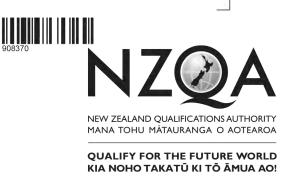
No part of the candidate evidence in this exemplar material may be presented in an external assessment for the purpose of gaining credits towards an NCEA qualification.

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90837



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

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QUESTION ONE: EMPLOYER/EMPLOYEE RELATIONSHIPS

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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 Hīkoi Whenua.

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Fully explain TWO features of Shane being a good employer. In your answer:

(b)

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

Shane

QUESTION TWO: ENTREPRENEUR

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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

- Fully explain TWO characteristics of being an entrepreneur. (a) In your answer:
 - identify each characteristic of an entrepreneur
 - fully explain why each characteristic is important.

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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.

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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 *Hīkoi Whenua* a successful business.

In your answer:

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

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Name of the small business	Theavey necessary competers
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More space for this answer is available on the next page.

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