

## Assessment Schedule – 2021

### Business Studies: Apply business knowledge to address a complex problem(s) in a given global business context (91381)

#### Assessment Criteria

Achievement	Achievement with Merit	Achievement with Excellence
<i>Explaining</i> states what the answer is to the question asked, then expands by giving the reason(s) why the “what” occurs or links ideas to provide a coherent rationale.	<i>Fully explaining</i> develops the explanation with further expansion of how the situation / action could impact potential business or stakeholder goals, or a particular outcome. This will generally relate to effects, advantages, disadvantages, and / or consequences.	<i>Justifying</i> uses relevant evidence to justify the significance of the decision or the likelihood of success. This should include reference to alternative courses of action, or new information to further support the decision that has not already been established in earlier parts of the question.

**Note:** The candidate should use only one context for each part, but may change contexts between parts. Each answer should be read as a whole before awarding a grade.

Part	Sample Evidence
(a)	<i>Impacts of the reduced amounts of plastic waste available for collection</i>
(i)	<i>Pristine Recycling</i> would not have enough recyclable plastic now to meet its production targets (Stated). This is because the amount of recyclable plastic now available to <i>Pristine Recycling</i> from Helsinki and Oslo is less than expected, due to the lack of space to store the plastic before it is sent to New Zealand for processing (Explained).
(ii)	The impact would be that the production process is slowed / delayed, and customers may not be able to receive the products they want (Explained). If customers are unable to purchase their wheelie bins, road cones, and outdoor furniture from <i>Pristine Recycling</i> , they will purchase their products from a competing firm, leading to a fall in sales for <i>Pristine Recycling</i> (Fully explained).
(b)	<i>Choice of new sorting machine</i>
(i)	Model A is cheaper than Model B to purchase (Stated). It will require \$1.7 million less to buy than Model A (Explained). This would benefit <i>Pristine Recycling</i> by reducing capital expenditure and allowing the business to retain a higher level of capital reserves, which could enable / help it to make other investments in the future without needing to borrow money / reduced borrowing from a financial institution (Fully explained).
(ii)	Model B uses less energy than Model A (Stated), as indicated by its higher efficiency rating in Resource C (Explained). This means that Model B would be more environmentally sustainable and, if this is publicised through marketing, may enhance <i>Pristine Recycling's</i> brand reputation in the community (Fully explained).
(iii)	<i>Pristine Recycling</i> should invest in the Model B sorting machine (Stated). Although price is important, and \$1.7m is a significant amount, the improved brand reputation for <i>Pristine Recycling</i> as a result of being more energy efficient, and this benefit being publicised, should result in a long-term increase in sales, outweighing the \$1.7m initial extra cost for Model B.  Another reason to invest in Model B is the higher return on investment, at 13% compared with 11% for Model A. Also, Model B's higher efficiency would be likely to increase revenue and business profits – an important goal for <i>Pristine Recycling</i> .

