

# Comment Report Title

Comments on The Deal course:

This is very practical exercise and productive. Thanks.

Comments on The Deal course:

~~The written materials~~ can be improved to have more context. Example p. 46 on Negotiation Strategies has 3 bullet items: Fit, motivation, BATNA. None of these make sense or are defined. Would be useful to have sub-bullets explaining what's meant by these. The schedule was tightly observed.

Comments on The Deal course:

~~The negotiation exercise~~ was very helpful. Might be even better to introduce the information and start the process in the afternoon, and then allow negotiations to continue into the evening and finish the next day.

Comments on The Deal course:

Wonderful class

Instructors are obviously well versed in the subject matter

Comments on The Deal course:

VERY GOOD! JAMES & JIM WERE EXCELLENT! BOTH INSTRUCTORS' POSITIVE ENERGY & INTERACTION BENEFITED THE LEARNING PROCESS.

Comments on The Deal course:

A little more emphasis on university technology transfer.

Comments on The Deal course:

~~It was a great session -~~ Jim & James are very knowledgeable and entertaining teachers. A slight improvement to the negotiation exercise would be to give upstart some more leverage - we felt a bit left out at market the

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THE MOST INTERESTING day so far.  
The case study was really good and kept the class interested.

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The negotiating exercise was very useful. More time would have been helpful.

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Best part of entire course, most Rn.

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valuation is tedious; need to talk about when it isn't needed due to cost burden that will kill deals

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~~for~~ I really enjoyed this session & enjoyed a great deal the insight & energy of some particular participants. Their expertise is

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I found that I ~~do~~ know this material cold and should be taking the next advanced level.

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Some of the slides were very basic

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THIS DAY WAS THE BEST FOR ME. I LOVED THE INTERACTION, IT WAS BETTER FOR ME TO UNDERSTAND WHEN I GOT TO DO IT, INSTEAD OF JUST LISTEN

Comments on The Deal course:

I REALLY ENJOYED THE DEAL EXERCISE. IT WAS GREAT BEING ABLE TO INTERACT WITH THE OTHER TEAMS. IT WAS A GREAT LEARNING EXERCISE.