



MGMT3000

The Art of Negotiation

Session 1, Special circumstances 2021

Department of Management

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Notice

As part of [Phase 3 of our return to campus plan](#), most units will now run tutorials, seminars and other small group activities on campus, and most will keep an online version available to those students unable to return or those who choose to continue their studies online.

To check the availability of face-to-face activities for your unit, please go to [timetable viewer](#). To check detailed information on unit assessments visit your unit's iLearn space or consult your unit convenor.

General Information

Unit convenor and teaching staff

Unit Convenor

Troy Sarina

troy.sarina@mq.edu.au

Consultation: Please email to arrange an appointment

Ian Dunbar

ian.dunbar@mq.edu.au

Credit points

10

Prerequisites

130cp at 1000 level or above including (20cp in BBA or BUS or HRM or MGMT or MKTG units at 2000 level or above)

Corequisites

Co-badged status

Unit description

This unit examines the conceptual frameworks and fundamental skills required for effective negotiations. Students learn how to resolve conflict and overcome impasses in various negotiation contexts including commercial, legal and labour relations in both domestic and international settings. This unit will expose students to core negotiation frameworks, strategies and tactics required to engage in effective negotiations. Students will have the opportunity to apply this theoretical learning through a series of practical negotiation simulations held in tutorials, thereby facilitating the evaluation of frameworks examined in the unit as well as providing students with the opportunity to reflect on their own capacity to negotiate effectively.

Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at <https://www.mq.edu.au/study/calendar-of-dates>

Learning Outcomes

On successful completion of this unit, you will be able to:

ULO1: Analyse and apply negotiation theories to solve problems.

ULO2: Effectively communicate negotiation strategies that address conflict in a range of

contexts.

ULO3: Evaluate and reflect on the role that relationships, power dynamics and cultural differences can have on a negotiation process.

General Assessment Information

Late Assessment Policy:

Late assessment submissions must be submitted through the appropriate submission link in [iLearn](#). No extensions will be granted unless an application for [Special Consideration](#) is made and approved. There will be a **deduction of 10%** of the total available marks made from the total awarded mark for each **24 hour period** or part thereof that the submission is late. Late submissions will not be accepted after solutions have been discussed and/or made available.

Note: applications for [Special Consideration Policy](#) must be made within 5 (five) business days of the due date and time.

Assessment Tasks

Name	Weighting	Hurdle	Due
Negotiation Plan	30%	No	Week 6
Negotiation Scenario	50%	No	Week 11
Negotiation simulation reflection task	20%	No	Week 13

Negotiation Plan

Assessment Type [1](#): Plan

Indicative Time on Task [2](#): 20 hours

Due: **Week 6**

Weighting: **30%**

A plan of up to 1,500 words worth 30%.

On successful completion you will be able to:

- Analyse and apply negotiation theories to solve problems.
- Effectively communicate negotiation strategies that address conflict in a range of contexts.

Negotiation Scenario

Assessment Type [1](#): Report

Indicative Time on Task ²: 30 hours

Due: **Week 11**

Weighting: **50%**

A report of 2,000 words worth 50%.

On successful completion you will be able to:

- Analyse and apply negotiation theories to solve problems.
- Effectively communicate negotiation strategies that address conflict in a range of contexts.
- Evaluate and reflect on the role that relationships, power dynamics and cultural differences can have on a negotiation process.

Negotiation simulation reflection task

Assessment Type ¹: Simulation/role play

Indicative Time on Task ²: 15 hours

Due: **Week 13**

Weighting: **20%**

A critical reflection of 1,000 words based on in-class simulations worth 20%.

On successful completion you will be able to:

- Analyse and apply negotiation theories to solve problems.
- Effectively communicate negotiation strategies that address conflict in a range of contexts.

¹ If you need help with your assignment, please contact:

- the academic teaching staff in your unit for guidance in understanding or completing this type of assessment
- the [Writing Centre](#) for academic skills support.