<p>(c)</p> <p>(i)</p> <p>(ii)</p> <p>(iii)</p>	<p><i>Outsourcing the collection of plastic waste for recycling</i></p> <p><i>Zen Recycling</i> would charge <i>Pristine Recycling</i> less money for providing the collection service (Stated). This is because <i>Zen</i> charges NZ\$0.13 per kg of plastic collected, which is NZ\$0.05 less than the Finnish company, <i>Less Solutions</i>, would charge (Explained). The benefit of this is that this production cost for <i>Pristine Recycling</i> would decrease, potentially leading to a fall in total expenses (Fully explained).</p> <p>Using <i>Less Solutions</i> to do the trial collection in Norway would have the benefit of a lower impact on the environment (Stated). This is because <i>Less Solutions</i> won first prize in the 2020 European Sustainability Awards for having the lowest environmental impact in its category (Explained). The impact of this choice is that great environmental sustainability would be achieved by <i>Pristine Recycling</i> from operating in Norway and Finland (Fully explained).</p> <p><i>Pristine Recycling</i> should choose <i>Zen Recycling</i>, because although environmental factors are important, <i>Pristine Recycling's</i> main objective is to prioritise profitability. It is also important to recognise that <i>Zen Recycling's</i> customer approval rating is significantly higher than that of <i>Less Solutions</i>. This is an important factor, as it is likely that <i>Zen Recycling</i> would be very efficient in its collection tasks, which would enhance <i>Pristine Recycling's</i> brand reputation, leading to a potential increase in market share and helping <i>Pristine Recycling</i> to move into other markets in Europe.</p>
<p>(d)</p> <p>(i)</p> <p>(ii)</p>	<p><i>Higher operating costs</i></p> <p><i>Pristine Recycling</i> would need to pay its collection company (e.g. <i>Zen Recycling</i>) more to perform the collection task in Norway (Stated). This is because the average wage is 33% higher in Norway than it is in New Zealand (Explained). <i>Zen Recycling</i> would pass this higher cost on to <i>Pristine Recycling</i>.</p> <p>The impact of this is that costs would increase and profits would be reduced for the owners of <i>Pristine Recycling</i> in New Zealand, unless they raise the prices of the new plastic products they manufacture (Explained). This may lead to falling sales if the higher prices make <i>Pristine Recycling</i> less competitive in the marketplace (Fully explained).</p>

## Evidence

Achievement	Achievement with Merit	Achievement with Excellence
<p>Explains:</p> <ul style="list-style-type: none"> <li>• ONE possible negative effect for <i>Pristine Recycling</i> of the reduced amount of plastic waste it is receiving</li> <li>• the impact on the business or a stakeholder of receiving a reduced amount of plastic waste</li> <li>• ONE positive effect that EACH solution as to the choice of sorting machine to invest in would have for <i>Pristine Recycling</i></li> <li>• ONE positive effect of EACH solution as to the choice of company for <i>Pristine Recycling</i> to outsource the collection to</li> <li>• ONE possible cause of <i>Pristine Recycling</i> facing higher costs in Norway</li> <li>• the impact of the higher costs on the business or a stakeholder of the business.</li> </ul> <p>AND</p> <p>States relevant information from the resource.</p> <p>(Answers will typically <b>state</b> relevant examples, business knowledge, and/or Māori business concepts.)</p>	<p>Fully explains:</p> <ul style="list-style-type: none"> <li>• the impact on the business or a stakeholder of receiving a reduced amount of plastic waste</li> <li>• ONE positive effect that EACH solution as to the choice of sorting machine to invest in would have for <i>Pristine Recycling</i></li> <li>• ONE positive effect of EACH solution as to the choice of company for <i>Pristine Recycling</i> to outsource the collection to</li> <li>• the impact of the higher costs on the business or a stakeholder of the business.</li> </ul> <p>AND</p> <p>The answer includes relevant information from the resource to support explanations.</p> <p>(Answers will typically <b>include</b> relevant examples, business knowledge, and/or Māori business concept(s) to support explanations.)</p>	<p>Evaluates:</p> <ul style="list-style-type: none"> <li>• the better sorting machine for <i>Pristine Recycling</i> to invest in</li> <li>• the better company to outsource the waste plastic collection to.</li> </ul> <p>AND</p> <p>The answer integrates relevant information from the resource to fully support explanations.</p> <p>(Answers will typically <b>integrate</b> relevant examples, business knowledge, and/or Māori business concept(s) to support explanations.)</p>

N1	N2	A3	A4	M5	M6	E7	E8
Very little Achievement evidence.	Some Achievement evidence, partial explanations.	Most Achievement evidence.	Nearly all Achievement evidence.	Some Merit evidence.	Most Merit evidence.	Excellence evidence. One part may be weaker.	All points covered.

**N0** = No response; no relevant evidence.

## Cut Scores

Not Achieved	Achievement	Achievement with Merit	Achievement with Excellence
0 – 2	3 – 4	5 – 6	7 – 8