

ARBE6406: Negotiation and Conflict Resolution

Online

Trimester 2 - 2024



THE UNIVERSITY OF
NEWCASTLE
AUSTRALIA

OVERVIEW

Course Description	Describes the principles and application of negotiation and conflict resolution skills throughout the project life cycle.
Academic Progress Requirements	Nil
Contact Hours	Online Online Activity Online 2 hour(s) per week(s) for 12 week(s) starting Week 1 Self-Directed Learning Self-Directed 10 hour(s) per week(s) for 12 week(s) starting Week 1
Unit Weighting Workload	10 Students are required to spend on average 120-140 hours of effort (contact and non-contact) including assessments per 10 unit course.

COURSE OUTLINE

CONTACTS

Course Coordinator **Online**
Dr Helen Giggins
Helen.Giggins@newcastle.edu.au
(02) 4921 6424
Consultation: Please refer to Course Contacts in Canvas.

Teaching Staff Other teaching staff will be advised on the course Canvas site.

School Office **School of Architecture and Built Environment**
Architecture Building
Callaghan
archbe@newcastle.edu.au
+61 2 4921 5771

SYLLABUS

Course Content 1. Examining the project life cycle and stakeholders and the likely areas of conflict
2. Understanding the advantages and disadvantages of negotiation and conflict resolution approaches
3. Applying negotiation and conflict resolution

Course Learning Outcomes **On successful completion of this course, students will be able to:**
1. Identify the potential points of conflict during the project life cycle.

2. Explain and compare the principles of a variety of negotiation and conflict resolution techniques

3. Apply a variety of negotiation and conflict resolution techniques

Course Materials **Lecture Materials:**
- All materials and course readings are accessed through Canvas in the Course Site.

SCHEDULE

Week	Week Begins	Topic	Learning Activity	Assessment Due
1	13 May	Introduction	Assigned to teams and meet with teams. Understand the assessment for the course. Review the material and course objectives. Review of the impact of conflict in projects. Mini case study.	Optional meeting to introduce you to the course (Time TBA)
2	20 May	General Background	Situations in project requiring negotiations or conflict resolution. Typical issues involved. Typical responses.	
3	27 May	Negotiation principles and approaches	Participate in 1st discussion forum online	
4	3 Jun	Negotiation principles and approaches	Participate in 1st discussion forum online	
5	10 Jun	Assignment 1 case: Team exercise Negotiations/Conflict resolution	Participate in 2nd discussion forum online	
6	17 Jun	Assignment 1 case: Team exercise Negotiations/Conflict resolution	Participate in 2nd discussion forum online	
7	24 Jun	Conflict resolution principles and approaches	Participate in 3rd discussion forum online	Submit Assignment 1 by 30 June 2024, 11.59PM
8	1 Jul	Conflict resolution principles and approaches	Participate in 3rd discussion forum online	
9	8 Jul	Assignment 2 Case Team	Participate in 4th discussion forum online	
10	15 Jul	Issues in implementing effective negotiations and conflict resolution in a project	Participate in 4th discussion forum online	
11	22 Jul	Assignment 2 and Reflection	Finalise Assignment 2 (team) and start on Reflective Learning Report (individual)	Submit Assignment 2 by 28 July 2024, 11.59PM
12	29 Jul	Course wrap-up and review	Wrap-up and review of key points	Submit Assignment 3 by 4 August 2024, 11.59PM
Exams				

ASSESSMENTS

This course has 4 assessments. Each assessment is described in more detail in the sections below.

	Assessment Name	Due Date	Involvement	Weighting	Learning Outcomes
1	Assignment 1	Sunday the 30th of June, 2024 at 11:59pm.	Group	25%	1, 2, 3
2	Assignment 2	Sunday the 28th of July, 2024 at 11:59pm	Group	25%	1, 2, 3
3	Assignment 3	Sunday the 4th of August, 2024 at 11:59pm	Individual	40%	1, 2, 3
4	Online Discussion Forum	From Week 3 to Week 10	Individual	10%	1, 2, 3

Late Submissions

The mark for an assessment item submitted after the designated time on the due date, without an approved extension of time, will be reduced by 10% of the possible maximum mark for that assessment item for each day or part day that the assessment item is late. Note: this applies equally to week and weekend days.

Assessment 1 - Assignment 1

Assessment Type

Written Assignment

Purpose

On completion of this assignment the student should be able to:

- Demonstrate their competency development in the subject matter of negotiations and conflict resolution;
- Show that they can reflect on their learning and propose improvements to current practices;
- Work as a team; and
- Present written and visual concepts and ideas in a written report.

Description

Conflict Resolution Teamwork - refer to detailed Assessment Brief in Canvas.

Weighting

25%

Due Date

Sunday the 30th of June, 2024 at 11:59pm.

Submission Method

Online

Submit via the Assignments link in Canvas.

Assessment Criteria

Rubric is in the Assessment Brief.

Return Method

Not Returned

Feedback Provided

Online - Generally within 15 working days of the Assessment due date.

Opportunity to

Students WILL NOT be given the opportunity to reattempt this assessment.

Reattempt

Assessment 2 - Assignment 2

Assessment Type

Written Assignment

Purpose

On completion of this assignment the student should be able to:

- Demonstrate their competency development in the subject matter of negotiations and conflict resolution;
- Show they can reflect on their learning and implement these competencies in various situations;
- Work as a team; and
- Present written and visual concepts and ideas in a written report

Description

Negotiations Teamwork - refer to detailed Assessment Brief in Canvas.

Weighting

25%

Due Date

Sunday the 28th of July, 2024 at 11:59pm

Submission Method

Online

Submit via the Assignments link in Canvas.

