

Evaluation Form

Blake Dawson

Negotiation – Day 1

Adelaide – 5 February 2010

Professor John Wade

1. What did you like about the seminar?

- Professor Wade was a very engaging presenter. The material was very enlightening and I feel I learned a lot from the session.
- Engaging speaker; watching video with discussion after chapters.
- All the examples given. The role play.
- Identifying strategies and tools. Structure to negotiating. Clear answers to complicated questions from diverse group. Focus on most important aspects.
- Very interactive, lots of examples used.
- Good content and really well presented. Right balance of theory and practical skills. Although I was dreading it, the role play was really beneficial.
- Taught me a lot! Was very well presented.
- Focussed on issues that were relevant and issues which arise in practice. First session **really** good as a starter. Great materials.
- Interaction, well presented, good materials (handouts and cards).
- It's practicality. Not confronting but very interactive. Practical examples and tactics.

2. What would you like to see changed?

- Longer course! It would be great to “sleep on it”; reflect on learnings and come back the following day for more practice.
- Only regret is that it felt like we didn't get through everything – a tad rushed. Maybe better split over 2 days?
- More time role playing (was really good even though most of us didn't want to at the start).
- Possibly over two days to consolidate ideas.
- Was a long day and quite intense, perhaps two x half sessions next time.
- Probably more time to practice – the theory ie role play.
- A longer session – perhaps over two days.

3. What else would you like to learn or practise more in relation to negotiation?

- How to respond to particular strategies/behaviours by other party.

- While all of the tools and strategies would work a lot of the time, there must be times you need to stonewall/tantrum/say no – when and how to make it work?
- Practice the skills – to be an effective negotiator practice is required.
- More role playing and developing on the skills discussed. Dealing with difficult people/personalities in negotiation.
- Practice case studies. Perhaps commentary on individual techniques/styles.
- Practice of more of the psychology. Focus on where the other party does not “play the game” and how to do that.
- More putting it into practice.