

15.672 Negotiation Analysis
15.673 Negotiation Analysis
15.6721 Negotiation Analysis
15.6731 Negotiation Analysis
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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: 78 ? **Total # of Respondents: 32** ? **Response rate: 41%** ? **Overall rating of subject: 7.0 out of 7**
 Download Set of Individual Student Responses: [PDF](#) [raw data](#)

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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)	7.0 (32)	7.0 (32)	7.0 (32)	7.0 (32)
Labuzova, Tatiana , Teaching Assistant (LEC)	6.9 (15)	6.9 (19)	7.0 (24)	6.9 (19)

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 (32)	

Curhan, Jared R., Lecturer in Lecture L01 - Overall rating: 7.0

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	7.0	■	■	■	■	■	■	■	32	7.0	0.18
Displayed thorough knowledge of subject material	7.0	■	■	■	■	■	■	■	32	7.0	0.0
Helped me learn	7.0	■	■	■	■	■	■	■	32	7.0	0.0

Overall rating	<i>Rating Scale: 1=Very Poor, 7=Excellent, N/A=Not Applicable (7 is best)</i>										
	AVG	1	2	3	4	5	6	7	RESPONSES	MEDIAN	STDEV
Overall rating	7.0	■	■	■	■	■	■	■	32	7.0	0.0

Comments on teaching (strengths, areas for improvement)

- [Student 573](#) - Highly engaging lecturer!
- [Student 2088](#) - The Best! :D I fully enjoyed it. It was informative, inspirational and mind blowing.
- [Student 3350](#) - Best class ever. Life skill mandatory to learn.
- [Student 3352](#) - Prof. Curhan has a very engaging style and is incredibly organized! He was really good at making sure the class was relevant to all those in the room and always tried to maximize what students took away from the class. I loved the personal anecdotes that he sometimes used to explain ideas. Thank you so much for the wonderful experience and I hope many more students are able to benefit from this class!
- [Student 3353](#) - Excellent control of the class with the various media formats, its great to see slides be a strength when it so rarely happens. Maybe make some of the slides available after each day for review? I found that when I was focusing on listening and absorbing the information I wasn't able to take notes.
- [Student 3355](#) - overall one of the best classes I've taken at MIT so far... that includes classes in chemistry, physics and at Sloan.
- [Student 3361](#) - very impressive preparation.
- [Student 3370](#) - Prof. Curhan raises the bar for teaching to heights never before seen! He taught for eight straight hours without showing any loss of energy, and I had no struggle at all

keeping my attention on the material. His personal stories added humor and depth to the lessons. His references to research really resonated with the data-driven part of my thinking. I'm struggling to think of any areas for improvement. Perhaps this particular course would have benefited if he could have found some opportunities for Tatiana (our TA) to have active engagement with the students. That would make it feel more like there is a teaching team in front of me with multiple people I can approach for different viewpoints and who can field more one-on-one talk with their combined energy. On that note, I did also enjoy the way Prof. Curhan made tie-ins to the relevant research that he and Tatiana perform. It made the material feel very fresh, and I felt like I was getting a lecture from the very best!

[Student 4967](#) - Your enthusiasm for the subject was contagious. Thank you for piquing my interest in negotiation and making the subject less intimidating and more accessible than I thought it would be. You did a good job balancing relatable stories and reflection on students' comments with the theory and topics being covered in class while somehow sticking to a schedule the entire time. Very impressive!

[Student 6179](#) - The class was very well executed for such a short session. Hours flew by as we applied relevant and powerful insights into the art of negotiation.

[Student 6200](#) - Extraordinary teacher, made even better by his use of technology. I wish more professors at MIT would integrate platforms like iDecisionsGames. I loved the format of preparation, practice, reflection and feedback -- with brief lectures in between. The structure and format of this course should be far more common.

[Student 8060](#) - Great at engaging students, humorous and helpful. A few more small exercises between some of the longer slide periods would be nice to break these periods up.

[Student 8065](#) - Prof Curhan knows his stuff, super approachable and very passionate about what he's teaching.

[Student 8992](#) - I loved that Jared was so personable, and so willing to focus on the needs/questions of individual students as well as facilitating the group as a whole. The way he structured this class and the immersive role-playing negotiations made the experience feel valuable to people with all levels of comfort with negotiating.

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	■■■■■	32	5.0	0.0

SUBJECT

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

SUBJECT	AVG	1 2 3 4 5 6 7	RESPONSES	MEDIAN	STDEV
Subject expectations were clearly defined	6.9	■■■■■■■	32	7.0	0.39
Subject's learning objectives were met	6.9	■■■■■■■	32	7.0	0.3
Assignments contributed to my learning	7.0	■■■■■■■	32	7.0	0.18
Grading thus far has been fair	7.0	■■■■■■■	28	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:	4.3	■ ■ ■ ■ ▾ ■ ■	32	4.0	0.94

	AVG	RESPONSES	MEDIAN	STDEV
Average hours you spent per week on this subject in the classroom	20.0	26	23.0	7.72
Average hours you spent per week on this subject outside of the classroom	4.3	26	3.5	3.24

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	7.0	■■■■■■■	32	7.0	0.0

Comments on the subject (strengths, areas for improvement)

[Student 573](#) - Great for all backgrounds, eye opening, highly interesting, and practical

[Student 2088](#) - :D It was perfect

[Student 3353](#) - Loved the class, the only nice thing might be to be able to look at the slides at the end of each day when preparing for the exercise of the next day.

[Student 3370](#) - The course was extremely effective, and I am amazed at how much I feel that I've learned over just three days. I have an interest in learning more, and it's great that the teaching team provided a list of recommended books that I can apply that interest towards. Along that line of thought, I would also appreciate it if the course came with a list of suggested scientific papers to read. Reading a few primary sources in any field really builds confidence in my knowledge.

[Student 4967](#) - Such a helpful course in making negotiation more accessible of a field and a topic. The practice sessions with our peers throughout the course were particularly helpful in internalizing the messages and lessons.

[Student 6200](#) - The preparation was great; I wish I had set up an excel spreadsheet to automatically calculate points in my negotiations so that wasn't a barrier.

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](#)

5.0

32

5.0

0.0

SLOAN FEEDBACK QUESTION**Feedback**

[Student 3353](#) - Make the slides available straight after class to use as a refresher when preparing for the next days negotiations.

[Student 6200](#) - On day one, I negotiated with a student from Sloan (Phil T.) Afterwards, he took some time to give me feedback and advice for the next negotiation (prepare better, don't tell me your batna, the basics) That helped me a ton -- and motivated me to be more intentional with my case preparation over the next two days -- so I think there's an opportunity to partner sloan students with non-sloan folks to help everyone learn more quickly.

[Student 8065](#) - Some info repetitive for MBA students. I wish that we had more time for the homework (it's not optimal to get the homework in the evening and be prepared to make strategies in the pre-survey).

[Student 8829](#) - A fantastic class! I didn't realize how essential this course was, until I took it. One suggestion I would have is to have the opportunity to negotiate with the same person twice, though without having prior knowledge in the first negotiation that there would be a second encounter. I believe it would be a good opportunity to directly apply leanings and secondly provide an opportunity to attempt to repair a relationship.

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