See back cover for an English translation of this cover

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90837M

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

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 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

TE TÜMAHI TUATAHI: NGĀ HONONGA I WAENGA I TE KAITUKU MAHI ME TE KAIMAHI

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.

(a) Kōrerotia ngā take e RUA e whakahirahira ana kia whaihua ngā hononga i waenga i ngā kaituku mahi me ngā kaimahi.

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 Hīkoi Whenua.

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.

(b)

tuhinga: whakamāramatia te take e tohu ai ia āhuatanga i te tū a Shane hei kaituku mahi pai		
a whakamāramatia ka pēhea pea tā ia āhuatanga whakaawe i ngā waiaro o ngā imahi ki te pakihi.		

(b)

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

TE TŪMAHI TUARUA: TE RAKAHINONGA

MĀ TE KAIMĀKA ANAKE

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 tauira rongonui.

E ora pai ana te ahurea hinonga i Aotearoa; kotahi o roto o te tokowhitu pakeke i Aotearoa e tohua ana hei rakahinonga, ka mutu, koinei tētahi o ngā taupāpātanga teitei katoa i te ao whānui (Frederick, 2004).

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

, ,	
(a)	Āta whakamāramatia ngā āhuatanga e RUA o te tū hei rakahinonga.
	I tō tuhinga:
	 tautohua ia āhuatanga o te rakahinonga
	āta whakamāramatia to taka a whakahirahira ana ia āhuatanga
	 āta whakamāramatia te take e whakahirahira ana ia āhuatanga.

QUESTION TWO: ENTREPRENEUR

ASSESSOR'S USE ONLY

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. n your answer:				
ш у •	identify each characteristic of an entrepreneur				
•	fully explain why each characteristic is important.				

I mua i tana whakaotihanga i te akoranga pakihi me tana whakatū i a *Hīkoi Whenua*, i whai wāhi atu a Shane ki ētahi atu kaupapa pakihi, pērā i te pupuhi paihamu me te whakatipu arapaka. E whai pūkenga ana a Shane ki te tautohu i ngā hua o roto i ngā au tauhokohoko rerekē, ki te whakatipu pakihi iti hoki e ea ai ngā hiahia o reira.

Kua whaihua a <i>Hīkoi Whenua</i> i ngā pūkenga rakahinonga o Shane. Āta whakamāramatia te whai wāhitanga atu o ngā pūkenga rakahinonga o Shane ki tana angitu ā-pakihi. I tō tuhinga:		
 whakamāramatia ngā pūkenga rakahinonga e RUA ka whakaaturia e Shane 		
1	āta whakamāramatia te whai wāhitanga atu o ia pūkenga ki tana angitu ā-pakihi.	

ASSESSOR'S USE ONLY

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.

Sha	oi Whenua has benefited from Shane's skills as an entrepreneur. Fully explain how ne's skills as an entrepreneur contribute to his business success.
	our answer:
•	explain TWO entrepreneurial skills that Shane demonstrates
•	fully explain how each skill contributes to his business success.

TE TŪMAHI TUATORU: TE ANGITU Ā-PAKIHI

MĀ TE KAIMĀKA ANAKE

I whāngaihia a Shane ki te mātauranga mō te taiao 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 nāianei, 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

•	ata whakamaramatia, nomai noki nga take e RUA, e kitea ai ka penea pea te whai wāhitanga atu o te rangatiratanga o Shane i aua whenua, ki te angitu o <i>Hīkoi Whenua</i> .

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 *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.

MĀ TE KAIMĀKA ANAKE

(b)

e mōhiotia ana (kāore e nui ake ana	e angitu o tētahi pakihi. Whakamahia tētahi pakihi iti a i te 20 ōna kaimahi, ā, e whaitake ana ki te hapori a āta whakamāramatia ai ngā āhuatanga e RUA, atu i te ea ki tōna angitu.
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	
I tō tuhinga: tautohua ngā huarahi e inea a	· · · · · · · · · · · · · · · · · · ·
 tautohua ngā āhuatanga e Rl te pakihi 	JA, atu i te rangatiratanga, ka whai wāhi pea ki te angitu o
 āta whakamāramatia ka pēhe atu ki te angitu o te pakihi. 	ea pea tā tēnā, tā tēnā o aua āhuatanga e RUA whai wāhi

He wāhi anō mō tēnei tuhinga kei te whārangi e whai ake ana.

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(b)

Name of the small business	
Good(s) sold or service(s) provided	
How the business measures success	
your answer:	
identify how the business me	
the business	nan rangatiratanga, that may contribute to the success of
fully explain how each of the business.	TWO factors may contribute to the success of the

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

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TE TAU	I	He whārangi anō ki te hiahiatia. Tuhia te tau tūmahi mēnā e hāngai ana.	
TE TAU TŪMAHI	'		

MĀ TE KAIMĀKA ANAKE

OUESTION	I	Write the	Extra space	e if required. umber(s) if a		ASSESSOR'S USE ONLY
QUESTION NUMBER					_	

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

MĀ TE KAIMĀKA ANAKE

QUESTION NUMBER	Extra space if required. Write the question number(s) if applicable.	ASSESSOR' USE ONLY	S

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	Achiev	vement with Merit	Achievement with Excellence
Demonstrate an understanding or internal features of a small busined		a detailed understanding tures 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.