



# MGMT3000

## The Art of Negotiation

Session 2, Online-scheduled-weekday 2026

*Department of Management*

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#### **Disclaimer**

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## General Information

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
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| Unit convenor and teaching staff<br>E-Yang Goh<br><a href="mailto:e-yang.goh@mq.edu.au">e-yang.goh@mq.edu.au</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Credit points<br>10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Prerequisites<br>130cp at 1000 level or above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Corequisites                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Co-badged status                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Unit description<br>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)**

If you submit your assessment late, 5% of the total possible marks will be deducted for each day (including weekends), up to 7 days. Submissions more than 7 days late will receive a mark of 0.

**Example 1 (out of 100):** If you score 85/100 but submit 20 hours late, you will lose 5 marks and receive 80/100.

**Example 2 (out of 30):** If you score 27/30 but submit 20 hours late, you will lose 1.5 marks and receive 25.5/30.

### Extensions:

**Automatic short extension:** Some assessments are eligible for automatic short extension. You can only apply for an automatic short extension before the due date.

**Special Consideration:** If you need more time due to serious issues and for any assessments that are not eligible for Short Extension, you must apply for Special Consideration. Need help? Review the [Special Consideration page](#) for further details.

## Assessment Tasks

| Name                                                           | Weighting | Hurdle | Due        | Groupwork/Individual | Short Extension | AI Approach |
|----------------------------------------------------------------|-----------|--------|------------|----------------------|-----------------|-------------|
| <a href="#">Skills development: Negotiation reflections</a>    | 30%       | No     | 30/08/2026 | Individual           | Yes             | Open AI     |
| <a href="#">Professional practice: Multi-party negotiation</a> | 40%       | No     | 06/10/2026 | Individual           | Yes             | Open AI     |
| <a href="#">Skills development: Single party negotiation</a>   | 30%       | No     | 08/11/2026 | Individual           | Yes             | Open AI     |

### Skills development: Negotiation reflections

Assessment Type <sup>1</sup>: Reflection task

Indicative Time on Task <sup>2</sup>: 15 hours

Due: **30/08/2026**

Weighting: **30%**

Groupwork/Individual: Individual

Short extension <sup>3</sup>: Yes

AI Approach: Open AI

The purpose of this assessment is for you to critically reflect on the change in your negotiation skills through the session.

You will reflect on how you contributed in class, during the negotiation activities, their preparation and de-brief stages; and for you to provide a structured plan explaining clear and tangible actions that you will take in the future, to develop as a negotiator.

### Skills in focus:

- Work readiness
- Critical thinking and problem solving

**Deliverable(s):** Written reflection [max 1200 words], excluding appendices and artefacts.

Individual assessment

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.

## Professional practice: Multi-party negotiation

Assessment Type <sup>1</sup>: Professional task

Indicative Time on Task <sup>2</sup>: 30 hours

Due: **06/10/2026**

Weighting: **40%**

Groupwork/Individual: Individual

Short extension <sup>3</sup>: Yes

AI Approach: Open AI

The purpose of this assessment is for you to further develop your skill as a negotiator, in a multi-party negotiation. You will be placed in a group and will have to collaborate and communicate to develop a series of strategies to conduct a multi-faceted negotiation. You will undertake the negotiation with your group, negotiating with an opposing group, over multiple sessions, to evolve and modify your negotiation strategies.

You will identify and analyse your group's strategies, and how they might change, and will conduct the negotiation. After the negotiation you will assess various aspects of the process, from planning, to execution, to an assessment of your success, both individually and as a group.

### Skills in focus:

- Work readiness
- Collaboration and communication
- Discipline knowledge

**Deliverable(s):** Written report [max 2000 words]

Individual assessment

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.

## Skills development: Single party negotiation

Assessment Type <sup>1</sup>: Professional task

Indicative Time on Task <sup>2</sup>: 20 hours

Due: **08/11/2026**

Weighting: **30%**

Groupwork/Individual: Individual

Short extension <sup>3</sup>: Yes

AI Approach: Open AI

The purpose of this assessment is for you to develop your skills as a negotiator, in a single-party negotiation. You will be required to plan for your negotiation, undertake the negotiation process, and communicate how you select your negotiation strategy. You will also be required to evaluate your performance and that of your partner in the negotiation.

You will identify and analyse your strategy for a single-party negotiation and will conduct the negotiation. After the negotiation you will review various aspects of the process, from planning, to execution, to assessment of success.

### Skills in focus:

- Work readiness
- Communication skills
- Discipline knowledge

**Deliverable(s):** Written report [max 1500 words]

Individual assessment

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.

<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
- [Academic Success](#) 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.

<sup>3</sup> An automatic short extension is available for some assessments. Apply through the [Service Connect Portal](#).

## Delivery and Resources

The unit will be delivered through 1-hour online class and 2-hour tutorials. You are encouraged to go through a given week's class **AFTER** that week's tutorial.

Please see iLearn for the list of mandatory and recommended readings. The vast majority of these readings can be accessed through Waranara Library's Online Resources.

## Policies and Procedures

Macquarie University policies and procedures are accessible from [Policy Central](https://policies.s.mq.edu.au) (<https://policies.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) (<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](http://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.

- [Ask a Study Coach](#)
- [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 <https://students.mq.edu.au/support/technology/service-desk>.

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 2026.03 of the [Handbook](#)