Assessment Criteria

Rubric is in the Assessment Brief.

Return Method

Not Returned

Feedback Provided

Online - Generally within 15 working days of the Assessment due date.

Opportunity to

Students WILL NOT be given the opportunity to reattempt this assessment.

Reattempt

Assessment 3 - Assignment 3

Assessment Type	Written Assignment
Purpose	On completion of this assignment the student should be able to: <ul style="list-style-type: none">• Demonstrate their competency development in the subject matter of the course;• Show they can reflect on their learning and apply it to real life situations;• Work autonomously; and• Present written and visual concepts and ideas in a written report.
Description	Reflective Learning Report - refer to detailed Assessment Brief in Canvas.
Weighting	40%
Due Date	Sunday the 4th of August, 2024 at 11:59pm
Submission Method	Online Submit via the Assignments link in Canvas.
Assessment Criteria	Rubric is in the Assessment Brief.
Return Method	Not Returned
Feedback Provided	Online - Generally within 15 working days of the Assessment due date.
Opportunity to Reattempt	Students WILL NOT be given the opportunity to reattempt this assessment.

Assessment 4 - Online Discussion Forum

Assessment Type	Online Learning Activity
Purpose	The discussion forums are intended to expand your breadth of knowledge. The purpose of your involvement in these discussion forums is not simply to earn marks, but to assist you in applying the principles of the course by sharing experiences with others.
Description	Discussion Forum Participation - refer to detailed Assessment Brief in Canvas.
Weighting	10%
Due Date	From Week 3 to Week 10
Submission Method	Online Follow the Assessment brief instructions.
Assessment Criteria	Contributions to the discussion forums will be assessed on the quality and number of meaningful contributions. For example, if you have made meaningful and quality contributions to each topic you will receive 10 marks. However, if you rarely participate in the discussions, or your discussions show that you have not prepared for the topic, you will not receive a full mark.
Return Method	Not Returned
Feedback Provided	Online - Generally within 15 working days of the Assessment due date..
Opportunity to Reattempt	Students WILL NOT be given the opportunity to reattempt this assessment.

ADDITIONAL INFORMATION

Grading Scheme

This course is graded as follows:

Range of Marks	Grade	Description
85-100	High Distinction (HD)	Outstanding standard indicating comprehensive knowledge and understanding of the relevant materials; demonstration of an outstanding level of academic achievement; mastery of skills*; and achievement of all assessment objectives.
75-84	Distinction (D)	Excellent standard indicating a very high level of knowledge and understanding of the relevant materials; demonstration of a very high level of academic ability; sound development of skills*; and achievement of all assessment objectives.
65-74	Credit (C)	Good standard indicating a high level of knowledge and understanding of the relevant materials; demonstration of a high level of academic achievement; reasonable development of skills*; and achievement of all learning outcomes.
50-64	Pass (P)	Satisfactory standard indicating an adequate knowledge and understanding of the relevant materials; demonstration of an adequate level of academic achievement; satisfactory

		development of skills*; and achievement of all learning outcomes.
0-49	Fail (FF)	Failure to satisfactorily achieve learning outcomes. If all compulsory course components are not completed the mark will be zero. A fail grade may also be awarded following disciplinary action.

*Skills are those identified for the purposes of assessment task(s).

Communication Methods

Communication methods used in this course include:

- Canvas Course Site: Students will receive communications via the posting of content or announcements on the Canvas course site.
- Email: Students will receive communications via their student email account.

Preference for communication is via Canvas discussion boards. For matters of a personal nature, please email.

Course Evaluation

Each year feedback is sought from students and other stakeholders about the courses offered in the University for the purposes of identifying areas of excellence and potential improvement.

Oral Interviews (Vivas)

As part of the evaluation process of any assessment item in this course an oral examination (viva) may be conducted. The purpose of the oral examination is to verify the authorship of the material submitted in response to the assessment task. The oral examination will be conducted in accordance with the principles set out in the [Oral Examination \(viva\) Procedure](#). In cases where the oral examination reveals the assessment item may not be the student's own work the case will be dealt with under the [Student Conduct Rule](#).

Academic Misconduct

All students are required to meet the academic integrity standards of the University. These standards reinforce the importance of integrity and honesty in an academic environment. Academic Integrity policies apply to all students of the University in all modes of study and in all locations. For the Student Academic Integrity Policy, refer to <https://policies.newcastle.edu.au/document/view-current.php?id=35>.

Adverse Circumstances

The University acknowledges the right of students to seek consideration for the impact of allowable adverse circumstances that may affect their performance in assessment item(s). Applications for special consideration due to adverse circumstances will be made using the online Adverse Circumstances system where:

1. the assessment item is a major assessment item; or
2. the assessment item is a minor assessment item and the Course Co-ordinator has specified in the Course Outline that students may apply the online Adverse Circumstances system;
3. you are requesting a change of placement; or
4. the course has a compulsory attendance requirement.

Before applying you must refer to the Adverse Circumstance Affecting Assessment Items Procedure available at:

<https://policies.newcastle.edu.au/document/view-current.php?id=236>

Important Policy Information

The Help button in the Canvas Navigation menu contains helpful information for using the Learning Management System. Students should familiarise themselves with the policies and procedures at <https://www.newcastle.edu.au/current-students/respect-at-uni/policies-and-procedures> that support a safe and respectful environment at the University.

This course outline was approved by the Head of School. No alteration of this course outline is permitted without Head of School approval. If a change is approved, students will be notified and an amended course outline will be provided in the same manner as the original.

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