



MGMT8025

Negotiation and Conflict Resolution

Session 2, In person-scheduled-weekday, North Ryde 2026

Department of Management

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General Information

Unit convenor and teaching staff

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Credit points

10

Prerequisites

MGMT6051 or MKTG6096

Corequisites

Co-badged status

Unit description

Negotiation involves influencing how people think, perceive, feel and behave. We apply these skills in every interaction, whether in the business environment, with our family, or in the world of international politics. The path to improving our negotiation performance involves adopting a mindset conducive for negotiations, learning theories, and developing skill in executing the right behaviour at the right time. This subject will increase students' awareness of the complex dynamics in human interaction and decision-making. The subject will draw on multiple disciplines in order to provide students with key theories and frameworks for managing that complexity in a wide range of different contexts. Students will also build practical skills in preparing for, conducting, and reviewing negotiations.

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: Identify and apply negotiation theories and strategies to solve problems.

ULO2: Critically reflect on how assumptions, values, cognitive heuristics and cultural bias impact on negotiation sub processes such as decision making, goal setting and evaluating negotiated outcome.

ULO3: Deconstruct and evaluate negotiation outcomes and processes by applying a multi-disciplinary framework to aid a holistic negotiation debrief.

General Assessment Information

Late Submission Penalties

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
Skills development: Single party negotiation	30%	No	25/08/2026	Individual	Yes	Open AI
Professional practice: Multi-party negotiation	40%	No	07/10/2026	Individual	Yes	Open AI
Skills development: Negotiation reflections	30%	No	10/11/2026	Individual	Yes	Open AI

Skills development: Single party negotiation

Assessment Type ¹: Professional task

Indicative Time on Task ²: 20 hours

Due: **25/08/2026**

Weighting: **30%**

Groupwork/Individual: Individual

Short extension ³: 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 1200 words]

Individual assessment

On successful completion you will be able to:

- Identify and apply negotiation theories and strategies to solve problems.
- Critically reflect on how assumptions, values, cognitive heuristics and cultural bias impact on negotiation sub processes such as decision making, goal setting and evaluating negotiated outcome.

Professional practice: Multi-party negotiation

Assessment Type ¹: Professional task

Indicative Time on Task ²: 30 hours

Due: **07/10/2026**

Weighting: **40%**

Groupwork/Individual: Individual

Short extension ³: 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 1500 words]

Individual assessment

On successful completion you will be able to:

- Identify and apply negotiation theories and strategies to solve problems.
- Critically reflect on how assumptions, values, cognitive heuristics and cultural bias impact on negotiation sub processes such as decision making, goal setting and evaluating negotiated outcome.
- Deconstruct and evaluate negotiation outcomes and processes by applying a multi-disciplinary framework to aid a holistic negotiation debrief.

Skills development: Negotiation reflections

Assessment Type ¹: Reflection task

Indicative Time on Task ²: 15 hours

Due: **10/11/2026**

Weighting: **30%**

Groupwork/Individual: Individual

Short extension ³: 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:

- Identify and apply negotiation theories and strategies to solve problems.
- Critically reflect on how assumptions, values, cognitive heuristics and cultural bias impact on negotiation sub processes such as decision making, goal setting and evaluating negotiated outcome.
- Deconstruct and evaluate negotiation outcomes and processes by applying a multi-disciplinary framework to aid a holistic negotiation debrief.

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
- [Academic Success](#) 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.

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

Delivery and Resources

There is no required text for this course. In addition to listening to recorded lectures, students are encouraged to read and consult the articles and textbooks in the course reading list. This list can be accessed via the Leganto tile found on iLearn. However, it is strongly recommended that students should obtain and explore the following textbook:

Lewicki, R. J., Saunders, D. M., & Barry, B. (2024). *Negotiation* (9th ed.). McGraw Hill.

Unit Schedule

Please check iLearn for the unit schedule

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/>

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.

Unit information based on version 2026.02 of the [Handbook](#)