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90837



NEW ZEALAND QUALIFICATIONS AUTHORITY
MANA TOHU MĀTAURANGA O AOTEAROA

QUALIFY FOR THE FUTURE WORLD
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SUPERVISOR'S USE ONLY

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.

Not Achieved

TOTAL

3

ASSESSOR'S USE ONLY

QUESTION ONE: EMPLOYER/EMPLOYEE RELATIONSHIPS

ASSESS
USE ON

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 *Hikoi 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 *Hikoi Whenua*.

An effective employer/employee relationship is a key point to having a successful business because having a strong relationship allows employee and employer to speak freely and the way they normally would, allowing it to be easier to understand each other creating a good environment for customers and staff. 1. impact

Describes effective relationship.

that it would make on the point would be the good atmosphere for customers creating a good home for the business making people want to go and experience it. the 2nd impact

Describes one impact.

would be ~~it would be~~ the ~~the~~ that the good relationship makes it easier to find employees because they will hear or have experienced it before making them

Describes one impact.

believe that it would be a good place to work.

(b) Fully explain TWO features of Shane being a good employer.

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.

1 feature of shane being a good employer is that it seems as if the employees got the job they want ~~and~~ so it creates an attitude on the employees that they want to come to work each day. Creating a warm and welcoming work place. the 2nd feature is that it seems as if he was trusted by his iwi ~~and~~ to own an create that business and the iwi allowing him to do this shows that people trust in him a ~~little~~ believe in him, ~~and~~ ~~for~~ that reason it gives you the idea of him applying ~~att~~ Rangatiratanga the exercise of leadership and guardianship over his employees. this would create a warm, happy and protected feeling from the employees about the business //

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N2

This is an N2, as the candidate has only provided a basic answer for part (a). Response for part (b) is not correct.

QUESTION TWO: ENTREPRENEUR

ASSESS
USE ON

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

The enterprise culture is alive and well in New Zealand; almost one in seven adults in New Zealand are classified as entrepreneurs, one of the highest levels in the world (Frederick, 2004).

Source (adapted): http://www.treasury.govt.nz/publications/research-policy/tprp/08-04/03.htm#_tocInternational_benchmarks

(a) Fully explain TWO characteristics of being an entrepreneur.

In your answer:

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

the first characteristic is the main one the one that everything needs to succeed and that is Leadership. Leadership is the main one because if you create a business someone has to motivate the employees ~~and~~ think of ways around problems and how you can get to your goal. Without a leader ~~they~~ there would be chaos, every ~~thing~~ ~~needs~~ business and group ~~needs~~ a leader to lead them to success.

Identifies characteristic.

Describes why characteristic is important.

the 2nd characteristic is guardianship. guardianship ~~is~~ is need in a business to show that the entrepreneur's core and will protect you, ~~the~~ to give you a warm and safe feeling making you want to work and work hard. It creates a safe ~~and~~ ~~to~~ ~~an~~ atmosphere for customers and employees.

Prior to completing the business course and establishing *Hīkoi Whenua*, Shane was involved with other business projects, including possum hunting and alpaca farming. Shane has the skill to identify opportunities in different markets and develop small businesses to meet the demand.

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

In your answer:

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

Shane shows one entrepreneurial skill as a leader in his business by creating his business from ~~scratch~~ scratch and taking charge by ~~isn't~~ employing workers and creating a work place they will enjoy ~~and~~ he demonstrates this just in the way that his employees love working for him showing us that they ~~are want~~ want him to lead and that they are willing to follow. He shows the entrepreneurial skill of guardianship by the way he looks after his employees, customers and the Environment. We can tell he shows ~~good~~ guardianship for these things because his business has been successful and that shows the people love coming there because it is a safe loving and caring a misfair to be in.

Part (b) is incorrect. Part (a) does not provide enough evidence for Achievement.

N1

QUESTION THREE: BUSINESS SUCCESS

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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.

They have also recognised Shane as having rangatiratanga status over the land. Rangatiratanga is the exercise of leadership, authority, guardianship, and ownership rights for current and future requirements.

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

In your answer:

- 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*.

the principles of rangatiratanga may help to make Hikoi Whenua a successful ~~business~~ business because the principles of rangatiratanga are to show ~~the~~ exercise of leadership, guardianship, Authority and ownership rights. these principles ~~and~~ are the key ~~the~~ pieces to success and the pieces to be seen as a truly kind hearted person ~~some that~~ someone that is willing to give out ~~they~~ there ~~time~~ time for you. Reason 1 is the people will see and hear of his title and it will make them ~~interest~~ intrast in the business. Reason 2 it will show to people that ~~the~~ his business is pure hearted and caring for customers and the land!!

- (b) There are many factors that affect the success of a business. Using a named small business (maximum of 20 workers and/or with local or community significance), fully explain TWO factors, other than rangatiratanga, that may contribute to its success.

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Name of the small business	heavy neramin computers
Good(s) sold or service(s) provided	phones computers cameras for electric appliances
How the business measures success	it cares for the environment

In your answer:

- 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.

More space for this answer is
available on the next page.