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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
Leanne Carter
leanne.carter@mq.edu.au
Room 229, 4ER
Please email for an appointment

Credit points
10

Prerequisites
130cp at 1000 level or above including MKTG202 or MKTG2002 or MKTG2008 or MKTG208

Co-requisites

Co-badged status

Unit description
Today, the competitive business world needs people who can bridge the gap between theory and practice. Businesses need marketers who can integrate their knowledge and consolidate their skills essential in designing and implementing marketing research projects to understand market behavior and develop useful marketing strategies. This unit develops students' ability to apply marketing theory to practice through solving a marketing problem for a Client Partner. This unit focuses on identifying factors which influence the competitive positioning of a firm within an industry and to achieve an ethical, socially responsible, and sustainable competitive advantage.

Visit Employability Connect for important information on this unit.

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: Identify factors that influence the competitive position of a firm.
ULO2: Synthesise a range of perspectives on marketing strategies in practice to independently and collaboratively identify and effectively communicate potential solution/
s.

**ULO3:** Reflect on team processes that enable industry analysis, assessment of marketing opportunities and the development of potential solution/s.

**ULO4:** Reflect on ethical considerations in marketing contexts.

### 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>Multimedia Production</td>
<td>20%</td>
<td>No</td>
<td>Week 3</td>
</tr>
<tr>
<td>Report</td>
<td>25%</td>
<td>No</td>
<td>Week 7</td>
</tr>
<tr>
<td>Project</td>
<td>40%</td>
<td>No</td>
<td>Week 12</td>
</tr>
<tr>
<td>Reflection</td>
<td>15%</td>
<td>No</td>
<td>Week 13</td>
</tr>
</tbody>
</table>

**Multimedia Production**

*Assessment Type 1:* Creative work  
*Indicative Time on Task 2:* 20 hours  
*Due:* **Week 3**  
*Weighting:* **20%**

Students will produce a 3-5 minute multimedia production.
On successful completion you will be able to:

- Reflect on ethical considerations in marketing contexts.

**Report**

Assessment Type 1: Report  
Indicative Time on Task: 20 hours  
Due: Week 7  
Weighting: 25%

Submit a 2,000 word progress report to demonstrate your understanding of the relevant situation analysis in the group marketing project. This is an individual assignment.

On successful completion you will be able to:

- Identify factors that influence the competitive position of a firm.

**Project**

Assessment Type 1: Project  
Indicative Time on Task: 20 hours  
Due: Week 12  
Weighting: 40%

This is a group task which is made up of two components:

- Group Report - 3,000 words, is written by all members of the group (20%)
- Individual Presentation of 3 to 5 minutes (20%)

On successful completion you will be able to:

- Synthesise a range of perspectives on marketing strategies in practice to independently and collaboratively identify and effectively communicate potential solution/s.

**Reflection**

Assessment Type 1: Reflective Writing  
Indicative Time on Task: 10 hours  
Due: Week 13  
Weighting: 15%
Submit a 1,000 word critical reflection on teamwork.

On successful completion you will be able to:

• Reflect on team processes that enable industry analysis, assessment of marketing opportunities and the development of potential solution/s.

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**

Please refer to iLearn for these details.

**Unit Schedule**

<table>
<thead>
<tr>
<th>Week</th>
<th>Lectures</th>
<th>Tutorial F2F or Zoom Sessions Synchronous (In timetabled tutorial time)</th>
<th>Assessments and other significant information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>Introduction to unit and Ethics</td>
<td>Unit Guide and Assessments Forming Groups Zoom Sessions 2 Breakout rooms of 15 students (120 mins)</td>
<td></td>
</tr>
</tbody>
</table>

