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90837M



908375



NEW ZEALAND QUALIFICATIONS AUTHORITY
MANA TOHU MĀTAURANGA O AOTEAROA

QUALIFY FOR THE FUTURE WORLD
KIA NOHO TAKATŪ KI TŌ ĀMUA AO!

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Mātauranga Pakihi, Kaupae 1, 2015

90837M Te whakaatu māramatanga ki ngā āhuatanga ā-roto o tētahi pakihi iti

9.30 i te ata o te Rāmere, te 27 o Whiringa-ā-rangi, 2015
Whiwhinga: E whā

Paetae	Kaiaka	Kairangi
Te whakaatu māramatanga ki ngā āhuatanga ā-roto o tētahi pakihi iti.	Te whakaatu māramatanga taipitopito ki ngā āhuatanga ā-roto o tētahi pakihi iti.	Te whakaatu i te matatau ki ngā āhuatanga ā-roto o tētahi pakihi iti.

Tirohia mēnā e rite ana te Tau Ākonga ā-Motu (NSN) kei runga i tō puka whakauru ki te tau kei runga i tēnei whārangi.

Me whakamātau koe i ngā tūmahi KATOA kei roto i tēnei pukapuka.

Kōrerohia ngā mātauranga pakihi e hāngai ana me ngā ariā pakihi Māori, tētahi rānei o ēnei, i roto i ō tuhinga.

Mēnā ka hiahia wāhi atu anō mō ō tuhinga, whakamahia ngā whārangi wātea kei muri o tēnei pukapuka.

Tirohia mēnā e tika ana te raupapatanga o ngā whārangi 2–19 kei roto i tēnei pukapuka, ka mutu, kāore tētahi o aua whārangi i te takoto kau.

ME HOATU RAWA KOE I TĒNEI PUKAPUKA KI TE KAIWHAKAHAERE Ā TE MUTUNGA O TE WHAKAMĀTAUTAU.

TE TAPEKE

MĀ TE KAIMĀKA ANAKE

I tipu a Shane i tētahi whenua rāhui ā-motu, e ako ana i ngā āhuatanga o ngā maunga, o ngā awa, o ngā ngahere hoki o te rohe i tana koroua. Nō muri i tana whakaotinga i tētahi akoranga pakihi i te kuratini o tana rohe, i puta tana whakatau kia tīmatahia tētahi pakihi tāwhai e kīia nei ko *Hīkoi Whenua*.

Tokorua ā Shane kaimahi harangotengote. Ko Ngahuia te kaiwhakahaere i te tari e whakatau ana i ngā kiritaki, e whakahaere ana hoki i ngā tāpuitanga, ā, he kaiārahi a Tīpene. Nō te iwi o taua rohe ngā kaimahi e rua.

- I tō tuhinga:

- whakaahuatia te tikanga o ngā “hononga whaihua i waenga i ngā kaituku mahi me ngā kaimahi”
- āta whakamāramatia ngā pānga e RUA o ngā hononga whaihua i waenga i ngā kaituku mahi me ngā kaimahi ki a *Hikoī 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).

- describe what “effective employer/employee relationships” mean
- fully explain TWO impacts that effective employer/employee relationships will have on *Hīkoi Whenua*.

I tō tuhinga:

- whakamāramatia te take e tohu ai ia āhuetanga i te tū a Shane hei kaituku mahi pai
- āta whakamāramatia ka pēhea pea tā ia āhuetanga whakaawe i ngā waiaro o ngā kaimahi ki te pakihi.

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.

He maha ngā rakahinonga i Aotearoa – ko Michael Hill rātou ko Dick Hubbard, ko Stephen Tindall, ko Trelise Cooper hoki ētahi noa iho o ngā taurira rongonui.

Te Mātāpuna (he mea panoni): http://www.treasury.govt.nz/publications/research-policy/tprp/08-04/03.htm#_tocInternational_benchmarks

- I tō tuhinga:

- tautohua ia āhuatanga o te rakahinonga
- āta whakamāramatia te take e whakahirahira ana ia āhuatanga.

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#_tocInternational benchmarks

- In your answer:

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

(b) Kua whaihua a *Hiko* *Whenua* i ngā pūkenga rakahinonga o Shane. Āta whakamāramatia te whai wāhitanga atu o ngā pūkenga rakahinonga o Shane ki tana angitu ā-pakihi.

- whakamāramatia ngā pūkenga rakahinonga e RUA ka whakaaturia e Shane
- āta whakamāramatia te whai wāhitanga atu o ia pūkenga ki tana angitu ā-pakihi.

(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.

I whāngaihia a Shane ki te mātauranga mō te taiiao e tōna koroua. Kua whakanuia hoki tēnei e te iwi i tā rātou tautoko i a Shane i roto i tana kaupapa pakihi hou. Kua whakaaetia e rātou tana uru atu ki ngā whenua katoa o te iwi e karapoti ana i taua wāhi.

Kua whakaūngia hoki e rātou te rangatiratanga o Shane i te whenua rā. Kei raro i te rangatiratanga te mahi hautū, te mana whenua, te kaitiakitanga me te mana pupuri taitara whenua mō ngā hiahia o nāianeī, o anamata anō hoki.

- (a) Āta whakamāramatia ka pēhea pea tā ngā mātāpono o te rangatiratanga āwhina i te tūnga o *Hīkoi Whenua* hei pakihi angitu.

I tō tuhinga:

- whakamāramatia te mātāpono o te rangatiratanga i te horopaki o *Hīkoi Whenua* me Shane
- āta whakamāramatia, homai hoki ngā take e RUA, e kitea ai ka pēhea pea te whai wāhitanga atu o te rangatiratanga o Shane i aua whenua, ki te angitu o *Hīkoi Whenua*.

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*.

- | | |
|---|--|
| Te ingoa o te pakihi iti | |
| He rawa ka hokona atu, he ratonga rānei ka tukuna | |
| He pēhea tā te pakihi ine i te angitu | |

- tautohua ngā huarahi e inea ai e te pakihi te angitu
- tautohua ngā āhuatanga e RUA, atu i te rangatiratanga, ka whai wāhi pea ki te angitu o te pakihi
- āta whakamāramatia ka pēhea pea tā tēnā, tā tēnā o aua āhuatanga e RUA whai wāhi atu ki te angitu o te pakihi.

Mātauranga Pakihi 90837M, 2015

- | | |
|-------------------------------------|--|
| 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 90837M, 2015

**He whārangi anō ki te hiahiatia.
Tuhia te tau tūmahi mēnā e hāngai ana.**

TE TAU
TŪMAHI

MĀ TE
KAIMĀKA
ANAKE

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

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USE ONLY

QUESTION
NUMBER

**He whārangi anō ki te hiahiatia.
Tuhia te tau tūmahi mēnā e hāngai ana.**

TE TAU
TŪMAHI

MĀ TE
KAIMĀKA
ANAKE

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

ASSESSOR'S
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QUESTION
NUMBER

English translation of the wording on the front cover

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 2–19 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.

90837M