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Change report view: Verdini Trejo, Bruno**11.011 The Art and Science of Negotiation**Survey Window: Spring 2016 End of Term | [View Current Catalog Entry](#) | [Print Report](#)

Report Includes Data for:

Students: For credit

Subjects: 11.011 The Art and Science of Negotiation - Lecture L01

[\(filter data\)](#)**Eligible to****Respond: 52****Total # of****Respondents: 38****Response rate:****73%****Overall rating of subject:****6.9 out of 7****Download Set of Individual Student Responses:**

PDF

raw data

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Quality of Teaching		1=Strongly Disagree, 4=Neutral, 7=Strongly Agree, N/A=Not Applicable (7 is best)			1=Very Poor, 7=Excellent, N/A=Not Applicable (7 is best)
NAME		Stimulated interest	Displayed thorough knowledge of subject material	Helped me learn	Overall rating
Verdini Trejo, Bruno , Instructor (LEC)		6.9 (38)	6.9 (38)	6.9 (38)	6.9 (38)
Bergquist, Sarah Parrish , Teaching Assistant (LEC)		6.4 (20)	6.5 (20)	6.5 (20)	6.5 (21)

Verdini Trejo, Bruno, Instructor in Lecture L01 - Overall rating: 6.9

Quality of Teaching	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
Stimulated interest	6.9								38	7.0	0.23
Displayed thorough knowledge of subject material	6.9								38	7.0	0.23
Helped me learn	6.9								38	7.0	0.41

	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								38	7.0	0.31

Comments on teaching (strengths, areas for improvement)

[Student 428](#) - Probably the single most passionate and engaging teacher I've had at MIT. I never would have thought I would consider a HASS class to be one of the best courses I ever took at MIT, but thanks to Bruno, it is.

[Student 2923](#) - Excellent instructor -- I learned a lot from this class, and I have had few very professors in my time at MIT who have cared as much about his/her students as in this class. Thanks for going above and beyond!

[Student 3222](#) - Great at getting students engaged. Knew every student and took the effort to get to know each one.

[Student 3856](#) - He picked out excellent readings to prepare us for discussions, and he was really good at getting the class to participate in the discussion without it feeling forced. I appreciated that he focused on giving us a guided discussion more than a straight up lecture.

[Student 4598](#) - Bruno did a phenomenal job teaching this class for the first time. He put in an incredible amount of work in really trying to understand each of his students. He knows our weaknesses and strengths. The response to the journals were very in depth and really helped me grow as a student. The only point I would suggest as an improvement is that the start of the semester, he really emphasized focus of the readings, and almost scolded us. If readings are vital for the class, there should be less reading per class and more emphasis on the readings during debrief. I don't think it's vital that every student share his/her thought process. I would have liked to get more concrete take-aways from each class.

[Student 5393](#) - Amazing at engaging the class, keeps everyone focused but also laughing Plans ahead very well for every single lecture Made time for every student to have a personal negotiation coaching session Learned everyone's names by the first or second class Sometimes forgets to use powerpoint slides he prepared

[Student 5713](#) - I like the discussion, sometimes I wish the class was smaller but it made sense because the negotiations needed a lot of people.

[Student 6062](#) - Easily one of the best teachers I have had in MIT. He knew his material and he presented it in a way that made you passionate about it. The 20 minute sessions he had with each students were wonderful.

[Student 6496](#) - An amazing professor- was very passionate about the subject, and conveyed that in his teaching. He did an excellent job of laying out the course, and making sure the reading materials reflected the in class activities. He took interest in his students, focusing on how to work with each one based on their interests and strengths. He has helped me get connected to more professionals in this field, and inspired me to pursue this field further! He also opened many opportunities for those who want to continue in the negotiation field. Overall, an EXCELLENT professor and mentor.

[Student 6844](#) - Bruno is hands down one of the best professors I've had at MIT. He took personal time out of his day to help all members of the class to give them personalized advice, and advice on how his subject can help them in their personal life. He also really knows his material and showcases a passion that is hard to find. Bruno is fantastic.

[Student 7975](#) - Demonstrated care and diligence in teaching like I have never seen before at MIT. Brilliant, natural teacher. Memorized all names in the class from day 1. Very respectful.

[Student 8489](#) - I am truly appreciative to have had Bruno as an instructor and mentor. He took great time and care to develop personal understandings of each student in the class. He continually used this understanding to challenge and encourage us to become better negotiators and individuals with a stronger awareness of the mutual impact we have on one another.

[Student 18932](#) - You can tell that Bruno puts a lot of effort into making this class great because it really shows. He makes a huge effort to learn about each student, and the whole teaching team really looks through the reflections that students write and give thoughtful comments each time. I initially came in skeptical of the class, but everything about it has been above and beyond expectations. I would have appreciated more small group discussions during the Wednesday classes rather than solely focusing on large group. It's not very conducive to introverts participating and I think the class would benefit from more shared perspectives. I also wish some of the negotiations were a bit more relateable; some of them were hard to get into character for just because we had no real life context.

[Student 22668](#) - Very hands on and personal providing detailed verbal and written individual feedback on each assignment. Also a great memory about everything you have said or written.

[Student 25685](#) - The teacher's individual interest in each student is what made this class so memorable.

[Student 30811](#) - Bruno is a superb professor. He undertook the Herculean task of revamping the entire 11.011 curriculum,

transforming the course from an antiquated and low-workload class (based on what I've been told by prior students) to a class with extremely valuable insights into the field of Negotiations that still had an extremely reasonable workload. His investment in the course and each of his students paid off, as 11.011 was one of the best classes I have ever taken. His pedagogical approach to letting students do most of the speaking was an effective model for this class in particular, and he did well to channel his dedication into providing comprehensive comments on journal reflections. I also appreciated his one-on-one advising session and found it very useful. I can only hope that I have more professors of Bruno's caliber.

