



# PPMP20011 Contract and Procurement Management

## Term 2 - 2020

Profile information current as at 09/12/2022 11:09 pm

All details in this unit profile for PPMP20011 have been officially approved by CQU University and represent a learning partnership between the University and you (our student). The information will not be changed unless absolutely necessary and any change will be clearly indicated by an approved correction included in the profile.

## General Information

### Overview

This Contract and Procurement Management unit will equip you with the knowledge, skills, and techniques required for acquiring external products, results, and services to meet the needs of the company and to achieve the project goals. It also offers you the opportunity to identify, apply, and develop different negotiation strategies as well as assessing and responding to the potential risks encountered during the procurement. You will study contract types, procurement standards, legal and ethical aspects of commercial contracts as well as project tendering and awarding. On successful completion of this unit, you will have the capacity to apply the appropriate practices for managing contracts, conflicts, delays, claim, and disputes.

### Details

Career Level: *Postgraduate*

Unit Level: *Level 9*

Credit Points: 6

Student Contribution Band: 10

Fraction of Full-Time Student Load: 0.125

### Pre-requisites or Co-requisites

Co-requisites: PPMP20007

Important note: Students enrolled in a subsequent unit who failed their pre-requisite unit, should drop the subsequent unit before the census date or within 10 working days of Fail grade notification. Students who do not drop the unit in this timeframe cannot later drop the unit without academic and financial liability. See details in the [Assessment Policy and Procedure \(Higher Education Coursework\)](#).

### Offerings For Term 2 - 2020

- Brisbane
- Melbourne
- Online
- Perth
- Sydney

### Attendance Requirements

All on-campus students are expected to attend scheduled classes – in some units, these classes are identified as a mandatory (pass/fail) component and attendance is compulsory. International students, on a student visa, must maintain a full time study load and meet both attendance and academic progress requirements in each study period (satisfactory attendance for International students is defined as maintaining at least an 80% attendance record).

### Website

[This unit has a website, within the Moodle system, which is available two weeks before the start of term. It is important that you visit your Moodle site throughout the term. Please visit Moodle for more information.](#)

## Class and Assessment Overview

### Recommended Student Time Commitment

Each 6-credit Postgraduate unit at CQUniversity requires an overall time commitment of an average of 12.5 hours of study per week, making a total of 150 hours for the unit.

### Class Timetable

#### [Regional Campuses](#)

Bundaberg, Cairns, Emerald, Gladstone, Mackay, Rockhampton, Townsville

#### [Metropolitan Campuses](#)

Adelaide, Brisbane, Melbourne, Perth, Sydney

### Assessment Overview

#### 1. **Practical Assessment**

Weighting: 40%

#### 2. **Group Work**

Weighting: 50%

#### 3. **Online Quiz(zes)**

Weighting: 10%

### Assessment Grading

This is a graded unit: your overall grade will be calculated from the marks or grades for each assessment task, based on the relative weightings shown in the table above. You must obtain an overall mark for the unit of at least 50%, or an overall grade of 'pass' in order to pass the unit. If any 'pass/fail' tasks are shown in the table above they must also be completed successfully ('pass' grade). You must also meet any minimum mark requirements specified for a particular assessment task, as detailed in the 'assessment task' section (note that in some instances, the minimum mark for a task may be greater than 50%). Consult the [University's Grades and Results Policy](#) for more details of interim results and final grades.

## CQUniversity Policies

**All University policies are available on the [CQUniversity Policy site](#).**

You may wish to view these policies:

- Grades and Results Policy
- Assessment Policy and Procedure (Higher Education Coursework)
- Review of Grade Procedure
- Student Academic Integrity Policy and Procedure
- Monitoring Academic Progress (MAP) Policy and Procedure – Domestic Students
- Monitoring Academic Progress (MAP) Policy and Procedure – International Students
- Student Refund and Credit Balance Policy and Procedure
- Student Feedback – Compliments and Complaints Policy and Procedure
- Information and Communications Technology Acceptable Use Policy and Procedure

This list is not an exhaustive list of all University policies. The full list of University policies are available on the [CQUniversity Policy site](#).

## Previous Student Feedback

### Feedback, Recommendations and Responses

Every unit is reviewed for enhancement each year. At the most recent review, the following staff and student feedback items were identified and recommendations were made.

