



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Newton Date: 4/24/17

Custom Course Topic: Negotiating for Charismatic Relations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Proc Steps
Conflict Management Style Assessment

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

- Less of the front end discussion
- more of the soft skills

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes

No

The following information is optional:

Name: Robert Schmidt Job Title: Vice President of Development

Company Name: PEG Development

Email: robert@pegdevelopment.com Phone #: 801-841-3082

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell - Norton Date: 4/24/17

Custom Course Topic: Negotiations for Charismatic Relations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Different styles of conflict resolution.

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

Real life examples - client specific

5. What other topics would you like to see Professional Education at the U deliver at your site?

contracts.

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: Brian Breaun Job Title: Construction Manager

Company Name: PEG DEVELOPMENT

Email: BBreaun@PEGDEV.COM Phone #: 801 702 7518

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDELL NORTON Date: 7/24

Custom Course Topic: NEGOTIATIONS FOR CHARISMATIC RELATIONS

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

CONFLICT MANAGEMENT ASSESSMENT

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes

No

The following information is optional:

Name: STEVE SURIA Job Title: ASSET MANAGER

Company Name: PEG Development

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: 4.24.1

Custom Course Topic: Negotiations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Ask why questions → Today you're valued for the questions you ask - not the answers you can give.

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

More practice - application. History was interesting, but maybe more for longer courses.

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses? (visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: _____

Custom Course Topic: Negotiations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

4 steps to negotiating

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: Stacy Emenine Job Title: Executive Assistant

Company Name: PEG

Email: Stacy @pegdevelopment.com Phone #: 801-655-1998

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDELL NORTON Date: 4-24-17

Custom Course Topic: NEGOTIATIONS FOR CHARISMATIC RELATIONS

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

HANDLING CONFLICT STYLES - WHERE I AM + WANT TO BE
UNCONSCIOUS INCOMPETENCE ...
LIKE THE VIDEOS

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

REAL LIFE EXAMPLES

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: 4/24/17

Custom Course Topic: Negotiations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Finding interests of other party. Body language, Emotions

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

Maybe more advanced knowledge of the company you are training, their background, challenges, etc. Overall great!

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: Scott Jones Job Title: Asset Manager

Company Name: PEE Development

Email: sjones@peedev.com Phone #: 801-636-8541

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: 4/24/17

Custom Course Topic: Negotiations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

triangle & PLOC

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

better flow, felt like we
were all over the place

5. What other topics would you like to see Professional Education at the U deliver at your site?

Leadership

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes

No

The following information is optional:

Name: Brandon Rindl'sbacher Job Title: PM

Company Name: PE 6 Development

Email: rindl'sbacherbrandon@gmail.com Phone #: 801-628-8202

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDELL NORTON Date: 4-24-2017

Custom Course Topic: NEGOTIATIONS

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

We focused on intangible skills - not just textbook learning, no checklists.

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

More structure to handouts, so we don't have to flip through looking for correct slide.

5. What other topics would you like to see Professional Education at the U deliver at your site?

More on what industry says about topics. Academia, research, etc.

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes

No

The following information is optional:

Name: ERIC PETERSON Job Title: PM

Company Name: PEG DEVELOPMENT

Email: ewpeterson@gmail.com Phone #: ~~XXXXXXXXXXXX~~

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordel Norton Date: 4/24/17

Custom Course Topic: Negotiation

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Mnemonics of concepts

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

I think it would have been helpful to have more situations specific to our industry/business. I also think covering negotiating tactics would have brought

5. What other topics would you like to see Professional Education at the U deliver at your site?

Business ethics

the subject matter more to life.

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses? (visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: PEG Development

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kardell Norton Date: 4/24/17

Custom Course Topic: Negotiations for Charismatic Relation

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

Handling Conflict Styles

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

Great videos. Keep them!

5. What other topics would you like to see Professional Education at the U deliver at your site?

What others are available?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDELL NORTON Date: 24 APR 2017

Custom Course Topic: NEGOTIATIONS FOR CHARISMATIC RELATIONS

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

HOW TO BE CHARISMATIC

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

MORE STEP-BY-STEP INSTRUCTIONS ON HOW TO IMPROVE

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDEL NORTON Date: 4/24/17

Custom Course Topic: NEGOTIATIONS FOR CHARISMATIC RELATIONS

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

CONFLICT STYLE DISCUSSION AND ASSESSMENT

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

SPEND MORE TIME ON ACTUAL NEGOTIATION & CONFLICT RESOLUTION TECHNIQUES.

5. What other topics would you like to see Professional Education at the U deliver at your site?

CONFLICT RESOLUTION

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes

No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: 4/24/17

Custom Course Topic: Negotiations for Charismatic Relations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

The conflict Management Styles Assessment

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

More practical and structured practices. (Toll plays)

5. What other topics would you like to see Professional Education at the U deliver at your site?

Time management

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: Kordell Norton Date: 4/24/17

Custom Course Topic: Negotiations

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

How Basic Principles of changing the Negotiation to be a Collaboration instead of Adversarial

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

More time Practicing, seeing more examples of Negotiations as they should be.

5. What other topics would you like to see Professional Education at the U deliver at your site?

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.



Professional Education Custom Course Evaluation

Please return this form to the Professional Education Department

Instructor: KORDELL NORTON Date: 4/24/17

Custom Course Topic: NEGOTIATION / CHARISMA

1. How helpful was the information presented:

1 2 3 4 5
Not Helpful Very Helpful

2. What did you find most helpful:

- IDENTIFYING WHAT TO FOCUS ON WHEN NEGOTIATING
- What kind of perspective to have when negotiating

3. The Instructor's knowledge of the subject was:

1 2 3 4 5
Poor Excellent

4. What improvements would you suggest:

I LIKE THE personal stories & experiences. more of those would be great.

5. What other topics would you like to see Professional Education at the U deliver at your site?

EFFECTIVE ORGANIZATIONAL SKILLS

6. Did you know Professional Education offers Certificate Programs as well as scheduled & on-demand Public Courses?
(visit our website listed below for more information)

Yes No

The following information is optional:

Name: _____ Job Title: _____

Company Name: _____

Email: _____ Phone #: _____

If you would like additional information about Custom Training and Consulting, or Certificates and Public Courses offered by University of Utah's Professional Education please contact us at 585-1780 or visit our website at www.proed.utah.edu.