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## Level 1 Business Studies, 2015

### 90837 Demonstrate an understanding of internal features of a small business

9.30 a.m. Friday 27 November 2015  
Credits: Four

Achievement	Achievement with Merit	Achievement with Excellence
Demonstrate an understanding of internal features of a small business.	Demonstrate a detailed understanding of internal features of a small business.	Demonstrate a comprehensive understanding of internal features of a small business.

Check that the National Student Number (NSN) on your admission slip is the same as the number at the top of this page.

**You should attempt ALL the questions in this booklet.**

Refer to relevant business knowledge and/or Māori business concepts in your answers.

If you need more room for any answer, use the extra space provided at the back of this booklet.

Check that this booklet has pages 2–10 in the correct order and that none of these pages is blank.

**YOU MUST HAND THIS BOOKLET TO THE SUPERVISOR AT THE END OF THE EXAMINATION.**

**TOTAL**

ASSESSOR'S USE ONLY

Shane grew up in a national park, learning about the mountains, rivers, and forests of the area from his koro (grandfather). After completing a business course at the local polytechnic, he decided to start up a trekking business called *Hīkoi Whenua*.

Shane has two part-time employees. Ngahuia is the office administrator who greets clients and manages bookings, and Tipene is a guide. Both workers are from the local iwi (large Māori tribal group).

- (a) Discuss TWO reasons why it is important to have effective employer/employee relationships. In your answer:
- describe what “effective employer/employee relationships” mean
  - fully explain TWO impacts that effective employer/employee relationships will have on *Hikoj Whenua*.

In your answer:

- explain why each feature indicates that Shane is a good employer
- fully explain how each feature may affect employee attitudes towards the business.

There are many entrepreneurs in New Zealand – Michael Hill, Dick Hubbard, Stephen Tindall, and Trelise Cooper are just a few well-known examples.

Source (adapted): [http://www.treasury.govt.nz/publications/research-policy/tprp/08-04/03.htm#\\_toc](http://www.treasury.govt.nz/publications/research-policy/tprp/08-04/03.htm#_toc)International benchmarks

- In your answer:

- identify each characteristic of an entrepreneur
- fully explain why each characteristic is important.

(b) *Hikoi Whenua* has benefited from Shane's skills as an entrepreneur. Fully explain how Shane's skills as an entrepreneur contribute to his business success.

- explain TWO entrepreneurial skills that Shane demonstrates
- fully explain how each skill contributes to his business success.

Shane was entrusted with knowledge of the environment from his koro (grandfather). The people of the iwi have also recognised this by supporting Shane in his latest business venture. They have allowed him full access to all the surrounding land that is owned by the iwi.

(a) Fully explain how the principles of rangatiratanga may help to make *Hīkoi Whenua* a successful business.

- explain the principle of rangatiratanga in the context of *Hikoi Whenua* and Shane
- fully explain, with TWO reasons, how Shane's rangatiratanga status over the land may contribute to the success of *Hikoi Whenua*.

- |                                     |  |
|-------------------------------------|--|
| Name of the small business          |  |
| Good(s) sold or service(s) provided |  |
| How the business measures success   |  |

- identify how the business measures success
- identify TWO factors, other than rangatiratanga, that may contribute to the success of the business
- fully explain how each of the TWO factors may contribute to the success of the business.

Business Studies 90837, 2015





**Extra space if required.**  
**Write the question number(s) if applicable.**

ASSESSOR'S  
USE ONLY

QUESTION  
NUMBER

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