#### Feedback from Moodle

**Feedback**

We enjoyed examples of teachers own professional experiences and that helped us in understanding the topics discussed each week easily

**Recommendation**

Keep the real life examples as case studies and ensure connecting with real life

#### Feedback from Moodle

**Feedback**

Keep the good practice. Kahoot was pretty good

**Recommendation**

Kahoot was a good engagement tool in online learning. Keep such engaging tools

#### Feedback from Moodle

**Feedback**

The lecturer was always there to clarify questions in my assessment and I always received a reply within an hour

**Recommendation**

Maintain close liaison with the students

#### Feedback from Moodle

**Feedback**

First assessment needs to be earlier

**Recommendation**

The announcement of first assessment starts in Week 2 now

#### Feedback from In Class

**Feedback**

The E-reading list is very rich and has lots of easy access resources

**Recommendation**

Maintain the use of E-reading list and make it popular

## Unit Learning Outcomes

**On successful completion of this unit, you will be able to:**

1. Demonstrate an integrative understanding of the key theories and concepts underpinning buyer-contractor relationships as well as the concepts of project contracts and procurement standards
2. Analyse different commercial negotiation strategies and demonstrate an ability to creatively negotiate project plans, conflicts, delays, and incentives in commercial projects
3. Employ risk management planning and identification and assess the risk encountered over the procurement process
4. Negotiate and analyse the principles of tendering, pricing and awarding techniques and to utilise the negotiation approaches in commercial contracts
5. Evaluate and develop clear legal, financial and technical components of project contracts
6. Develop a project budget and an expenditure forecast as control mechanisms and link time, cost and resources to the project framework.

The unit contributes to the required number of academic study units for students wishing to undertake profession certification with the Project Management Institute's (PMI) professional qualifications, such as CAPM or PMP.

## Alignment of Learning Outcomes, Assessment and Graduate Attributes



### Alignment of Assessment Tasks to Learning Outcomes

Assessment Tasks	Learning Outcomes					
	1	2	3	4	5	6
1 - Online Quiz(zes) - 10%		•	•	•		
2 - Practical Assessment - 40%	•	•			•	•
3 - Group Work - 50%	•		•	•	•	•

### Alignment of Graduate Attributes to Learning Outcomes

Graduate Attributes	Learning Outcomes					
	1	2	3	4	5	6
1 - Knowledge		◦	◦	◦	◦	◦
2 - Communication				◦	◦	
3 - Cognitive, technical and creative skills		◦	◦	◦		◦
4 - Research			◦	◦	◦	◦
5 - Self-management				◦		◦
6 - Ethical and Professional Responsibility				◦	◦	
7 - Leadership		◦		◦		
8 - Aboriginal and Torres Strait Islander Cultures						

### Alignment of Assessment Tasks to Graduate Attributes

Assessment Tasks	Graduate Attributes							
	1	2	3	4	5	6	7	8
1 - Online Quiz(zes) - 10%	◦		◦		◦	◦		
2 - Practical Assessment - 40%	◦	◦	◦	◦				
3 - Group Work - 50%	◦		◦		◦	◦	◦	

## Textbooks and Resources

### Textbooks

**There are no required textbooks.**

### IT Resources

**You will need access to the following IT resources:**

- CQUniversity Student Email
- Internet
- Unit Website (Moodle)
- online database Emerald and Scince direct for journal articles
- CQUniversity Library Resources
- Students are requested to join the Project Management Institute (PMI) and be a member of the PMI to download the materials.
- E-reading List

## Referencing Style

All submissions for this unit must use the referencing style: [Harvard \(author-date\)](#)  
For further information, see the Assessment Tasks.

## Teaching Contacts

**Ziyad Abunada** Unit Coordinator  
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**Natalie Ewin** Unit Coordinator  
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## Schedule

### Week 1 - 13 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
<b>Introduction to Procurement: Value For Money (VFM)</b>	<b>Topics:</b> <ul style="list-style-type: none"><li>• Introduction to procurement</li><li>• VFM</li><li>• Procurement management plan</li><li>• Procurement strategies</li></ul>	Tutorial 1: <ul style="list-style-type: none"><li>• Overview</li><li>• Introduction to PPMP20011</li><li>• Introduction to Procurement Plan</li></ul>

