate:** 85% ? **Overall rating of subject:** 6.8 out of 7

Download Set of Individual Student Responses: [Show/Hide Comments](#)**INSTRUCTORS**

Quality of Teaching		<i>1=Strongly Disagree, 4=Neutral, 7=Strongly Agree, N/A=Not Applicable (7 is best)</i>			<i>1=Very Poor, 7=Excellent, N/A=Not Applicable (7 is best)</i>
NAME		Stimulated interest	Displayed thorough knowledge of subject material	Helped me learn	Overall rating
Curhan, Jared R. , Lecturer (LEC)		6.9 (69)	6.9 (70)	6.9 (69)	6.9 (68)
Moulton, Taylor , Teaching Assistant (LEC)		6.6 (45)	6.7 (47)	6.6 (48)	6.7 (47)

Sloan Faculty Questions		<i>1=Strongly Disagree, 2=Disagree, 3=Mixed, 4=Agree, 5=Strongly Agree (5 is best)</i>
NAME		Recommend Professor
Curhan, Jared R. , Lecturer (LEC)		5.0 (70)

Curhan, Jared R., Lecturer in Lecture L01 - Overall rating: 6.9

Quality of Teaching	<i>Rating Scale: 1=Strongly Disagree, 4=Neutral, 7=Strongly Agree, N/A=Not Applicable (7 is best)</i>										
	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
Stimulated interest	6.9								69	7.0	0.39
Displayed thorough knowledge of subject	6.9								70	7.0	0.23

[material](#)

Helped me learn	6.9	69	7.0	0.33
---------------------------------	------------	----	-----	------

Rating Scale: 1=Very Poor, 7=Excellent, N/A=Not Applicable (7 is best)

	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
Overall rating	6.9								68	7.0	0.26

Comments on teaching (strengths, areas for improvement)

[Student 819](#) - Very nice and approachable, great presentation skills. Great on-the-spot tips and simulations. Energy is great.

[Student 1112](#) - Very well organized, engaging class and lecturer! I really like the stimulation, games, and personal feedback. As a freshman, I would like some sort of group debrief before the 67 Pond Fish Lane case on the first day to talk about how to guide a discussion.

[Student 3187](#) - very stimulating. care evident. great stuff.

[Student 3327](#) - Thorough, well-organized lecture slides and discussions. Very creative use of cases and class online activities to enhance the learning experience.

[Student 3569](#) - Very engaging.

[Student 4899](#) - I was very engaged throughout the class and learned a lot.

[Student 4902](#) - Best class I've ever taken. Wish more folks could take this class!

[Student 4912](#) - Having a diverse group was really helpful in getting to meet different kinds of people with different ideas of fairness and personalities

[Student 4924](#) - GREAT PRESENTATION! Really impressed how much information and how seamlessly he delivered this course

[Student 4928](#) - The case studies were excellent. I will suggest this course to everyone I can. One technical suggestion: there was a bit of confusion between "alternatives" and "options"; make that clear VERY early on.

[Student 4929](#) - Engaging hands-on activities, passionate teaching style, awesome people met, playful environment... I loved it!

[Student 4930](#) - Wonderful professor, articulates clearly, not pretentious, very human and friendly and funny. I've learned so much! Very structured, couldn't really see how this could have been taught better

[Student 4943](#) - Holy cow I learned a lot. I usually like to give areas for improvement but I don't really have any suggestions.

[Student 4946](#) - Since the class was packed into 3 days, it felt like there was a lot of information to absorb and little time to process.

[Student 4956](#) - Very rarely do I take a class where I can hardly find any flaws. But the only problem I could see was that the HarborCo discussion could be very emotionally taxing for the HarborCo and Other Ports parties. I'm also curious about whether this class constitutes experimentation on human subjects, and if explicit consent was necessary?

[Student 4963](#) - Awesome!

[Student 4971](#) - Very knowledgeable. Excellent exercises. Lots of life valuing skills. Food during class.

[Student 4973](#) - Greatly organized class

[Student 4978](#) - Energetic, really involves you in the class and the class dynamics was great. Professor Curhan is a great resource in Sloan for Negotiation Analysis.

[Student 4980](#) - Very passionate and skillful in teaching. Excellent in encouraging and leading in-class discussions. Very easy to follow and understand. Did really well in controlling time and keeping the class on schedule. This is really outstanding because most of the professors I saw had a hard time achieving this, especially when the in-class discussions just can not stop.

[Student 4986](#) - Professor Curhan is very high energy and clearly passionate about the topic of negotiation. That really helped!

[Student 5021](#) - Professor Curhan displayed a thorough knowledge of the material and connected the theory and empirical studies of concepts with real life examples. My understanding of the material was greatly aided by his examples during lecture.

