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## General Information

**Unit convenor and teaching staff**

**Unit Convenor**
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Room 229, 4ER
Please email for an appointment

**Tutor**
Lauren Gellatly
[lauren.gellatly@mq.edu.au](mailto:lauren.gellatly@mq.edu.au)
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Please email for an appointment

**Tutor**
Trisha Koslow
[trisha.koslow@mq.edu.au](mailto:trisha.koslow@mq.edu.au)
Contact via email
Please email for an appointment

**Credit points**
10

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

**Corequisites**
MKTG1003 or MKTG203

**Co-badged status**

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https://unitguides.mq.edu.au/unit_offerings/164422/unit_guide/print
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, individually and/or in collaboration, 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 apply 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>Weeks 2 to 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 1: Practice-based task
Indicative Time on Task 2: 15 hours
Due: **Weeks 2 to 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, individually and/or in collaboration, 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
On successful completion you will be able to:

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

### Video Presentations

**Assessment Type**: Presentation

**Indicative Time on Task**: 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, individually and/or in collaboration, to derive marketing and consumer insights.
- Demonstrate global sustainable thinking to create coherent and theoretically rigorous arguments to address marketing problems.

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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

Please refer to iLearn for details
Unit Schedule
Please refer to iLearn for details

Policies and Procedures
Macquarie University policies and procedures are accessible from Policy Central (https://policy.s.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 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/](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](http://students.mq.edu.au/support/) 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 [AskMQ](http://askmq.mq.edu.au/), or contact [Service Connect](http://servicconnect.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/](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](http://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.
Unit information based on version 2024.03 of the Handbook.