### Week 2 - 20 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
<b>Procurement Routes - I</b>	<b>Topics:</b> <ul style="list-style-type: none"><li>• Introduction to procurement routes</li><li>• Selection criteria for procurement routes</li><li>• Traditional route (DBB)</li><li>• Design - Build (Integrated) route</li><li>• Management (Packaged) route</li><li>• Comparison of procurement routes</li></ul>	Tutorial 2: <ul style="list-style-type: none"><li>• Q and A</li><li>• Illustrative materials and videos</li></ul>

### Week 3 - 27 Jul 2020

Module/Topic	Chapter	Events and Submissions/Topic
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<b>Procurement Routes - II</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Collaborative procurement routes</li> <li>• Multi Prime Contracting</li> <li>• Design Sequencing</li> <li>• Public-Private Partnerships</li> <li>• Alliancing</li> <li>• Joint Ventures</li> </ul>	Tutorial 3: <ul style="list-style-type: none"> <li>• Q and A: Case Studies and Exercises</li> <li>• Random Grouping for the group assessment (2)</li> <li>• <b>Release the individual Assessment (40%) (1st Assessment)</b></li> </ul>
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**Week 4 - 03 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Contracts and Contracting Principles</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Introduction to contracts</li> <li>• Contracting strategies</li> <li>• Fixed price contracts</li> <li>• Cost reimbursable contracts</li> <li>• Change orders in contracts</li> <li>• Client-contractor relationships</li> <li>• Risks in contracting</li> </ul>	Tutorial 4: <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Illustrative videos</li> <li>• Discuss the 1st assessment</li> <li>• Finalise the grouping for the group Assessment</li> </ul>

**Week 5 - 10 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Risks in Procurement</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Main risks in procurement</li> <li>• Managing procurement risks</li> <li>• Risk management plan</li> <li>• Identifying procurement risks</li> <li>• Assessing and analysing procurement risks</li> <li>• Controlling and mitigating procurement risks</li> </ul>	Tutorial 5: <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Illustrative videos</li> <li>• Discuss the group assessment</li> <li>• <b>Critical Analysis Report (50%) (2nd Assessment)</b></li> </ul>

**Vacation Week - 17 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Mid Term Break</b>		

**Week 6 - 24 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Change Orders, Claims, Disputes and Resolutions</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Change orders (variations)</li> <li>• Development of change orders</li> <li>• Sources of claims</li> <li>• Development of claims</li> <li>• Minimising claims</li> <li>• Causes of disputes</li> <li>• Dispute resolution methods</li> </ul>	Tutorial 6: <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Illustrative videos</li> <li>• Discuss the 2nd Assessment</li> </ul>

**Week 7 - 31 Aug 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Cost Estimation and Budgeting</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Project cost estimation</li> <li>• Cost estimation methods</li> <li>• Factors affecting the cost estimates</li> <li>• Project budgeting</li> <li>• Elements of project budget</li> <li>• Developing and establishing project budget</li> <li>• Evaluating project budget</li> </ul>	Tutorial 7: <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Illustrative videos</li> <li>• Formative Assessment (not graded)</li> </ul>

**Week 8 - 07 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic

<b>Tendering, Bidding and Contract Awarding</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Introduction to tendering</li> <li>• Tendering and bidding process</li> <li>• Invitation for tenders</li> <li>• Submission and opening of bids</li> <li>• Technical and financial evaluation of bids</li> <li>• Assessment of best combined offer</li> <li>• Contract awarding</li> </ul>	Tutorial 8: <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• <b>Submission of the 1st Assessment (Individual submission)</b></li> </ul> <b>Practical Assessment (Individual)</b> Due: Week 8 Monday (7 Sept 2020) 11:45 pm AEST
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**Week 9 - 14 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Negotiations in Procurement</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Introduction and principles of negotiation</li> <li>• Process and structure of negotiation</li> <li>• Effective negotiation (BATNA and ZOPA)</li> <li>• Negotiation strategies</li> <li>• Conflict resolution through negotiation</li> <li>• Negotiating with powerful suppliers</li> </ul>	Tutorial 9 <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Monitoring the progress for the final assessment.</li> <li>• All groups to provide a briefing about their progress.</li> </ul>

**Week 10 - 21 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Outsourcing</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Introduction to outsourcing</li> <li>• Benefits of outsourcing</li> <li>• Problems with outsourcing</li> <li>• Types of outsourcing</li> <li>• Supply matrix and strategies</li> <li>• Risks in outsourcing</li> <li>• Ethics in outsourcing</li> </ul>	Tutorial 10 <ul style="list-style-type: none"> <li>• Case Studies and Exercises</li> <li>• Monitoring the final assessment (Progress report)</li> </ul>

