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| **Israel National Defense College** |  |

*30 June 2020*

**Mr. Ken Hyatt**

**CMPartners**

Dear Ken,

I would like to take this opportunity to thank you once again for the negotiation skills workshop that you successfully conducted at the INDC on 1-4 June 2020.

Attached please find the feedback received from the workshop participants, which speaks for itself.

On behalf of the commandant of the INDC and the military colleges, MG Itai Veruv, the participants and myself, I would like to express our highest appreciation for this unique experience, which no doubt contributed a lot to the skills of our students.

We look forward to working with you in the future, hoping the circumstances will allow for a physical workshop in Israel.

Sincerely yours,

**Merav Zafary-Odiz  
Chief Instructor**

**Workshop participants' feedback**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Too short** | | | **Appropriate** | |  | **Too long** | | **Duration of the workshop** |
| 4-5 | | | 3 | | 1-2 | |  | |
|  | 25% | | 67% | | 8% | |
|  |  | | | | | | | |
|  | **High** | **Medium** | | **Low** | **The question** | | | |
|  | |  | |  | **To what extent…** | | | |
| 92% | | 8% | |  | This skill is required | | | |
| 83% | | 17% | |  | Your skills have improved as a result of the workshop | | | |
| 92% | | 8% | |  | The lecturer taught in an interesting way | | | |
| 92% | | 8% | |  | The balance between lecture and practice was appropriate | | | |
| 100% | |  | |  | It is recommended to hold the workshop next year, even if it continues to exist in a distanced learning format | | | |

Referring to the workshop:

* Excellent workshop, which contributes to any participant, regardless of his experience or role.
* Excellent workshop and excellent lecturer.
* Outstanding workshop, great balance between theory and practice. Feel that I learned a lot on an essential skill for senior leaders.
* A helpful workshop.
* Maintain the learning method of introducing a framework/tool, practice it, discuss and debrief among participants and with lecturer.
* A very interesting and in-depth workshop. I acquired necessary capabilities and important techniques.
* Very high standard. Very skilled instructor.
* This course was fantastic! Should be offered to everyone.
* Better to do in person and not through zoom.
* Excellent workshop in terms of content and modality.
* It would be good to schedule this workshop prior to the simulation.
* It is appropriate to incorporate an Israeli lecturer who is familiar with Israeli dynamics.
* Maintain the lecturer.
* We should request a longer course next time.