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SUPERVISOR'S USE ONLY

90844



Level 2 Business Studies, 2017

90844 Demonstrate understanding of how a large business responds to external factors

2.00 p.m. Monday 13 November 2017 Credits: Four

| Achievement | Achievement with Merit | Achievement with Excellence |
|---|--|---|
| Demonstrate understanding of how a large business responds to external factors. | Demonstrate in-depth understanding of how a large business responds to external factors. | Demonstrate comprehensive understanding of how a large business responds to external factors. |

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 parts of the task 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 2–11 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.

TOTAL

This task has FOUR parts, (a) to (d). Use the background information below, the supplementary information in the other boxes, and your business knowledge, to complete each part.

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Background information

Kapai Kiwifruit (known as *KK*) is a kiwifruit producer based at Katikati, in the Bay of Plenty. It is a seasonal business, and often has difficulty finding workers during the harvest. The owners have decided to invest in new technology that will enable them to pick kiwifruit using fewer workers.

There is a very short time span in which kiwifruit can be picked, packed, and sold. *Kapai Kiwifruit* wants to maximise the amount that can be harvested in this time.

| new technology. | | | |
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Besides the seasonal workers, *Kapai Kiwifruit* also employs approximately 100 full-time staff. Some of these employees belong to the Kiwifruit Workers Union.

The kiwifruit industry has recently received negative media coverage, due to the poor treatment and payment of seasonal workers. The managers at *Kapai Kiwifruit* are always keen to honour the principle of "good faith", which is central to the Employment Relations Act, when employing all of their workers.

| • | use an example from <i>Kapai Kiwifruit</i> to explain the purpose of the ERA fully explain ONE cost to <i>Kapai Kiwifruit</i> of complying with the ERA |
|---|---|
| • | justify, with TWO reasons, why it is in <i>Kapai Kiwifruit</i> 's best interests to comply with the ERA. |
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The Kiwifruit Workers Union is negotiating a new collective agreement on behalf of *Kapai Kiwifruit*'s 100 full-time workers with the firm's management. The managers have offered the workers a pay increase that is less than what they expected. Negotiations have broken down and the union is considering taking industrial action.

(d) Discuss TWO possible responses by *Kapai Kiwifruit* management to industrial action by their employees.

In your answer:

- identify and explain a method of industrial action that may be undertaken by the employees
- fully explain TWO actions that management may take in response to the stated industrial action

| • | industrial action justify, with TWO reasons, which response would be preferable for management. | | | | | |
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