**Week 11 - 28 Sep 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Ethics in Procurement</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Ethics in procurement</li> <li>• Ethical principles in procurement</li> <li>• Types of unethical behaviours</li> <li>• Ethical issues during procurement stages</li> <li>• Ethical issues in contract management</li> <li>• Spiral of ethical risks</li> <li>• Detection and prevention of unethical practices</li> </ul>	Tutorial 11 <ul style="list-style-type: none"> <li>• <b>Due date of the 2nd Assessment (Critical Analysis Report (50%))</b></li> <li>• <b>(Oral Presentations: This is an individual submission)</b></li> <li>• <b>Submit your pre-recorded presentation.</b></li> </ul> <b>Critical Analysis Report + Presentation (Group Work)</b> Due: Week 11 Monday (28 Sept 2020) 11:45 pm AEST

**Week 12 - 05 Oct 2020**

Module/Topic	Chapter	Events and Submissions/Topic
<b>Emerging Trends in Procurement: Sustainable Procurement</b>	<b>Topics:</b> <ul style="list-style-type: none"> <li>• Introduction to sustainable procurement</li> <li>• Principles of procuring sustainability</li> <li>• Concepts in sustainable development</li> <li>• Benefits of sustainable procurement</li> <li>• Policy context of Australian Government</li> </ul>	Tutorial 12 <ul style="list-style-type: none"> <li>• <b>Oral Presentation (Q/A session)</b></li> </ul>

**Review/Exam Week - 12 Oct 2020**

Module/Topic	Chapter	Events and Submissions/Topic
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## ONLINE QUIZ

The quiz will open in Review/Exam Week and will be available for 24 hours. The Quiz duration is 30 minutes

**Online Quiz Due:** Review/Exam Week Monday (12 Oct 2020) 11:45 pm AEST

### Exam Week - 19 Oct 2020

Module/Topic	Chapter	Events and Submissions/Topic
Final Exam		

## Assessment Tasks

### 1 Practical Assessment (Individual)

#### Assessment Type

Practical Assessment

#### Task Description

This is an individual assignment. This assignment consists of two parts:

1. The first part where you are requested to submit an individual report responding to the specific tasks (30%).
2. The second part represents a Peer assessment report evaluating your colleagues (10%). This mark will be granted based on the quality of your evaluation.

The assessment contains a case study from a real-world context for a multi-component project along with the description and scope of the work involved. The case study will be provided on the unit Moodle website.

**For the first part, you are required to submit a written report considering the following tasks:**

- Critically analyse and advise on the most suitable procurement route for the case study (sub-projects). You will be given the characteristics of the client, information such as givens, constraints, conditions, and available resources for each sub-project.
- Justify the chosen procurement route and explain why it is suitable to make the project successful.
- Advise on the best suitable contractual agreements for parties involved to compliment the procurement option.
- If you were to propose a contract type, discuss the risks associated and the key components which must be covered in the selected contract.
- Develop a budget and an expenditure forecast as control mechanisms and link time, cost, and resources to the overall project framework.
- As a procurement officer, you need to highlight your main concessions to perform the procurement process of the assigned resources.
- Your report should include a thorough analysis along with supporting evidence and discussion.

**The peer assessment aims to enhance your understanding and allows you to learn from this assessment by exchanging knowledge with your peers.**

- It requires you to assess one submission by your peers which will be randomly and anonymously assigned to you.
- You will be asked to submit your evaluation report along with the constructive feedback and comments
- Failing to submit the evaluation report leads to zero grade for this part
- You will conduct the assessment based on the assessment criteria and a marking tool will be provided.
- Your evaluation will be checked, moderated, and monitored to ensure the quality of the feedback and the peer assessment. You will be graded based on your quality of grading your peers
- Moodle Workshop plugin will be used for this assessment.
- Your marks for this assessment will be calculated and published in the Workshop Platform

#### Assessment Due Date

Week 8 Monday (7 Sept 2020) 11:45 pm AEST

#### Return Date to Students

#### Weighting

40%

#### Assessment Criteria

Your assignment will be assessed on the extent and quality to which it meets each of the following



criteria.

