MGMT3000

The Art of Negotiation

Session 2, Online-scheduled-weekday 2024

Department of Management

Contents

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General Information

Unit convenor and teaching staff Ian Dunbar ian.dunbar@mq.edu.au
Credit points 10
Prerequisites 130cp at 1000 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 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 one-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 apply for Special

Consideration.

Assessment Tasks

Name	Weighting	Hurdle	Due
Negotiation Plan	30%	No	Week 5
Negotiation Simulation Reflection Task	40%	No	Week 11
Active Engagement Task	30%	No	Weeks 2 - 13

Negotiation Plan

Assessment Type [1]: Plan
Indicative Time on Task [2]: 20 hours
Due: **Week 5**
Weighting: **30%**

An individual reflection on their one-on-one negotiation drawing on negotiation theories and concepts.

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 Simulation Reflection Task

Assessment Type [1]: Report

Indicative Time on Task [2]: 30 hours
Due: **Week 11**
Weighting: **40%**

An individual reflection on their group negotiation drawing on negotiation theories and concepts.

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.

Active Engagement Task

Assessment Type [1]: Participatory task
Indicative Time on Task [2]: 15 hours
Due: **Weeks 2 - 13**
Weighting: **30%**

This participatory task will comprise of students' completion of tutorial tasks in-class, including negotiation activities, and interaction in tutorials.

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.

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[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

The Compulsory Text for the unit is: Lewicki, R.J. & Saunders, D.M. and Berry, B. (2024) (9th edition) Negotiation , McGraw Hill: United States:

Full textbook details:

ISE Negotiation

9th Edition

By Roy J. Lewicki, David M. Saunders, Bruce Barry

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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:

- Academic Appeals Policy
- Academic Integrity Policy
- Academic Progression Policy
- Assessment Policy
- 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 connect.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

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
- 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 the Service Connect Portal, 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/.

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.

Unit information based on version 2024.04 of the Handbook