[Student 5022](#) - Very high energy. Made a good balance between depth and speed. Did it all while making it fun and memorable. No areas that I could think of for weakness.

[Student 5229](#) - Very engaging lecturer

[Student 7543](#) - Jared, this was one of the best courses I've ever taken. Your teaching of the material was top notch and made the learning experience extremely engaging. Thanks so much! I expect to take the lessons that I learned in this course through my life.

[Student 7615](#) - Excellent presentations and really engaging

[Student 7634](#) - Please offer this course again -- especially for non-MBA students!

[Student 8774](#) - Really engaging lecturer with relevant examples

[Student 8832](#) - Exciting and practical class. Everyone in MIT should take this class.

[Student 8877](#) - Very well taught (maybe need more handouts).

[Student 8994](#) - Organized structure, great diversity, fostering energetic/motivating environment More cases to practice (perhaps optional) that would be more relevant to non-MBA students

Sloan Faculty Questions

Rating Scale: 1=Strongly Disagree, 2=Disagree, 3=Mixed, 4=Agree, 5=Strongly Agree (5 is best)

	AVG	1	2	3	4	5	RESPONSES	MEDIAN	STDEV
Recommend Professor	5.0						70	5.0	0.17

SUBJECT

SUBJECT

Rating Scale: 1=Strongly Disagree, 4=Neutral, 7=Strongly Agree, N/A=Not Applicable (7 is best)

	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
Subject expectations were clearly defined	6.8								68	7.0	0.57
Subject's learning objectives were met	6.8								66	7.0	0.43
Assignments contributed to my learning	6.9								67	7.0	0.37
Grading thus far has been fair	7.0								49	7.0	0.0

Rating Scale: 1=Too Slow, 4=Just Right, 7=Too Fast, N/A=Not Applicable (4 is best)

	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
The pace of the class (content and assignments) was:	4.6								57	4.0	1.07

	AVG	RESPONSES	MEDIAN	STDEV
Average hours you spent per week on this subject in the classroom	19.1	63	21.0	7.4
Average hours you spent per week on this subject outside of the classroom	4.4	63	3.0	4.27

Rating Scale: 1=Very Poor, 7=Excellent (7 is best)

	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
Overall rating of the subject	6.8								67	7.0	0.49

Comments on the subject (strengths, areas for improvement)

[Student 819](#) - Continue having it open to all of MIT. It was great for me as an introduction to course 15. The way you planned for everyone to be paired up or put into groups worked very well.

[Student 1112](#) - I would like to see more small group activities, in which we can talk to each other not in our role. Because we have to stay in our role from the first to last moments of any negotiation, it was difficult to talk to people. There was a lot of emphasis on subjective value and building rapport, but I am still not sure how to do it while being authentic.

[Student 3569](#) - Covers a lot of material in a short span of time, which is quite impressive. The diversity of the students is also quite excellent.

[Student 4899](#) - Good software. But remember to fix the software bugs for the next batch of people.

[Student 4902](#) - all good

[Student 4923](#) - Great job!

[Student 4924](#) - I thought the pacing worked really well - got in a ton of information and practice but seemed process-able

[Student 4928](#) - This was a great course. I am extremely glad that I was able to take it.

[Student 4943](#) - This was probably the most useful 3 days of my life. I would highly recommend it to others. I have had a lot of "soft skill" workshops before, but it's astonishing how much better and different it is to have a class taught by an expert.

[Student 4946](#) - Maybe make it into a two week class? or a week long class? So the day worth of class doesn't feel too long.

[Student 4956](#) - HarborCo discussion could be very emotionally taxing for those in the roles of Harborco and Other Ports. I would actually be interested to interact with more Sloan students, which doesn't happen often at all. Perhaps the students could be given the same long survey as they took before the course, to measure the impact of the course on their perceptions of negotiation (e.g. is negotiation still scary? is it still difficult to prepare for?) The class was also very long (8.30am to 4pm each day) which was extremely tiring. I could manage to survive each class with my wits intact, albeit sometimes having to take naps during breaks to replenish my energy, but after class my mental abilities take a huge hit and I can't really do much. If I had had a few other commitments during the three days of class, I might not have been able to handle the load, and possibly fallen ill. Perhaps the class could have been spread out over more days with fewer hours each day, for a more enjoyable class with more retainable information.

[Student 4972](#) - The hw on the first two days were very fast, while the ones on day 3 took much longer! This wouldn't be such a big deal if I didn't plan work to do that night. Otherwise, it was really helpful to think about these problems in a very structure way.

[Student 4978](#) - Split the intensive course into 5 days so that the information and material can be learned gradually. Keep this course offered to either graduate or undergraduate level. Excellent content and excellent resources for the simulations (e.g. iDecision Games platform).

