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Disclaimer
Macquarie University has taken all reasonable measures to ensure the information in this publication is accurate and up-to-date. However, the information may change or become out-dated as a result of change in University policies, procedures or rules. The University reserves the right to make changes to any information in this publication without notice. Users of this publication are advised to check the website version of this publication [or the relevant faculty or department] before acting on any information in this publication.
General Information

Unit convenor and teaching staff
Unit Convenor
Dr Helen Siuki
helen.siuki@mq.edu.au
Contact via email
4 Eastern Rd, level 2, room 240.
Thursday 11am-12pm.

Credit points
10

Prerequisites
40cp at 1000 level or above including MKTG1001 or MKTG101

Corequisites
MKTG1003 or MKTG203

Co-badged status

Unit description
Qualitative insights provide organisations with an in-depth perspective of emerging market trends and novel consumer behaviours. Organisations use qualitative insights to better engage and deliver value to their customers, identify new opportunities and fuel their competitive advantage.

This unit equips students with knowledge of the role, theory and methods used in qualitative research. Students will develop skills in qualitative research design, data collection and analysis, including the use of different software packages. Students will also learn how to interpret and translate results to deliver strategic insights, and effectively deliver their findings through both oral and written communication.

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: Apply qualitative research skills and analytic techniques to derive marketing and consumer insights.
ULO2: Critically evaluate qualitative approaches, theories and techniques in deriving research insights.

ULO3: Demonstrate global sustainable thinking to create coherent and theoretically rigorous arguments to address marketing problems.

**General Assessment Information**

*Late Assessment Submission Penalty (written assessments)*

Unless a Special Consideration request has been submitted and approved, a 5% penalty (of the total possible mark) will be applied each day a written assessment is not submitted, up until the 7th day (including weekends). After the 7th day, a grade of ‘0’ will be awarded even if the assessment is submitted. Submission time for all written assessments is set at 11.55pm. A 1-hour grace period is provided to students who experience a technical concern.

For any late submissions of time-sensitive tasks, such as scheduled tests/exams, performance assessments/presentations, and/or scheduled practical assessments/labs, students need to submit an application for Special Consideration.

**Assessment Tasks**

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Practice-Based Task</td>
<td>40%</td>
<td>No</td>
<td>Week 2- Week 13</td>
</tr>
<tr>
<td>Qualitative Analysis</td>
<td>45%</td>
<td>No</td>
<td>Week 10</td>
</tr>
<tr>
<td>Video Presentations</td>
<td>15%</td>
<td>No</td>
<td>Week 13</td>
</tr>
</tbody>
</table>

**Practice-Based Task**

Assessment Type: Practice-based task

Indicative Time on Task: 15 hours

Due: Week 2- Week 13

Weighting: 40%

Various practice-based tasks will be given throughout the semester. Some of these are take-home tasks, others are to be completed during the workshops. They might include completion of worksheets, hands-on practices etc. There will be minimum four random collections of those tasks. Each task is worth 10%.
On successful completion you will be able to:

- Apply qualitative research skills and analytic techniques to derive marketing and consumer insights.
- Critically evaluate qualitative approaches, theories and techniques in deriving research insights.
- Demonstrate global sustainable thinking to create coherent and theoretically rigorous arguments to address marketing problems.

**Qualitative Analysis**

Assessment Type 1: Qualitative analysis task
Indicative Time on Task 2: 20 hours
Due: **Week 10**
Weighting: **45%**

This is an individual assessment that involves conducting qualitative analysis using NVivo on the data generated in the online focus groups, interpreting results and writing a summary of the insights gained. Specific instructions and marking guide will be provided on iLearn. NVivo analysis and 1,000 word results summary

On successful completion you will be able to:

- Apply qualitative research skills and analytic techniques to derive marketing and consumer insights.
- Critically evaluate qualitative approaches, theories and techniques in deriving research insights.

**Video Presentations**

Assessment Type 1: Presentation
Indicative Time on Task 2: 10 hours
Due: **Week 13**
Weighting: **15%**

This is a group assessment task that involves creating a video presentation examining a sustainability challenge facing the world today by identifying reasons why the issue has not been solved and providing innovative ways marketing can address the problem. 50% will be assessed on individual contribution and 50% based on the group presentation. Specific instructions and marking guide will be provided on iLearn.
On successful completion you will be able to:

- Apply qualitative research skills and analytic techniques to derive marketing and consumer insights.
- Demonstrate global sustainable thinking to create coherent and theoretically rigorous arguments to address marketing problems.

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

Lectures, seminars and computer laboratories:

- This course will be delivered in online and face-to-face modes.

Students enrolled in ONLINE DELIVERY: there will be 1-hour online pre-recorded lecture on a weekly basis, plus a 1.5-hour online weekly workshop, and 0.5-hour asynchronous activities.

Students enrolled in FACE-TO-FACE DELIVERY: there will be 1-hour online pre-recorded lecture on a weekly basis, plus a 1.5-hour face-to-face weekly workshop on campus, and 0.5-hour asynchronous activities.

Students are expected to review the lecture material, complete the readings, watch any video content and prepare the discussion questions in advance of the weekly workshop.

- The timetable for classes can be found on the University website at: http://www.timetables.mq.edu.au/

Required and Recommended Texts and/or Materials

Required Textbook

Additional Recommended Textbook:


Required Video (students are required to view the following videography)


Additional Recommended Videos:


Required Journal Articles (students are required to read the following journal articles)


Additional Recommended Journal Articles:

- Arsel, Z., 2017. Asking questions with reflexive focus: A tutorial on designing and


**Technology Used and Required:**

- Students will need to have access to a personal computer, with access to the Internet and word processor software.

- In laboratories, we will use MS-Word, MS-Excel, NVivo, FocusGroupIt, Adobe Spark Video, etc.

**Unit Web Page**

- The web page for this unit can be found at: iLearn http://ilearn.mq.edu.au

- All announcements and resources will be available on the web site. Resource materials include lecture slides, assessment tasks, and links to journal articles and videos. There is also a forum for student interaction and contact with faculty. You should consult the course Website several times per week for messages and updates.

**Unit Schedule**

Please refer to iLearn.

**Policies and Procedures**

Macquarie University policies and procedures are accessible from Policy Central (https://policies.mq.edu.au). Students should be aware of the following policies in particular with regard to Learning and Teaching:
Students seeking more policy resources can visit Student 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) 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

Academic Integrity

At Macquarie, we believe academic integrity – honesty, respect, trust, responsibility, fairness and courage – is at the core of learning, teaching and research. We recognise that meeting the expectations required to complete your assessments can be challenging. So, we offer you a range of resources and services to help you reach your potential, including free online writing and maths support, academic skills development and wellbeing consultations.

Student Support

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

The Writing Centre

The Writing Centre provides resources to develop your English language proficiency, academic writing, and communication skills.

- Workshops
- Chat with a WriteWISE peer writing leader
Student Services and Support

Macquarie University offers a range of Student Support Services including:

- **IT Support**
- **Accessibility and disability support** with study
- **Mental health support**
- **Safety support** to respond to bullying, harassment, sexual harassment and sexual assault
- **Social support including information about finances, tenancy and legal issues**

Student Enquiries

Got a question? Ask us via AskMQ, or contact Service Connect.

IT Help

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

**Changes from Previous Offering**

No major changes from previous offering.