

# BLDG 3008 NEGOTIATION IN THE BUILT ENVIRONMENT

**Credit Points** 10

**Legacy Code** 301105

**Coordinator** Anthony Butera ([https://directory.westernsydney.edu.au/search/name/Anthony Butera/](https://directory.westernsydney.edu.au/search/name/Anthony%20Butera/))

**Description** Construction and Property development is the most complex activity in the Australian economy. There are many professional groups involved in the sector. This subject will train students in the negotiation skills required to successfully complete projects from the perspective of a construction manager, building surveyor, planner, civil engineer, construction lawyer and property developer.

**School** Eng, Design & Built Env

**Discipline** Building, Not Elsewhere Classified.

**Student Contribution Band** HECS Band 2 10cp

Check your fees via the Fees ([https://www.westernsydney.edu.au/currentstudents/current\\_students/fees/](https://www.westernsydney.edu.au/currentstudents/current_students/fees/)) page.

**Level** Undergraduate Level 3 subject

**Equivalent Subjects** BLDG 2009 - Decision Making for Construction Professionals

## Learning Outcomes

On successful completion of this subject, students should be able to:

1. appreciate the importance of negotiation in the built environment
2. identify common problems that frustrate a successful negotiation outcome
3. explore the common negotiation styles of stakeholders
4. investigate the alternatives to direct negotiation
5. understand the deficiencies of distributive bargaining; eg. "Split-the-difference"
6. apply integrative negotiation strategies

## Subject Content

1. The value of negotiation
2. Negotiation flaws
3. Negotiation styles
4. Mediation
5. Distributive agreements
6. Integrative agreements

## Assessment

The following table summarises the standard assessment tasks for this subject. Please note this is a guide only. Assessment tasks are regularly updated, where there is a difference your Learning Guide takes precedence.

Type	Length	Percent	Threshold	Individual/ Group Task
Reflection	1,000 words	15	N	Individual
Case Study	1,500 words	20	N	Individual

Presentation	16 minutes	25	N	Group
Report	3,000 words	40	N	Individual

**Prescribed Texts**

- Fisher, R, Ury, W & Patton, B 2012, Getting to Yes; Negotiating an agreement without giving in, 3rd edn, Arrow Business Books, London.
- Voss, C & Raz T 2016, Never Split the Difference: Negotiating as if Your Life Depended on it, Harper Business, New York.

**Teaching Periods**

## Autumn (2024)

### Penrith (Kingswood)

**On-site**

**Subject Contact** Anthony Butera ([https://directory.westernsydney.edu.au/search/name/Anthony Butera/](https://directory.westernsydney.edu.au/search/name/Anthony%20Butera/))

View timetable ([https://classregistration.westernsydney.edu.au/even/timetable/?subject\\_code=BLDG3008\\_24-AUT\\_KW\\_1#subjects](https://classregistration.westernsydney.edu.au/even/timetable/?subject_code=BLDG3008_24-AUT_KW_1#subjects))

### Parramatta - Victoria Rd

**On-site**

**Subject Contact** Anthony Butera ([https://directory.westernsydney.edu.au/search/name/Anthony Butera/](https://directory.westernsydney.edu.au/search/name/Anthony%20Butera/))

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