² Indicative time-on-task is an estimate of the time required for completion of the assessment task and is subject to individual variation

Delivery and Resources

Required Text	Lewicki, R.J. & Saunders, D.M. and Berry, B. (2019) <i>Negotiation 8</i> , McGraw Hill: United States.
Unit Web Page	The web page for this unit can be found at: https://ilearn.mq.edu.au/login/
Technology Used and Required	<p>Students are required to have access to a personal computer and familiarise themselves with iLearn (https://ilearn.mq.edu.au/login/).</p> <p>iLearn will be used to post lecture slides, assessment details, student grades and as a means of communication between staff members and students.</p>
Delivery Format and Other Details	The timetable for classes can be found on the University web site at: http://www.timetables.mq.edu.au/
Recommended readings	Recommended readings are provided via Leganto on the iLearn Unit page
Inherent Requirements	None

Unit Schedule

Week	Lecture Topic (& reading)	Tutorial Topic (see detailed program below)
1	Unit Overview The Nature of Negotiation Lewicki et al., Chapter 1.	No tutorial
2	Strategy and Planning Lewicki et al., Chapters 2 & 4.	How well are you equipped to bargain? + Allocation of groups for Negotiation Plan and Scenario Assessments (1 & 2)
3	Strategy and Tactics for Distributive Negotiation Lewicki et al., Chapter 2.	Planning to negotiate effectively
4	Strategy and Tactics for Integrative Bargaining Lewicki et al., Chapter 3.	Buying a used car: How hard can it be?
5	Keep calm! The role of Perception, Cognition, and Emotion Lewicki et al., Chapter 6.	Win as Much as You Can
6	READING WEEK DUE TO PUBLIC HOLIDAY ON FRIDAY 2ND APRIL	
	MID SEMESTER BREAK Monday 5th April - Sunday 18th April	

7	The role of communication in negotiating effectively Lewicki et al., Chapter 7.	Collective Bargaining at Central Division- Introduction
8	Negotiation Power & resolving conflict Lewicki et al. Chapter 8, 18.	Collective Bargaining at Central Division (Determining your bargaining position)
9	The importance of Relationships and teams in Negotiations: Blessing or a Curse? Lewicki et al. Chapters 10 & 11.	Collective Bargaining at Central Division - Negotiating an Outcome (I)
10	Ethics in Negotiations Lewicki et al. Chapter 5.	Collective Bargaining at Central Division- Negotiating an Outcome (II)
11	Negotiating in a Global context: International and Cross-Cultural Negotiation Lewicki et al. Chapter 16.	Ethics in Negotiation: Applying the Sins II Scale
12	Best Practices in Negotiations Lewicki et al. Chapter 20.	500 English sentences: Understanding the impact of culture on negotiation processes
13	Subject Review	Negotiation simulation reflection task discussion

Policies and Procedures

Macquarie University policies and procedures are accessible from [Policy Central](https://policies.mq.edu.au) (<https://policies.mq.edu.au>). Students should be aware of the following policies in particular with regard to Learning and Teaching:

- [Academic Appeals Policy](#)
- [Academic Integrity Policy](#)
- [Academic Progression Policy](#)
- [Assessment Policy](#)
- [Fitness to Practice Procedure](#)
- [Grade Appeal Policy](#)
- [Complaint Management Procedure for Students and Members of the Public](#)
- [Special Consideration Policy](#)

Students seeking more policy resources can visit [Student Policies](https://students.mq.edu.au/support/study/policies) (<https://students.mq.edu.au/support/study/policies>). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

To find other policies relating to Teaching and Learning, visit [Policy Central](https://policies.mq.edu.au) (<https://policies.mq.edu.au>) and use the [search tool](#).

Student Code of Conduct

Macquarie University students have a responsibility to be familiar with the Student Code of

Conduct: <https://students.mq.edu.au/admin/other-resources/student-conduct>

Results

Results published on platform other than [eStudent](#), (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in [eStudent](#). For more information visit ask.mq.edu.au or if you are a Global MBA student contact globalmba.support@mq.edu.au

Student Support

Macquarie University provides a range of support services for students. For details, visit <http://students.mq.edu.au/support/>

Learning Skills

Learning Skills (mq.edu.au/learningskills) provides academic writing resources and study strategies to help you improve your marks and take control of your study.

- [Getting help with your assignment](#)
- [Workshops](#)
- [StudyWise](#)
- [Academic Integrity Module](#)

The Library provides online and face to face support to help you find and use relevant information resources.

- [Subject and Research Guides](#)
- [Ask a Librarian](#)

Student Services and Support

Students with a disability are encouraged to contact the [Disability Service](#) who can provide appropriate help with any issues that arise during their studies.

Student Enquiries

For all student enquiries, visit Student Connect at ask.mq.edu.au

If you are a Global MBA student contact globalmba.support@mq.edu.au

IT Help

For help with University computer systems and technology, visit http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/.

When using the University's IT, you must adhere to the [Acceptable Use of IT Resources Policy](#). The policy applies to all who connect to the MQ network including students.