



# GMBA8011

## Be Competitive

Coursera term 3, Online-scheduled-weekday 2025

*Department of Management*

## Contents

<u>General Information</u>	2
<u>Learning Outcomes</u>	2
<u>General Assessment Information</u>	3
<u>Assessment Tasks</u>	4
<u>Delivery and Resources</u>	6
<u>Unit Schedule</u>	6
<u>Policies and Procedures</u>	6

### Disclaimer

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## General Information

Unit convenor and teaching staff

Kheng Quek

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Credit points

5

Prerequisites

Admission to GMBA or GradCertGlobalBusPrac

Corequisites

Co-badged status

Unit description

The ability to generate strategic insights is an expectation for the "future of work" but what does this actually mean? Are there universal principles of strategic thinking that can help us become more effective at developing insights? And how can these strategic insights help an organisation become more competitive? This unit examines the basic elements of strategy through a set of rich and nuanced business models. It covers classic strategic questions and topics with an emphasis on diverse and emergent themes, such as open innovation and strategy, networks, platforms and other business model innovations, and the processes and practices of strategy, and their effects. Students apply the tools and techniques of contemporary strategic analysis and also reflect on the doing of strategy in the context of their own business or workplace, and other real cases. In parallel, students are encouraged to develop a reflective and critical perspective on the implications and impacts of taken-for-granted strategy thinking, concepts and tools, and conversely are asked to consider the future of strategy, centred on how strategic management can provide solutions for pressing sustainability-related societal-level challenges.

## 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:** Critically consider the forces that shape competition for economic exchanges.

**ULO2:** Analyse the sources of value in company offerings and how markets are

segmented based on differences in perceived value.

**ULO3:** Evaluate and develop strategic options that are suitable, feasible, and acceptable.

**ULO4:** Effectively communicate a strategy in a way that is relevant, concise, and actionable

## General Assessment Information

### Submission

You will submit your assessment tasks via your online unit on Coursera.

For individual submissions, please use the following naming convention for your file:

**lastname-firstname-GMBxxx-A1.\***

**lastname-firstname-GMBxxx-A2.\***

For group submissions, please use the following naming convention for your file:

**team-number-GMBxxx-A1.\***

**team-number-GMBxxx-A2.\***

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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 11:59pm(Sydney time). 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.

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### Formatting instructions

These instructions pertain only to written assignments. In the case of other formats (e.g., slide decks) specific formatting instructions may apply. Written assignments should be in 11 point Arial font with 1.5 line spacing. Each page of the report should be numbered and have at minimum 2.5 cm margins from the left and right edges and top and bottom of the page. The word count is strictly enforced. The actual word length of the document, not including references or appendices, should be clearly stated on the title page of the report. Written assignments should have the following structure:

1. A title page with the question, your student name and student number, word count of the text
2. The body of the report structured with paragraphs and with appropriate headings and

citations, with page numbers.

3. Complete reference list of material cited in the text.

## Referencing

Please use the American Psychological Association (APA) 6th edition reference style. This means that when referring to an article or book etc, you indicate the author's name followed by the year of publication (Jones, 1989). For multiple authors include all names (Jones, Smith, & Wilson, 1990). If you use a direct quote put the quoted words in "quotation marks" and include the page number with the reference (Jones, 1989, p. 76). A reference list should be presented in alphabetical order at the end of the paper. Further information on APA style is available at <http://li.bguides.mq.edu.au/content.php?pid=85232&sid=634282>

## Commercial in Confidence

Please note that you must not disclose any information marked 'Commercial in Confidence' without permission from the party who supplied it (e.g., your current or previous employer, customers, etc.).

## Assessment Tasks

Name	Weighting	Hurdle	Due
<a href="#">Strategy Analysis</a>	40%	No	Monday 26th May 11:59pm(Sydney time)
<a href="#">Strategic Analysis - Group</a>	60%	No	Monday 16th June at 11:59pm(Sydney time)

## Strategy Analysis

Assessment Type <sup>1</sup>: Report

Indicative Time on Task <sup>2</sup>: 10 hours

Due: **Monday 26th May 11:59pm(Sydney time)**

Weighting: **40%**

Length: 1,000 words Format: Individual written report Task: In this written report, you will be asked to conduct a strategic analysis of a company. Please refer to the section Course Resources - Assessment information your online unit for detailed information on this assignment as well as the marking criteria. You will be asked to submit your completed task via the Assessment submission link in your online unit

On successful completion you will be able to:

- Critically consider the forces that shape competition for economic exchanges.
- Analyse the sources of value in company offerings and how markets are segmented based on differences in perceived value.
- Evaluate and develop strategic options that are suitable, feasible, and acceptable.
- Effectively communicate a strategy in a way that is relevant, concise, and actionable

## Strategic Analysis - Group

Assessment Type <sup>1</sup>: Presentation

Indicative Time on Task <sup>2</sup>: 14 hours

Due: **Monday 16th June at 11:59pm(Sydney time)**

Weighting: **60%**

Length: 2-3 slides including presenter notes for individual submission; max. 20 minutes (10-12 slides) for team submission Format: Multimedia group presentation Task: For this assignment, you will work within a team and develop comprehensive strategic analysis and derive strategy recommendations for a major organisation. For detailed information and the marking criteria, please refer to the section Course Resources - Assessment Information in your online unit. You will submit your completed task via the Assignment submission link in your online unit.

On successful completion you will be able to:

- Critically consider the forces that shape competition for economic exchanges.
- Analyse the sources of value in company offerings and how markets are segmented based on differences in perceived value.
- Evaluate and develop strategic options that are suitable, feasible, and acceptable.
- Effectively communicate a strategy in a way that is relevant, concise, and actionable

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<sup>1</sup> 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.

<sup>2</sup> 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

There is no required textbook for this unit. Please refer to the weekly required readings in your online unit. All readings are available via the Macquarie University library and do not need to be purchased separately.

### Delivery method

This unit will be delivered entirely online via the Coursera Learning Management System. Access to a personal computer is required to access the resources and learning materials on Coursera.

#### Unit Schedule

For this unit, Live Events (via the web conferencing software Zoom) will take place once a week starting in Week 1 and ending in Week 6. The links to the events are available via **Live Events** in the online unit. Students are strongly advised to attend the Live Events. Recordings of the live events will be made available within 24 hours of the event and can be accessed via **Resources** in the online unit.

Attending the Live Event each week is an opportunity to engage with the unit content, your Unit Convenor and classmates. Students are encouraged to complete specified Live Event preparation learning activities prior to each scheduled Live Event in order to get the most value out of these sessions.

### Unit Schedule

Refer to Coursera for details of delivery

## 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](#)
- [Assessment Procedure](#)
- [Complaints Resolution Procedure for Students and Members of the Public](#)
- [Special Consideration Policy](#)

Students seeking more policy resources can visit [Student Policies \(https://students.mq.edu.au/support/study/policies\)](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 [connect.mq.edu.au](https://connect.mq.edu.au) or if you are a Global MBA student contact [globalmba.support@mq.edu.au](mailto: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/>

## Academic Success

[Academic Success](#) 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/](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.

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Unit information based on version 2025.01R of the [Handbook](#)