1. **Clear understanding of the case study based on a thorough review of the case (3%)**
2. **An explanation of the various procurement routes, selection the most suitable route depending on the provided constraints (9%)**
3. **Select the best contract that suits the case study and provide a coherent discussion on why this was the most suitable one (8%)**
4. **Analyzing the full list of the requirements and provide a reasonable cost estimate and budget breakdown (8%)**
5. **A discussion of the possible legal and technical requirements (5%)**
6. **Provide constructive and appropriate feedback to your peers. The quality of your evaluation will be viewed and compared with other reviewers (10%).**
7. **You need to provide relevant, reasonable, and ad hoc comments showing a good level of understanding.**

### Referencing Style

- [Harvard \(author-date\)](#)

### Submission

Online

### Learning Outcomes Assessed

- Demonstrate an integrative understanding of the key theories and concepts underpinning buyer-contractor relationships as well as the concepts of project contracts and procurement standards
- Analyse different commercial negotiation strategies and demonstrate an ability to creatively negotiate project plans, conflicts, delays, and incentives in commercial projects
- Evaluate and develop clear legal, financial and technical components of project contracts
- Develop a project budget and an expenditure forecast as control mechanisms and link time, cost and resources to the project framework.

### Graduate Attributes

- Knowledge
- Communication
- Cognitive, technical and creative skills
- Research

## 2 Critical Analysis Report + Presentation (Group Work)

### Assessment Type

Group Work

### Task Description

This is a group assignment (maximum of 3 students in a group). Groups can be randomly formed by the UC and its part of this assessment to work in a new team and show good communication skills.

1. **Critical Analysis Report- Group submission (35%)**
2. **Oral Presentation - Individual submission (15%)**
  - Groups are formed early in the term. All groups to be finalised by week 3 (random allocation)
  - The group needs to investigate a case study and apply the knowledge gained throughout the PPMP20011
  - Groups may have various case studies with various constraints and requirements. The case studies will be randomly assigned to the groups if this is needed
  - Students discuss their progress every couple of weeks with their tutor.
  - Preliminary submission and progress reports to be discussed with the lecturer
  - Group Presentation to be held after the submission. Pre-recorded presentation followed by Q/A meetings.

### Assessment Due Date

Week 11 Monday (28 Sept 2020) 11:45 pm AEST

### Return Date to Students

Assignment marks will be released on the day of confirmation of grades.

### Weighting

50%

## Assessment Criteria

### Overview:

The assessment has two parts:

#### Written report (35%)

- The report should be of 5000 words +- 5% (excluding references and appendices).

#### Oral presentation (15%)

- The presentation should follow a similar structure as per your written report.
- Presentations will be pre-recorded and submitted. This will be followed by a separate Q/A session.
- a maximum of 10 minutes presentation to be recorded, uploaded to Moodle. This is an individual presentation and will be graded separately.
- Each student can be called separately for a Q/A session.
- Presentations will be graded based on individual performance. Grades will vary within the group members).

The report will be assessed based on the quality of the work presented, the details, and the coherent analysis with the proper justifications of the proposed procurement routes, contract types, and the associated risks. Your submission should extend beyond the unit materials and you are requested to use available online resources and any additional relevant information and will be assessed according to the following criteria.

#### Written report (35% scaled)

- Understanding and analysis of the case study and applying the concepts of contract and procurement strategies (10%)
- Critical analysis and evaluation of the procurement routes which includes a detailed description of why the specific route was selected in each case (30%)
- Critical analysis and evaluation of the contract types which includes a detailed description of why the specific contract was selected in each case (20%)
- Identification, analysis, and assessment of the risks associated in each approach (15%)
- Mapping the factors and characteristics of each sub-project with the factors to be considered for the best procurement strategy (5%)
- Developing an appropriate budget for the assigned tasks and required resources (5%)
- Negotiate and analyse the principles of tendering, the pricing and utilise the negotiation approaches in commercial contracts (5%).
- Clarity of expression, language, format, presentation, in-text citations and references (10%)

#### Oral presentation (15% scaled)

- Preparation style and content (10%)
- Understanding and relevance of the presentation content (50%)
- Response to questions during Q&A (35%)
- Timing including Q&A (5%)

## Referencing Style

- [Harvard \(author-date\)](#)

## Submission

Online

### Submission Instructions

Only one member from a group should upload the submission but all group members must give presentation.