[Student 31348](#) - Instructors are very clearly invested in the material they teach, and go over the top to make sure the material will help us.

[Student 34117](#) - These were some of the best teachers I have ever encountered.

[Student 35364](#) - I think that Professor Verdini did an outstanding job in teaching the material, and I thoroughly enjoyed coming to class. By his framing of negotiation, the class felt much less of a task and more of an exciting project we had all chosen to take part in. I am so thankful that I took Professor Verdini's class, and I hope to have a chance to take another next semester.

[Student 35893](#) - A strong lecturer who is good at moving discussions and conversations between students, as well as very effective at diffusing tension during negotiation debriefs. My impression of Bruno's lecturing style from the first few lectures was a little skeptical, but he gladly reversed this and did a very good job. I appreciate how Bruno knew not only everyone's name, but the results of their debrief, their negotiation history, and their personality. His deep knowledge of the individuals of the classroom adds to the class experience probably more than I can even imagine.

[Student 36676](#) - Very good at getting to know each student in the class, lectures and debriefs were always very interesting.

[Student 41393](#) - Very passionate about the subject material, exceptional connection to the students (I'm pretty sure he learned every one of our names within the first day or so) and I really feel like he knew every one of our strengths and points of view and could really help each of us individually get the most out of the class that we possibly could.

[Student 42212](#) - Bruno is an excellent teacher, and the time and effort he dedicates to the class (knowing students' names, designing the syllabus, manually assigning negotiation partners) are hugely effective and much appreciated. We're lucky to have him.

[Student 45034](#) - Bruno is a fantastic professor - he is clearly very passionate as well as knowledgeable about all the negotiation topics we cover. I would absolutely take any other classes he offers.

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	6.7								37	7.0	0.67
Subject's learning objectives were met	6.8								37	7.0	0.46
Assignments contributed to my learning	6.8								36	7.0	0.59
Grading thus far has been fair	7.0								35	7.0	0.17

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:	4.1								36	4.0	0.37

	AVG	RESPONSES	MEDIAN	STDEV
Average hours you spent per week on this subject in the classroom	3.2	36	3.0	0.61
Average hours you spent per week on this subject outside of the classroom	5.3	36	5.0	2.08

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	6.9		37	7.0	0.42

Comments on the subject (strengths, areas for improvement)

[Student 2923](#) - The best HASS class I've taken at MIT--recommending this class to everyone I know!

[Student 3856](#) - The readings were relevant and interesting, the negotiation workshops we completed were interesting and taught me lessons and gave me experience that I will be able to use in real life, and the whole teaching staff was great at providing useful feedback and leading informative discussions that I was happy to participate in.

[Student 5393](#) - The negotiation exercises were an awesome way to really learn negotiating skills. I learned so much about myself in the class. The entire teaching team worked very well together. The readings were helpful although slightly excessive at times. I LOVED the podcasts - do more of those in the future.

[Student 6062](#) - An amazing class that I would recommend to any of friends. The readings were incredibly and relevant to the material. The only problem I had with this class were the debriefs. To a large degree, they were not productive and people constantly saying the same statements over and over. Over the course of a 90 minute debrief, maybe 10 statements actually introduced new content into the discussion. People like Shaun would constantly say statements that were not productive to the discussion or were already said in some format. However, this is normally what happens when you have a class discussion. What I would suggest is dividing the class into three sections for the debriefs so that more productive conversation can take place. If something is important enough during the discussion, the TA or instructor can take it back and let the whole class know about it.

[Student 6496](#) - By far my favorite class at MIT. Highly recommend this course! I cannot count how many times I have used the skills learned in this class, outside the classroom

[Student 6844](#) - One of the best courses I've taken at MIT. Changed how I look at my problems and the world.

[Student 7975](#) - taught by Bruno with his new curriculum, I only have the highest praise for this subject. Brilliant.

[Student 14889](#) - There were a lot of readings, which made it difficult to keep up sometimes. It might be easier if there were more audio materials (like the podcasts) instead of some of the readings.

[Student 18932](#) - Very nicely done :) Yay Bruno!

[Student 22668](#) - I love the hands on experience with the weekly case simulations.

[Student 30811](#) - This is a great class. I enrolled because I thought the class would be easy and interesting. Instead, the class was extremely engaging and prompted me to think a little more creatively. I've recommended the class to many of my friends, which is the highest praise I can give a class.

[Student 34117](#) - This has been one of my favorite classes at MIT

[Student 35364](#) - Such an interesting subject! You won't know how valuable it is until you take the course.

[Student 35893](#) - There are many great things about the class! The negotiation exercises and readings are very helpful. I think the in-class time can be used more effectively. In particular, I feel the negotiation debriefs are sometimes longer than necessary. Otherwise, I appreciate the comments from the teaching staff and other student's during class.

[Student 36676](#) - I really enjoyed this class. Getting to practice negotiations with real-life scenarios was great, and getting to negotiate with different people in the class every time was helpful as well to understanding different negotiation styles. This class was very helpful and relevant to my life and I'll be drawing on negotiation skills I learned in this class in my life going forward.

[Student 40609](#) - This class was excellent. I learned a lot about myself and interesting things from others.

[Student 41393](#) - Amazing course.

[Student 42212](#) - I really liked how much time we spent negotiating as opposed to just talking in the abstract. The negotiation debriefs were interesting, but sometimes went on too long. I would have enjoyed hearing more about Bruno's negotiating background. The journals were interesting and helped me think over my negotiation performance. Sometimes I didn't cite sources because although I knew I'd read something, I forgot exactly which author had mentioned it.

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