See back cover for an English translation of this cover

90837



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

Mātauranga Pakihi, Kaupae 1, 2016

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

9.30 i te ata o te Rāmere, te 25 o Whiringa-ā-rangi, 2016 Ngā 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 māramatanga 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 whārangi atu anō mō ō tuhinga, whakamahia ngā whārangi wātea kei muri o tēnei pukapuka.

Tirohia mēnā e tika ana te raupapatanga o ngā whārangi 2–24 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

TE TŪMAHI TUATAHI: TE HANGANGA O TE PAKIHI

MĀ TE KAIMĀKA ANAKE

Nō muri mai i ētahi umanga tēnehi angitu, i whakatau a Tāwhiri rāua ko tōna tino hoa, ko Eli ki te whakatinana i tō rāua ngākaunui me tō rāua mātauranga ki te tēnehi mā te whakatū i tētahi pakihi ko tāna mahi he waihanga, he hoko anō hoki i tētahi rākete tēnehi hou, e whai ana i ngā āhuatanga hangarau kounga. Ko *Tennis Tech* te ingoa o te pakihi, ā, he hinonga pātuitanga.

RUA ka puta ki	u pakihi nei, "hinonga pāt a Tāwhiri rāua ko Eli nā t	e whakatū hinonga p	ātuitanga hei pakihi ho

QUESTION ONE: BUSINESS STRUCTURE

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After successful careers in tennis, Tāwhiri and his best mate Eli decided to use their passion and knowledge of tennis by creating a business to develop and market a new hi-tech tennis racket. The business is called *Tennis Tech*, and operates as a partnership.

or forming a pa	rtnership for their r	iew busiliess.		

Nā te kaha o te hiahiatia o ā rāua hua, kua tipu te pakihi, ā, me whakatau mēnā rānei ka whakawhānuihia ake ngā wāhi hoahoa me ngā wāhi whakanao. Kua ū te whakaaro o Tāwhiri me whakaaro ake te rēhitatanga o te pakihi hei umanga, inā hoki, mā te pēnei e wātea ake ai ngā haupū rawa hei utu i te whakawhānuitanga.

(b)

Āta v hino	whakamāramatia ngā pānga ki a Tāwhiri rāua ko Eli o te huringa o <i>Tennis Tech</i> , o te nga pātuitanga, hei umanga kua rēhitatia.
l tō t	ruhinga:
•	whakamāramatia kia KOTAHI te rerekētanga o te hinonga pātuitanga me te umanga kua rēhitatia
•	āta whakamāramatia kia RUA ngā huapai, kia KOTAHI anō hoki te huakino ka puta ki a <i>Tennis Tech</i> i tōna huringa hei umanga kua rēhitatia.

He wāhi anō mō tēnei tuhinga kei te whārangi 6.

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Due to high demand for their products, the firm has grown, and a decision needs to be made whether to expand the design and production facilities. Tāwhiri believes the firm should consider becoming a registered company, as this would allow greater access to capital to fund any expansion.

Fully explain the impacts on Tāwhiri and Eli of Tennis Tech changing from a partnership to a (b) registered company. In your answer: explain ONE difference between a partnership and a registered company fully explain TWO advantages and ONE disadvantage of Tennis Tech becoming a registered company.

More space for this answer is available on page 7.

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TE TŪMAHI TUARUA: TE WHAKAWHITIWHITI KŌRERO

MĀ TE KAIMĀKA ANAKE

Me kounga te whakawhitiwhiti kōrero a ngā pakihi e nui rawa atu ai tō rātou whai wāhitanga atu ki ngā kaupapa e wātea ana ki a rātou.

- (a) Āta whakamāramatia kia RUA ngā huarahi whakawhitiwhiti kōrero ka whāia pea e *Tennis Tech* hei toro ki ana kiritaki, ki ana kiritaki rānei o anamata.
 - I tō tuhinga:
 - tautohua kia RUA ngā tūāhua e whakawhitiwhiti kōrero ai pea a *Tennis Tech* ki ana kiritaki, ki ana kiritaki rānei o anamata, e nui rawa atu ai tōna whai wāhitanga atu ki ngā kaupapa e wātea ana ki a ia.

•	āta whakamāramatia i IA tūāhua tētahi huarahi whakawhitiwhiti kōrero rerekē, me tā taua huarahi āwhina i te āhei o <i>Tennis Tech</i> kia whaihua tana whakawhitiwhiti kōrero ki ana kiritaki, ki ana kiritaki rānei o anamata.

QUESTION TWO: COMMUNICATION

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Businesses require good communication if they are to maximise their opportunities.

(a) Fully explain TWO methods of communication *Tennis Tech* may use to reach its customers/potential customers.

In your answer:

 identify TWO situations where Tennis Tech may communicate with its customers/potential customers to maximise its opportunities

•	for EACH situation, fully explain a different communication method and how it would enable <i>Tennis Tech</i> to communicate effectively with its customers/potential customers.

