



[www.AlaskaRealEstateSchool.com](http://www.AlaskaRealEstateSchool.com)

"No matter how high you aim"



## Create a Great Deal Correspondence

2 Hours ECE for 2008/2009 license year (Course #2570)

### Instructions

1. Read the course materials
2. Complete to attached test (Must pass with 70% or better score)
3. Return the answer sheet and course evaluation to:

**[AlaskaRealEstateSchool.com](http://AlaskaRealEstateSchool.com)**

Attn: Denny Wood

Via toll free FAX 866.659.8458 or

email to [denny@akhomes.com](mailto:denny@akhomes.com) or

Mail to: Denny Wood,

PO Box 241727, Anchorage, AK 99524

4. Your completion certificate will be sent to you via email if no other arrangements have been made.



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1. A person's explicit needs include?
  - a. To feel listened to
  - b. To be trusted
  - c. A good Price
  - d. To be right
2. Most negotiations are.
  - a. Affiliated
  - b. Win – lose
  - c. Win – Win
  - d. Partnership
3. The alternative that you would settle for is your:
  - a. BATNA
  - b. PAIDS
  - c. Deadline
  - d. Top Dollar
4. Putting all players together to work out a deal is
  - a. Informal Negotiation
  - b. Formal Negotiation
  - c. Interrogative Negotiation
  - d. Round Table Negotiation
5. If you have a low offer, present it
  - a. With an apology
  - b. With confidence
  - c. With a reduced commission
  - d. With a bonus



## Create a Great Deal Correspondence Test (cont'd)

6. When you present an offer the best thing you can do next is?
  - a. Tell the counterpart the why of the offer
  - b. Give a complete explanation
  - c. Shut up
  - d. Show charts and graphs to justify the offer
7. Email, telephone and fax negotiation loses what aspect
  - a. Tone of voice
  - b. Full documentation
  - c. Body language
  - d. Ease of response
8. The feel, felt, found method is used to combat:
  - a. Bad behavior
  - b. Low offers
  - c. Repair negotiations
  - d. New construction
9. Gaining a small step in negotiation is called:
  - a. Split the difference
  - b. A set aside
  - c. A package option
  - d. A nibble
10. Showing a picture of the children who will grow up in the house can sometimes seal a deal where dollars can't. This is called:
  - a. Using emotion
  - b. The flinch
  - c. Over zealous negotiating
  - d. Being unfair



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## Create a Great Deal Correspondence Test

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### Answer Sheet

1. ☐ A ☐ B ☐ C ☐ D
2. ☐ A ☐ B ☐ C ☐ D
3. ☐ A ☐ B ☐ C ☐ D
4. ☐ A ☐ B ☐ C ☐ D
5. ☐ A ☐ B ☐ C ☐ D
6. ☐ A ☐ B ☐ C ☐ D
7. ☐ A ☐ B ☐ C ☐ D
8. ☐ A ☐ B ☐ C ☐ D
9. ☐ A ☐ B ☐ C ☐ D
10. ☐ A ☐ B ☐ C ☐ D

I, \_\_\_\_\_ certify  
that I personally completed this test.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Please email my certificate to \_\_\_\_\_

Your email address

Please return this answer sheet to [AlaskaRealEstateSchool.com](http://AlaskaRealEstateSchool.com) for  
grading (must have a 70% or better score to receive a certificate)

Mail to: Denny Wood

PO Box 241727, Anchorage, Alaska 99524

Or toll free fax 866-659-8458

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### Course Evaluation

Course Name: Create a Great Deal

Instructor Name: Denny Wood

Location:

Course Number: 2570

Date:

Please circle the appropriate number (Scale: 5=Excellent; 4=Very Good; 3=Good; 2=Poor; 1=Very Poor)

Course	Excellent	Very Good	Good	Poor	Very Poor
1. How relevant was this course to your day-to-day practice of real estate?	5	4	3	2	1
2. How would you rate the quality of the course materials? (organized, up-to-date, and relevant)?	5	4	3	2	1
3. Was the course setting conducive to learning (clean, well-lit, room to write)?	5	4	3	2	1
4. Was the course materials utilized effectively during class time?	5	4	3	2	1
5. What is your overall evaluation of this course?	5	4	3	2	1

Instructor	Excellent	Very Good	Good	Poor	Very Poor
1. How well did the instructor demonstrate an in-depth knowledge off the course subject	5	4	3	2	1
2. How prepared was the instructor for the course?	5	4	3	2	1
3. How well did the instructor follow the course outline?	5	4	3	2	1
4. Did the instructor actively encourage student participation?	5	4	3	2	1
5. What is your overall evaluation of this instructor?	5	4	3	2	1

Was the class started on time at the beginning of class, after break times, and lunches? ☐ Yes ☐ No

Were instructions given regarding the attendance policy, credit, classroom policy and breaks at the beginning of the class ☐ Yes ☐ No

Remarks: \_\_\_\_\_  
\_\_\_\_\_

Signature \_\_\_\_\_ License # \_\_\_\_\_



Thank You for Choosing



Please complete your test and fill out the course  
evaluation sheet and return them both

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