



MGMT3906

Leadership and Influence in Action

Session 1, In person-scheduled-weekday, North Ryde 2025

Department of Management

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General Information

Unit convenor and teaching staff

Unit convenor

Senia Kalfa

senia.kalfa@mq.edu.au

Contact via Email

By appointment

Credit points

10

Prerequisites

150cp including 50cp at 2000 level or above

Corequisites

Co-badged status

Unit description

This unit examines decision-making challenges, managing difficult relationships and building successful ones, and provides a range of competitive and cooperative negotiation strategies. It develops students' ability to develop effective strategies to influence others. Through a series of practical workshops, the unit aims to enhance students' practical skills of influence and persuasion, and further improve their effectiveness as leaders.

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 leadership and influencing skills in a range of contexts.

ULO2: Evaluate the skills that effective leaders and influencers employ

ULO3: Investigate how different forms of power, relationships and ethical considerations can influence leadership

General Assessment Information

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

Name	Weighting	Hurdle	Due
Case Study	40%	No	11/04/2025
Influence in Action	30%	No	23/05/2025
Active engagement	30%	No	Weekly

Case Study

Assessment Type ¹: Case study/analysis

Indicative Time on Task ²: 30 hours

Due: **11/04/2025**

Weighting: **40%**

Students will analyse a case study. The purpose of this assessment is to engage students in a scenario focused on the need to enact change and influence others. Students will draw on knowledge and skills developed in the unit to determine appropriate courses of action and propose recommendations for OR evaluate the actions of the protagonist of the case study.

On successful completion you will be able to:

- Apply leadership and influencing skills in a range of contexts.
- Investigate how different forms of power, relationships and ethical considerations can influence leadership

Influence in Action

Assessment Type ¹: Case study/analysis

Indicative Time on Task ²: 20 hours

Due: **23/05/2025**

Weighting: **30%**

Students are required to demonstrate their ability to influence and persuade within a given

scenario. This assessment allows flexibility in the format chosen to present your case, encouraging creative approaches that best showcase your influencing skills in a professional context.

On successful completion you will be able to:

- Evaluate the skills that effective leaders and influencers employ
- Investigate how different forms of power, relationships and ethical considerations can influence leadership

Active engagement

Assessment Type ¹: Participatory task

Indicative Time on Task ²: 30 hours

Due: **Weekly**

Weighting: **30%**

This participatory task will comprise of students' completion of tasks in-class, contribution to tutorial discussions, and meaningful interaction with peers and teaching staff in tutorials.

On successful completion you will be able to:

- Apply leadership and influencing skills in a range of contexts.
- Evaluate the skills that effective leaders and influencers employ

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 see this unit's iLearn

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 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 2025.02 of the [Handbook](#)