(b)

l roto i ngā pakihi katoa, he mea nui te whakawhitiwhiti kōrero whaihua kia tika ai ngā whakahaere.				
·	vhakawhitiwhiti kōrero ka tū pea i tētahi pakihi iti (kāore e iitake ana hoki ki te hapori, tētahi rānei o ēnei) kua oti i a			
Te ingoa o te pakihi iti				
He rawa ka hokona atu, he ratonga rānei ka tukuna.				
I tō tuhinga:				
 tautohua, whakamāramatia ar āta whakamāramatia te āhua ka puta pea ki te pakihi 	nō hoki kia KOTAHI te taupā whakawhitiwhiti kōrero o te pānga kinotanga o te taupā whakawhitiwhiti kōrero uarahi whakawhitiwhiti kōrero hei whakatau i te raru.			

He wāhi anō mō tēnei tuhinga kei te whārangi 12. (b)

In all businesses, good communicat	tion is important for efficient operations.
	tion that may exist for a small business (maximum of 20 unity significance) that you have studied in depth.
Name of the small business	
Good(s) sold or service(s) provided	
In your answer:	
	ier to communication communication may affect the business negatively munication which would solve the problem.

More space for this answer is available on page 13.

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MĀ TE KAIMĀP ANAKI

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TE TŪMAHI TUATORU: TE HONONGA I WAENGA I TE KAITUKU MAHI ME TE KAIMAHI

MĀ TE KAIMĀKA ANAKE

He mea whai tikanga ki te angitu o te pakihi te hononga i waenga i te kaituku mahi me te kaimahi. Ka pāngia kinotia pea te whakahaere a te pakihi ki te kore e pai te hononga i waenga i te kaituku mahi me te kaimahi.

(a) Āta whakamāramatia ngā take e whai tikanga ai ki te angitu o *Tennis Tech* te hononga i waenga i te kaituku mahi me te kaimahi.
I tō tuhinga:
tautohua kia KOTAHI te tauira o te hononga pai i waenga i te kaituku mahi me te

	kaimani
•	āta whakamāramatia kia RUA ngā pānga ki a <i>Tennis Tech</i> ka hua mai i te hononga pai i waenga i te kaituku mahi me te kaimahi.

QUESTION THREE: EMPLOYER/EMPLOYEE RELATIONSHIPS

ASSESSOR'S USE ONLY

Good employer/employee relationships are important for the success of any business. Poor employer/employee relationships can impact negatively on the performance of a business.

In your answer:					
•	identify ONE example of good employer/employee relationships				
•	fully explain TWO impacts that good employer/employee relationships will have on <i>Tennis Tech</i> .				

MÃ TE
KAIMĀKA
ANAKE

Inā tata nei, kua nui ngā tamōnga o tētahi kaimahi o *Tennis Tech*, o David, kāore i whakamāramatia. Kua pā tēnei tūāhua ki ētahi atu kaimahi, ki ngā kiritaki anō hoki nā te tōmuri o te tukunga o ngā rawa.

(b)	Matapakihia te pānga ka puta pea ki a <i>Tennis Tech</i> o te korenga i whakatika i ngā tamōnga o David kāore i whakamāramatia. I tō tuhinga:
	 whakamāramatia kia KOTAHI te pānga kino ki ngā kaimahi nā ngā tamōnga o David, ā, kia KOTAHI anō te pānga kino ki a <i>Tennis Tech</i>
	 āta whakamāramatia kia RUA ngā rongoā kē atu e taea ai pea e Tennis Tech te whakamahi hei whakatau i te raru.

He wāhi anō mō tēnei tuhinga kei te whārangi 18.

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David, one of *Tennis Tech*'s employees, has recently had a significant number of unexplained absences. This has impacted on other staff, and on customers who have experienced late deliveries.

(b)

	cuss now a failure to deal with David's unexplained absences may affect <i>Tennis Tech.</i>	
explain ONE negative impact of David's absences on the staff and ONE negative impact on <i>Tennis Tech</i>		
•	fully explain TWO alternative solutions that <i>Tennis Tech</i> could use to deal with the problem.	

More space for this answer is available on page 19.

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		He wharangi ano ki te hiahiatia.	
	1	Tuhia te tau tūmahi mēnā e hāngai ana.	
TE TAU TŪMAHI			
	1		

MĀ TE KAIMĀKA ANAKE

	Extra space if required. Write the question number(s) if applic	cable
QUESTION NUMBER	White the question number (s) it applies	audio.

		He wharangi ano ki te hiahiatia.	
	1	Tuhia te tau tūmahi mēnā e hāngai ana.	
TE TAU TŪMAHI			
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MĀ TE KAIMĀKA ANAKE

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QUESTION NUMBER				

English translation of the wording on the front cover

Level 1 Business Studies, 2016

90837 Demonstrate an understanding of internal features of a small business

9.30 a.m. Friday 25 November 2016 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 2–24 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.