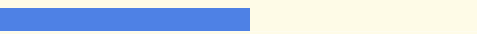









## 10P500 Art Theory & Practice of Negotiation - 4 May 2010





### 1. Overall I would rate the quality of this course as:

#	Answer		Response	%
1	Very Good		9	53%
2	Good		6	35%
3	Neutral		0	0%
4	Poor		1	6%
5	Very Poor		1	6%
	Total		17	100%




### 2. Knowledge and skills developed in this course will be valuable for my work.

#	Answer		Response	%
1	Strongly Agree		3	18%
2	Agree		10	59%
3	Neither Agree nor Disagree		3	18%
4	Disagree		0	0%
5	Strongly Disagree		1	6%
	Total		17	100%

### 3. Course materials helped my understanding.

#	Answer		Response	%
1	Strongly Agree		2	12%
2	Agree		12	71%
3	Neither Agree nor Disagree		1	6%
4	Disagree		2	12%
5	Strongly Disagree		0	0%
	Total		17	100%

### 4. Course structure was clear and logical.

#	Answer		Response	%
1	Strongly Agree		3	18%
2	Agree		11	65%
3	Neither Agree nor Disagree		3	18%
4	Disagree		0	0%
5	Strongly Disagree		0	0%
	Total		17	100%

### 5. Course content was:

#	Answer	Response	%
1	Far Too Advanced	0	0%
2	Too Advanced	0	0%
3	About Right	13	76%
4	Too Basic	4	24%
5	Far Too Basic	0	0%
6	No Opinion	0	0%
	Total	17	100%

### 6. Content covered clearly related to the learning objectives.

#	Answer	Response	%
1	Strongly Agree	3	18%
2	Agree	9	53%
3	Neither Agree nor Disagree	3	18%
4	Disagree	2	12%
5	Strongly Disagree	0	0%
	Total	17	100%

### 7. The presenter communicated ideas and information clearly.

#	Answer	Response	%
1	Strongly Agree	5	29%
2	Agree	11	65%
3	Neither Agree nor Disagree	1	6%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
	Total	17	100%

### 8. The presenter encouraged questions and interaction.

#	Answer	Response	%
1	Strongly Agree	9	53%
2	Agree	8	47%
3	Neither Agree nor Disagree	0	0%
4	Disagree	0	0%
5	Strongly Disagree	0	0%
	Total	17	100%

## 9. How could we improve this course?

### Text Response

Aim this for Govt procurement. Seemed to be a lot on selling & tactics of putting other down rather than getting the best deal for both sides.

Make it relevant to the way procurement, tendering and contract negotiations work in NZ govt. Comments: Car Sales 101; price based only; adversarial/combatative; goods based, little on services, relationship; assumed decision maker/or risk DFA would represent.

Perhaps over two days to allow more exercises & review of those activities.

Case study 3 was too mathematical. Case study 2 was too similar to study 1.

Would be nice to have a bit more time to plan for the negotiation exercises, but gained the idea anyway.

It would have been useful to understand where other participants had had experience as I've had very little. I feel I could have learned from that.

We ran out of time - v. disappointing - felt rushed at the end. No opportunity to absorb notes provided during the day - made it difficult to know if I had all info down. No way of knowing at what level this was pitched at so found the morning basic.

I think the course was good for those who are dealing with negotiations, but I'm not at this stage.

Even more role play w critique from team. Mind map was really useful to summarise.

## 10. Any additional comments?

### Text Response

Not really hit the mark for me as wanted more on service contracts & negotiation rather than widget procurement. Instructor OK, but content wrong.

Was nice, course just not relevant to NZ govt.

Enjoyed the interactive approach, good learning opportunity. Good presenters.

Good location - although traffic noise at end of the day distracting (who ordered fire engines?!)