

Assessment Schedule – 2024**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
<p><i>Applying business knowledge</i> involves:</p> <ul style="list-style-type: none"> explaining the cause(s) and effect(s) of the complex problem(s) using business knowledge to explain a range of possible solutions stating relevant evidence stating a Māori business concept(s) where relevant to the complex problem(s). <p><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.</p>	<p><i>Applying in-depth business knowledge</i> involves:</p> <ul style="list-style-type: none"> fully explaining the cause(s) and effect(s) of the complex problem(s) applying relevant business knowledge to fully explain how relevant solutions would address the problems, with an awareness of impact including relevant evidence to support explanations including a Māori business concept(s) where relevant to the complex problem(s), to support explanations. <p><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.</p>	<p><i>Applying comprehensive business knowledge</i> involves:</p> <ul style="list-style-type: none"> evaluating potential solutions to the complex problem(s) justifying a recommended solution(s) integrating relevant business knowledge to fully support explanations integrating detailed and relevant evidence to support explanations integrating a Māori business concept(s) where relevant to the complex problem(s), to fully support explanations. <p><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.</p>

Note: Each answer should be read as a whole before awarding a grade.

Cut Scores

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

Evidence

Part	Sample Evidence
(a)	<p><i>Choice of manufacturer</i></p> <p>(i) Using <i>Ramand Mill</i> to manufacture their clothing will have a lower impact on the environment (Stated). This is because <i>Ramand Mill</i> has a 'Very good' environmental impact rating, compared to the 'Good' environmental impact achieved by <i>Bahl Textiles</i> (Explained). The benefit of this is that <i>Manaia Tala</i> will be able to continue to achieve their environmental sustainability goals by having a minimal negative impact on the environment through their manufacturing process (Fully explained).</p> <p>(ii) Using <i>Bahl Textiles</i> to manufacture their clothing will help <i>Manaia Tala</i> to achieve their social responsibility aims (Stated). <i>Bahl Textiles</i> has a higher social compliance score than <i>Ramand Mill</i> (9.4 compared to 7.4). This indicates that they have higher standards of labour practice, and this is shown through their lower rates of workplace accidents compared to <i>Ramand Mill</i> (Explained). Social responsibility is another key area of focus for <i>Manaia Tala</i>, and using <i>Bahl Textiles</i> would enable them to meet their goals in this area, including incorporating safe labour practices throughout their supply chain (Fully explained).</p> <p>(iii) <i>Manaia Tala</i> should use <i>Ramand Mill</i> to manufacture their clothing. Environmental sustainability is at the forefront of all decisions made by <i>Manaia Tala</i>. While they also have goals in respect of social responsibility, reducing their impact on the environment will be the greater priority in selecting their manufacturer. Being able to ensure they limit their environmental impact by using <i>Ramand Mill</i> will outweigh the social responsibility objectives that can be achieved through using <i>Bahl Textiles</i>. While <i>Bahl Textiles</i> has the higher social compliance score compared to <i>Ramand Mill</i>, the number of workplace accidents at the mill are not significantly higher than at <i>Bahl Textiles</i>.</p> <p>In addition, <i>Ramand Mill</i> has a lower minimum order quantity of 200, compared to 500 at <i>Bahl Textiles</i>. To ensure exclusivity of their garments, <i>Manaia Tala</i> usually offer a maximum of 500 of each item for sale. If they wish to produce less than 500 items, this will only be possible at <i>Ramand Mill</i>.</p> <p>Note: A recommendation for <i>Bahl Textiles</i> is acceptable if suitably justified.</p>
(b)	<p><i>Quality management</i></p> <p>(i) One possible cause for the quality expectations of <i>Manaia Tala</i> not being met is that there was miscommunication and misunderstanding between the workers at the Indian manufacturer and those at <i>Manaia Tala</i> (Stated). As perceptions of quality can vary between India and other countries, and as communication can be challenging, what was agreed to by the supplier may have been different to what was expected by <i>Manaia Tala</i> (Explained).</p> <p>(ii) The introduction of a quality assurance system will have a positive effect on the economic sustainability of <i>Manaia Tala</i> (Stated). In a quality assurance system, each step of the production process is checked to ensure that the expected quality standard is being met. These checks include the quality of the fabric used, right through to checking the final clothing item made. This system will mean that consistently high-quality clothing items are produced (Explained). With consistently high-quality clothing being offered to <i>Manaia Tala</i>'s customers, the business will establish a strong brand reputation in the clothing industry. This will help them to build a loyal customer base and attract new customers to their brand, increasing sales. With increased sales, the economic sustainability of <i>Manaia Tala</i> will improve (Fully explained).</p>

