

## **11.011**

11.011 was taught by Professor Xavier Briggs in 2012 and 2013 and by Professor Greg Barron in 2014 and 2015. Their insightful perspectives had not been integrated into one syllabus, so, by the time it was handed to me, the progression of the skills explored was uneven, the readings had not been updated, and the student feedback was mixed.

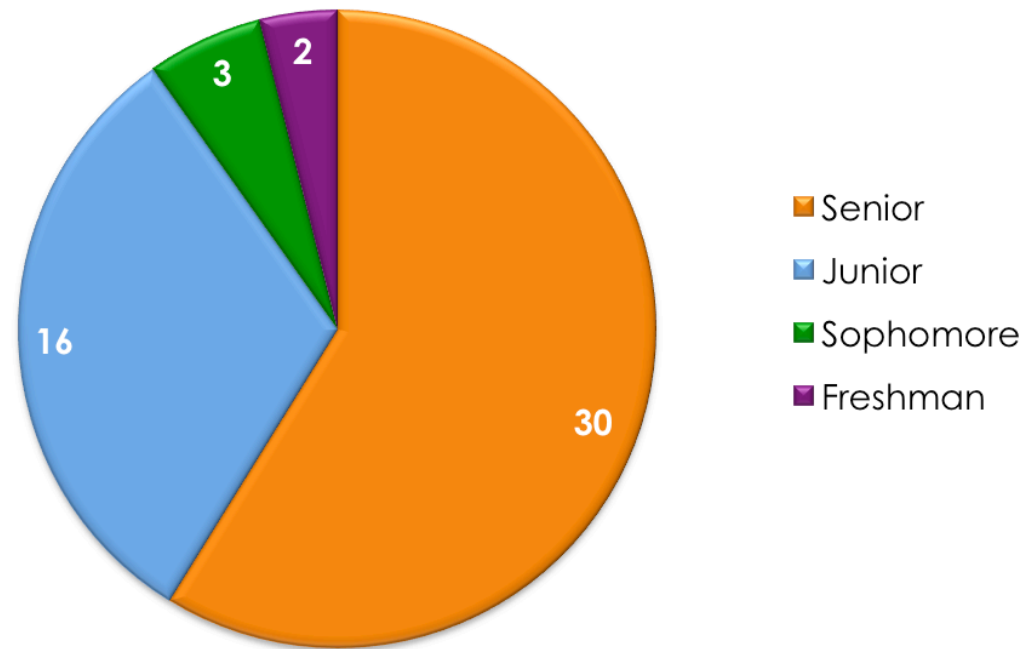
So, I took the initiative to create a new syllabus from scratch. The 2016 syllabus presents 25 new sessions (out of 25), including 72 new readings (out of 79 course readings) and 11 new negotiation exercises and cases (out of 14). I approached the task convinced that the students would be encouraged to be treated as graduate students instead of undergrads (this proved to be key), and that the class should have a heavy component related to ethics and emotions, to complement strong analytics.

We were able to connect with the audience. No student dropped the course. Pre-registration more than doubled from 40 students to 90 students when the new syllabus was unveiled in late January. After conducting a Google Survey prior to the first day of class, we selected around 50 students to take the course, the maximum number of students possible in light of the new pedagogy: instructor-led negotiation coaching with personalized feedback for each exercise, journal, and debrief. We kept all our 51 students.