### Learning Outcomes Assessed

- Demonstrate an integrative understanding of the key theories and concepts underpinning buyer-contractor relationships as well as the concepts of project contracts and procurement standards
- Employ risk management planning and identification and assess the risk encountered over the procurement process
- Negotiate and analyse the principles of tendering, pricing and awarding techniques and to utilise the negotiation approaches in commercial contracts
- Evaluate and develop clear legal, financial and technical components of project contracts
- Develop a project budget and an expenditure forecast as control mechanisms and link time, cost and resources to the project framework.

## Graduate Attributes

- Knowledge

- Cognitive, technical and creative skills
- Self-management
- Ethical and Professional Responsibility
- Leadership

### 3 Online Quiz

#### Assessment Type

Online Quiz(zes)

#### Task Description

This assessment item involves an online quiz. The primary purpose of this assessment item is to help you identify the risks and commercial negotiation strategies associated with contract and procurement management.

The secondary purpose of this assessment is to give you the opportunity to enhance your analysis and critical thinking skills.

- The quiz will consist of a series of various questions.
- The quiz will cover the content for all lectures, tutorials & readings.
- The quiz will open in Review/Exam Week and will be available for 24 hours. The Quiz duration is 30 minutes

#### Number of Quizzes

1

#### Frequency of Quizzes

Other

#### Assessment Due Date

Review/Exam Week Monday (12 Oct 2020) 11:45 pm AEST

The quiz must be completed within its allocated time frame.

#### Return Date to Students

Review/Exam Week Monday (12 Oct 2020)

This assignment will be marked by the Moodle computer program upon submission.

#### Weighting

10%

#### Assessment Criteria

- There will be randomly selected questions from a pool of questions from the related topics.
- You can attempt the quiz at any location provided you have access to Moodle and a good internet connection.
- Make sure you use a reliable internet connection for each attempt.
- You have only ONE attempt
- You will have thirty (30) minutes to attempt the quiz

#### Referencing Style

- [Harvard \(author-date\)](#)

#### Submission

Online

#### Submission Instructions

Online Submission

#### Learning Outcomes Assessed

- Analyse different commercial negotiation strategies and demonstrate an ability to creatively negotiate project plans, conflicts, delays, and incentives in commercial projects
- Employ risk management planning and identification and assess the risk encountered over the procurement process
- Negotiate and analyse the principles of tendering, pricing and awarding techniques and to utilise the negotiation approaches in commercial contracts

#### Graduate Attributes

- Knowledge
- Cognitive, technical and creative skills
- Self-management
- Ethical and Professional Responsibility

## Academic Integrity Statement

As a CQUniversity student you are expected to act honestly in all aspects of your academic work.

Any assessable work undertaken or submitted for review or assessment must be your own work. Assessable work is any type of work you do to meet the assessment requirements in the unit, including draft work submitted for review and feedback and final work to be assessed.

When you use the ideas, words or data of others in your assessment, you must thoroughly and clearly acknowledge the source of this information by using the correct referencing style for your unit. Using others' work without proper acknowledgement may be considered a form of intellectual dishonesty.

Participating honestly, respectfully, responsibly, and fairly in your university study ensures the CQUniversity qualification you earn will be valued as a true indication of your individual academic achievement and will continue to receive the respect and recognition it deserves.

As a student, you are responsible for reading and following CQUniversity's policies, including the [Student Academic Integrity Policy and Procedure](#). This policy sets out CQUniversity's expectations of you to act with integrity, examples of academic integrity breaches to avoid, the processes used to address alleged breaches of academic integrity, and potential penalties.

### What is a breach of academic integrity?

A breach of academic integrity includes but is not limited to plagiarism, self-plagiarism, collusion, cheating, contract cheating, and academic misconduct. The Student Academic Integrity Policy and Procedure defines what these terms mean and gives examples.

### Why is academic integrity important?

A breach of academic integrity may result in one or more penalties, including suspension or even expulsion from the University. It can also have negative implications for student visas and future enrolment at CQUniversity or elsewhere. Students who engage in contract cheating also risk being blackmailed by contract cheating services.

### Where can I get assistance?

For academic advice and guidance, the [Academic Learning Centre \(ALC\)](#) can support you in becoming confident in completing assessments with integrity and of high standard.

### What can you do to act with integrity?



#### Be Honest

If your assessment task is done by someone else, it would be dishonest of you to claim it as your own



#### Seek Help

If you are not sure about how to cite or reference in essays, reports etc, then seek help from your lecturer, the library or the Academic Learning Centre (ALC)



#### Produce Original Work

Originality comes from your ability to read widely, think critically, and apply your gained knowledge to address a question or problem