

## Teleseminar Evaluation Form

**Title: Negotiate Your Way to Success**

**Instructor: Moderator:** Patricia Iyer MSN RN LNCC

1. How would you rate the instructor? \_\_\_Excellent \_\_\_Good \_\_\_Average\_\_\_ Poor
2. Please evaluate the extent to which objectives were met. After participating in the program I am prepared to:

<b>OBJECTIVES:</b>	<b>Fully</b>	<b>Partially</b>	<b>Not at all</b>
Identify and use negotiation techniques to more successfully negotiate			

3. Comments about this teleseminar:

*May we use your comments in our marketing? If so, please provide your name, profession (nurse, attorney) and city/state.*

*Name:*

*Profession:*

*City/State*

4. How could this program be improved?
5. What are your suggestions for future topics?

If you do not wish to have one nursing contact hour, please return only this form by email to [contactus@medleague.com](mailto:contactus@medleague.com) or by fax to 908-806-4511 or by mail to Patricia Iyer Associates, 260 Route 202-31, Suite 200, Flemington, NJ 08822. If you wish nursing contact hours, both the evaluation form and post test are to be sent to Taylor College at the address on the next page.

## **Nursing Contact Hour Post Test**

### **Title: Negotiate Your Way to Success**

**Circle the letter that best answers the question.**

1. When is the best time to negotiate?
  - a. Anytime you find yourself in an environment and you want to test your negotiation skills
  - b. When you're prepared to negotiate
  - c. When you have the advantage, as the result of being properly positioned to negotiate
  
2. When should concessions be made when negotiating?
  - a. Quickly, so as to move to the next phase of the negotiation
  - b. Slowly- you should always make the other negotiator work hard so as to appreciate your concession
  - c. At an even pace, so as to gauge the potential acceptance of your counteroffer
  
3. What should your reaction be when you receive the first offer from the person with whom you're negotiating?
  - a. If your offer is met, accept it and end the negotiation
  - b. Ask how he or she arrived at that offer
  - c. Ask if he or she can do better

Name:

Address:

Street, City, Zip

Please return the post test and evaluation form to:

Norman Heavens  
Taylor College  
PO Box 93666  
Los Angeles, CA 90093-0666

A check for \$15.00 written to Taylor College should accompany the post test and evaluation form. You may call in a credit card number, if you prefer, to 1-800-743-4006. Please contact Norman Heavens with any questions. Do not send \$15.00 or the forms to Patricia Iyer Associates or Med League Support Services.