*Class Composition by Year*

11.011: The Art and Science of Negotiation - Spring 2016

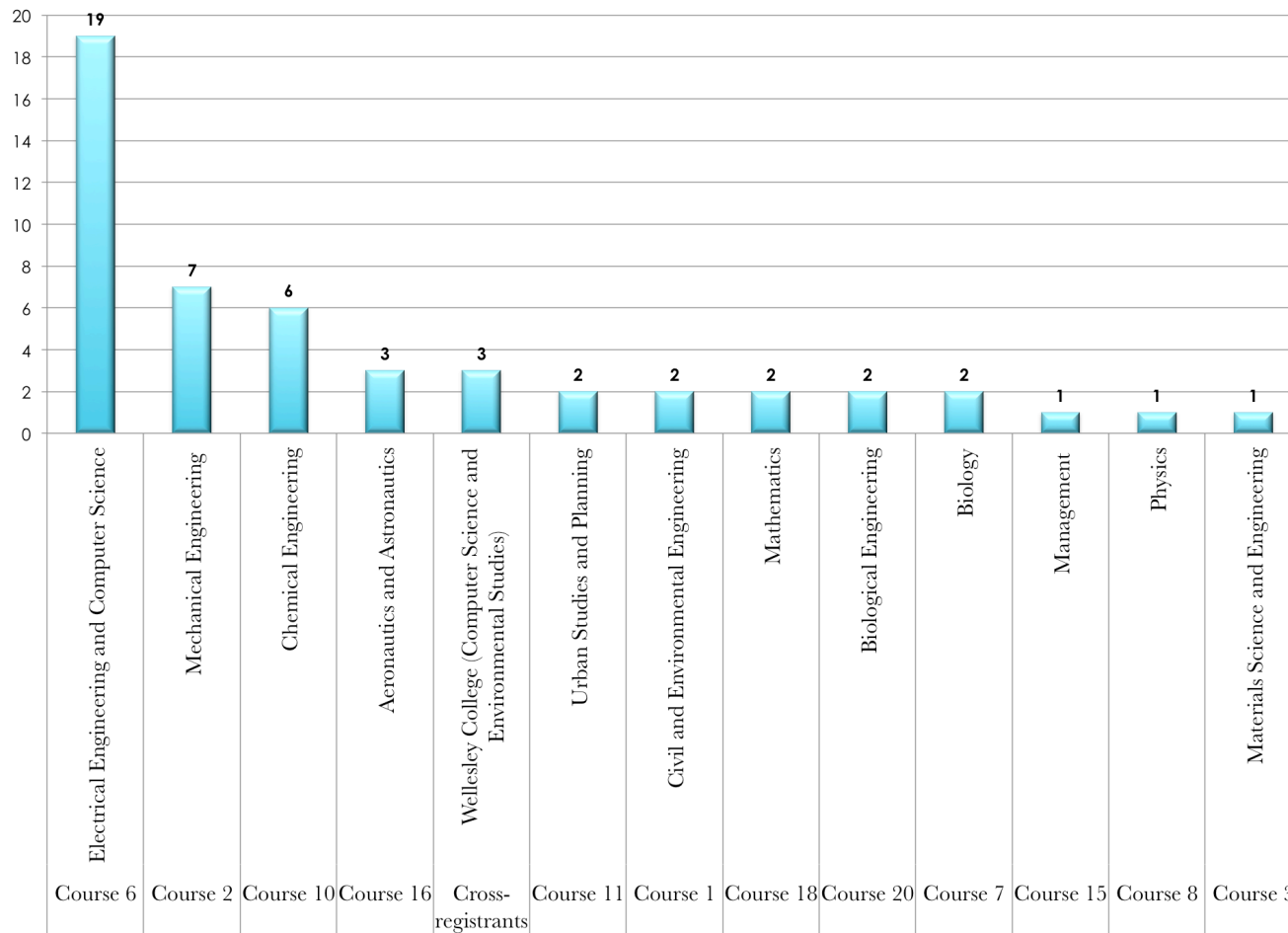
*51 Students*



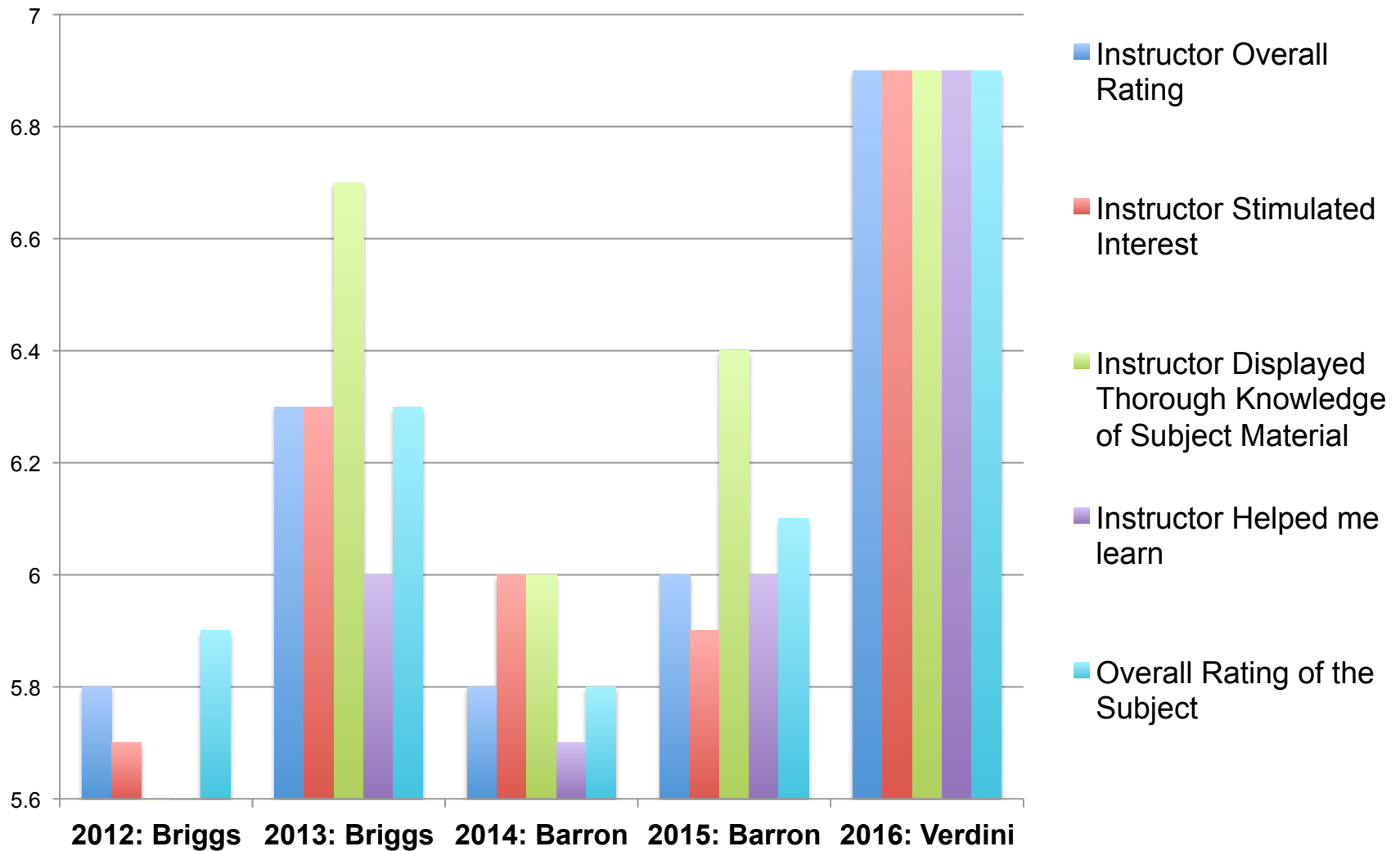
*Class Composition by Course*

11.011: The Art and Science of Negotiation - Spring 2016

51 Students



## 11.011 MIT Survey Responses



## 11.011 MIT Survey Responses, 2012-2016

|                                                                                  | 2012:<br>Briggs | 2013:<br>Briggs | 2014:<br>Barron | 2015:<br>Barron | 2016:<br>Verdini |
|----------------------------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|------------------|
| <b>Instructor Overall Rating</b>                                                 | <b>5.8</b>      | <b>6.3</b>      | <b>5.8</b>      | <b>6.0</b>      | <b>6.9</b>       |
| Instructor Stimulated Interest                                                   | 5.7             | 6.3             | 6.0             | 5.9             | 6.9              |
| Instructor Displayed Thorough Knowledge of Subject Material                      | N/A             | 6.7             | 6.0             | 6.4             | 6.9              |
| Instructor Helped me learn                                                       | N/A             | 6.0             | 5.7             | 6.0             | 6.9              |
| <b>Overall Rating of the Subject</b>                                             | <b>5.9</b>      | <b>6.3</b>      | <b>5.8</b>      | <b>6.1</b>      | <b>6.9</b>       |
| Subject expectations were clearly defined                                        | 5.1             | 6.1             | 5.6             | 6.3             | 6.7              |
| Subject's learning objectives were met                                           |                 | 6.2             | 5.7             | 6.3             | 6.8              |
| Assignments contributed to my learning                                           | N/A             | 5.7             | 5.0             | 5.6             | 6.8              |
| Grading thus far has been fair                                                   | 5.2             | 5.5             | 4.9             | 5.9             | 7.0              |
| The pace of the class (content and assignments) was                              | N/A             | 4.1             | 3.8             | 3.9             | 4.1              |
| Average hours you spent per week on this subject in the classroom                | 3.1             | N/A             | 3.0             | 3.2             | 3.2              |
| <b>Average hours you spent per week on this subject outside of the classroom</b> | <b>N/A</b>      | <b>N/A</b>      | <b>3.1</b>      | <b>3.1</b>      | <b>5.3</b>       |
| <b>Response Rate</b>                                                             | <b>53%</b>      | <b>76%</b>      | <b>51%</b>      | <b>31%</b>      | <b>75%</b>       |
| Number of Students Registered                                                    | 32              | 55              | 47              | 58              | 51               |
| Number of Student Respondents                                                    | 17              | 42              | 24              | 18              | 38               |