[https://unitguides.mq.edu.au/unit_offers/159796/unit_guide/print](https://unitguides.mq.edu.au/unit_offers/159796/unit_guide/print)
<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
<th>Activities</th>
</tr>
</thead>
</table>
| 2    | Red Ocean and Other Marketing Frameworks | Review Ethics and CSR activities  
Secondary research about the Client Partner (getting ready for their presentation)  
Zoom Sessions  
2 Breakout rooms of 15 students (120 mins) |
| 3    | Client Partner Presentation (live) | NO COMPULSORY TUTORIAL THIS WEEK  
Client presentation replaces usual lecture  
*MONDAY 6th March at 4pm. TBC*  
Multi-media Video Presentation  
Due 11pm Sunday |
| 4    | From Red Ocean to Blue Ocean - The Four Phases for Analysis | Situation Analysis  
Phases 1 to 4 Activities  
Zoom Sessions  
4 Breakout rooms (30 mins per phase) |
| 5    | Australian Marketplace Data, Consumers, Competitors, the Supply Chain and the Client Partner | Situation Analysis  
Phase 1 to 4 Activities  
Phase 1-4 Zoom Sessions  
4 Breakout rooms (30 mins per phase) |
| 6    | Marketing Frameworks Revisited | Situation Analysis  
Phase 1 to 4 Activities  
Zoom Session  
Student Consultations as required - please refer to your individual Tutor for further details  
Marks released and feedback for Multi-media Video Presentation |
### Week 7
**Working in High Performing Teams**
Combining Porter’s model, the Value Chain, PESTEL and other Marketing Frameworks with Blue Ocean Tools

**Working in High Performing Teams: the worksheet activities**
Blue Ocean Strategy: Tools of Analysis - start thinking of potential solutions for our industry partner.

**Zoom Session**
After being briefed on the Team Worksheets, Students should be working independently as they finalise their phase reports. Q&A drop-in clinic as required.

**Phase Reports**
Due 11pm Sunday
Please note that this is due date coincides with our Easter Break. Plan your diary to take this into account.

### Week 8
**Blue Ocean Strategy Theory**

**Feedback on Phase Reports**
Teamwork

**Strategy Development (BOS) - Using Blue Ocean tools of analysis to identify potential strategies**

**Zoom Session**
Whole class to discuss BOS tools

### Week 9
**Application of Blue Ocean tools for the Industry Partner**

**Strategy Development (BOS)**

**Zoom Session**
Up to 10 breakout rooms of 4 students
Groups 1 to 10

### Week 10
**Persuasive Presentations**

**Persuasive Presentations and Strategy Development (BOS)**

**Zoom Session**
Up to 10 breakout rooms of 4 students
Groups 1 to 10
### Policies and Procedures

Macquarie University policies and procedures are accessible from Policy Central [here](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**

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**Unit guide** MKTG3004 PACE: Marketing Project

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| Week 11 | Blue Ocean Tools and the Strategies-putting them all together | Strategy Development (BOS)-Finalising the Strategies  
Presentation Techniques  
Open Zoom session for all students in tutorial class |
|---|---|---|
| Week 12 | The Importance of Reflection in Education, Work and Life | Presentation Techniques  
Finalising BOS The Strategies, the Prototypes and the Budgets  
Open Zoom session for all students in tutorial class |
| Week 13 | Grand Final Presentations and Reflections from the Client Partner | Student consultations  
Students to work on reflective journals.  
Open Zoom session for all students in tutorial class |

**Group Report**  
Due Sunday 11pm  

**Group Presentation**  
Due Sunday 11pm  

**Individual Peer Assessment Form**  
Due Sunday 11pm  

**Reflective Journal**  
Due 11pm Sunday  

Marks for the Group Report will be released on iLearn on week commencing 12th June.  

Marks for Reflective Journal and Individual Presentation are to be withheld until all grades are released with end of session results.
• Fitness to Practice Procedure
• Assessment Procedure
• Complaints Resolution 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). 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
• Access StudyWISE
• Upload an assignment to Studiosity
• Complete the Academic Integrity Module

https://unitguides.mq.edu.au/unit_offerings/159796/unit_guide/print
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**

Macquarie University offers a range of **Student Support Services** including:

- **IT Support**
- **Accessibility and disability support** with study support
- 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 Advocacy** provides independent advice on MQ policies, procedures, and processes

**Student Enquiries**

Got a question? Ask us via [AskMQ](https://www.mq.edu.au/servicenow/app/service_desk), or contact [Service Connect](https://www.mq.edu.au/servicenow/app/service_desk).

**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](https://www.mq.edu.au/about_us/offices_and_units/information_technology/help/). The policy applies to all who connect to the MQ network including students.