

When it comes to discussing my experience and classes while earning my MBA, I pretty much talk about his negotiation class as the highlight of my degree.

Before taking Professor Jeffries' class, I have always thought of a negotiation as an arm wrestling competition, where you had to win and win fast with authority. However, Professor Jeffries' class taught me that there are few situations in life where negotiations should be dealt in that manner. I never would have thought, before taking his class, that you could actually use a negotiation as a tool for building professional relationships.

Such an amazing class with real life applications that everyone could relate to!

Thanks again for following up with me. That was kind of you to do. If you need any sort of insight on any other experiences I had at UAA or anything at all. Please feel free to contact me.

~Robert Bailie