[Student 4980](#) - I really like all the negotiation simulations. They are well designed and very relevant to our life. They all serve specific purposes and are really helpful. It helped me understand the concepts and skills taught much better. I also gain a lot of practice through it.

[Student 4986](#) - I really enjoyed this class. I loved that it was cross-functional and included folks from all over the institute. I likely will not be negotiating with people just like me all the time when I go to work, so this was practice. I think it would be better to have four shorter days that start at 9. The current schedule worked, but the days seemed pretty long (though good). I really liked the platform that we used to enter our outcomes and do the surveys. It was pretty user-friendly and I enjoyed seeing the results at the end. I think that we were being test subjects, and I would love to know what conclusions can be drawn about our behavior!

[Student 5021](#) - The class included great content that vastly improved my ability as a negotiator. I feel I will be much more comfortable negotiating moving forward.

[Student 5022](#) - No comment.

[Student 5023](#) - Excellent course. Please keep.

[Student 6034](#) - fantastic class, I recommend one class for undergrad and one for grad students.

[Student 6267](#) - The subject was extremely helpful as a crash course on negotiation. It helped me take out the fear to a negotiation situation and gave useful tools to prepare and analyze future situations. The amount of practice is one of the most important parts because you get to fight your fears and try to put in practice things as you are learning them. Great job!

[Student 6455](#) - Loved the use of the IDecisionGames website. Made for stimulating conversation and feedback. The simulations we participated in were also amazingly informative and complex and really pushed me to learn and apply the course material in a collaborative setting. Thoroughly enjoyed the course overall.

[Student 7543](#) - Great on all fronts

[Student 7615](#) - Would highly recommend! I learned so much through this class. It would be nice if after the cases were done both prompts were posted on stellar so everyone could access them.

[Student 8775](#) - Examples of professionals doing negotiations and learning from real world examples of how they negotiate

[Student 8997](#) - The pace was just too fast for me. I could not concentrate during portions of the class. I can focus on absorbing content in a lecture for a two or three hours max. then my mind start wondering a lot. I would just not recommend teaching this course again in three days. I would split it in 6 sessions instead of just 3.

[Student 8998](#) - Need to hammer out some issues with the online software. Great software overall though, it really contributed to the course.

SLOAN SUBJECT QUESTIONS

Rating Scale: 1=Strongly Disagree, 2=Disagree, 3=Mixed, 4=Agree, 5=Strongly Agree (5 is best)

	AVG	1	2	3	4	5	RESPONSES	MEDIAN	STDEV
Recommend Subject	4.9						64	5.0	0.3

SLOAN FEEDBACK QUESTION

Feedback

[Student 2160](#) - MIT is a special place when you can see a lot of people from different backgrounds in one place collaborating and working on something substantive together. You have found a way to make that happen, I congratulate you on this success! It definitely makes a difference! Keep doing that! I suggest you involve people doing a real world trial like you did with your MBA students, that would be pretty cool. You seem to have made your class very nice, so I don't have a lot to say on the content of the class. Perhaps make it a 4 day class, but MIT is an intense place, so that didn't bother me that much.... I will keep in touch!!

[Student 4902](#) - none

[Student 4923](#) - 4x 6 hours might be easier than 3x 8 hours. Otherwise it was a lot of sitting!

[Student 4928](#) - PLEASE consider making additional classes in this format for (primarily) non-Sloan students. The 3- and 6-credit classes over IAP (for 3-4 days) are an excellent way to teach targeted lessons. The Sloan Lottery is often a black box for non-Sloan students, and this format is superb.

[Student 4946](#) - I think I learned quite a bit in this class, but wished there was more time to process so it doesn't feel like I am bombarded with information.

[Student 4956](#) - I would actually be interested to interact with more Sloan students, which doesn't happen often at all.

[Student 4961](#) - Great course! Small detail. I didn't agree with the divide between "rational" and "emotional." At times it felt a bit too simplistic, as though the two are mutually exclusive when in fact emotional interests can be rational.

[Student 4972](#) - I wish there were more classes like this! Semester-long classes that are not within my department/contribute to my PhD degree are really hard to take; it's much easier to plan a few days aside to devote to being better generally.

[Student 4980](#) - One suggestion is that when students do negotiation simulation, let them record the whole negotiation and review their own and others' performance afterwards. I think this really helps everyone to see his/her own strengths and weaknesses clearly. The lecturer and TA can also listen to these recordings and give personal comments and advice. Of course I understand that this will lay a heavy burden on the lecturer and TA and it may be feasible only for small class. But the fact is that the more specific and personal the feedback is, the better students learn and improve.

[Student 5022](#) - Nope. Perfect.

[Student 5023](#) - Excellent course. Please keep.

[Student 5229](#) - I'd recommend you offer it next year, and I definitely like the mix of people from all over MIT.

[Show/Hide Comments](#)

[\(top of page\)](#)