<p>(c)</p> <p>(i)</p> <p>(ii)</p>	<p><i>Shipping issues and trade agreement</i></p> <p>One possible cause of delays in receipt of orders by <i>Manaia Tala</i> is the long time it has taken to ship the finished garments from India to New Zealand (Stated). With no direct flight currently available from India to New Zealand, it is likely that it has taken closer to eight days for the goods to arrive by air rather than two days. It may also be that <i>Manaia Tala</i> has had to use sea freight and this could have meant that it took up to 63 days to arrive in New Zealand (Explained).</p> <p>A free trade agreement between New Zealand and India would improve the delivery time of finished goods from India for <i>Manaia Tala</i> (Stated). A free trade agreement between the two countries would seek to improve the movement of goods and services between New Zealand and India, and this could be achieved through improved and more frequent travel services including direct flights (Explained). If a free trade agreement between New Zealand and India resulted in there being direct flights between the two nations, <i>Manaia Tala</i> would have a new shipping option available to them, which would result in reduced shipping times. Customer orders could then be delivered on time and <i>Manaia Tala</i>'s reputation would improve, increasing their sales (Fully explained).</p>
<p>(d)</p> <p>(i)</p> <p>(ii)</p> <p>(iii)</p>	<p><i>Choice of design software</i></p> <p>One positive effect for <i>Manaia Tala</i> in choosing Garment Creator Suite is that they will receive a higher average rate of return (Stated). The Garment Creator Suite would provide <i>Manaia Tala</i> with an 11% average rate of return. This means they would receive, on average, an 11% increase in profit for the \$12,000 they initially have to spend on the design software. This is 2% higher than the 9% average rate of return they would receive from the Stitch Sculpt design software. (Explained). This higher average rate of return would help to ensure the economic sustainability of <i>Manaia Tala</i> by increasing their profits by a greater rate compared to the amount spent on the design software (Fully explained).</p> <p>One positive effect for <i>Manaia Tala</i> in choosing Stitch Sculpt is the lower cost per month of this software (Stated). At \$595 per month, the Stitch Sculpt software is \$105 per month cheaper than the Garment Creator Suite. Using Stitch Sculpt would provide \$1,260 in savings for <i>Manaia Tala</i> (Explained). The lower ongoing cost for Stitch Sculpt would mean that <i>Manaia Tala</i> would have lower operating expenses than if they chose the Garment Creator Suite, and this would lead to higher profits (Fully explained).</p> <p><i>Manaia Tala</i> should invest in the Stitch Sculpt design software. The initial cost savings of \$2,500 and the ongoing cost savings of \$1,260 per year are significant and outweigh the 2% higher average rate of return that would be gained by purchasing the Garment Creator Suite. The 9% average rate of return achieved by purchasing the Stitch Sculpt design software is a good return and is similar to the 11% achieved by Garment Creator Suite, but at a significantly lower cost.</p> <p>Stitch Sculpt also provides online support, which Garment Creator Suite does not. This means that the workers at <i>Manaia Tala</i> would be able to access help easily whenever they require it, which would ensure that production could be continued quickly if issues arise with the software. This may not be the case if Garment Creator Suite was chosen, as no support is provided. If issues arose with the Garment Creator Suite, the workers at <i>Manaia Tala</i> may face long delays in having these issues rectified, which would cause interruptions to the supply of their clothing.</p> <p>Note: A recommendation for Garment Creator Suite is acceptable if suitably justified.</p>

Evidence

Achievement	Achievement with Merit	Achievement with Excellence
<p>Explains:</p> <ul style="list-style-type: none"> one benefit to <i>Manaia Tala</i> of using <i>Ramand Mill</i> to manufacture their clothing one benefit to <i>Manaia Tala</i> of using <i>Bahl Textiles</i> to manufacture their clothing one possible cause for the quality expectations of <i>Manaia Tala</i> not being met the effect the introduction of a quality assurance system will likely have on the economic sustainability of <i>Manaia Tala</i> one possible cause for the delay in receiving of orders by <i>Manaia Tala</i> how the New Zealand government securing a free trade agreement with India could benefit <i>Manaia Tala</i> one positive effect choosing Garment Creator Suite would have on <i>Manaia Tala</i> one positive effect choosing Stitch Sculpt would have on <i>Manaia Tala</i>. <p>(Answers will typically state relevant examples, business knowledge, and/or Māori business concepts.)</p>	<p>Fully explains:</p> <ul style="list-style-type: none"> one benefit to <i>Manaia Tala</i> of using <i>Ramand Mill</i> to manufacture their clothing one benefit to <i>Manaia Tala</i> of using <i>Bahl Textiles</i> to manufacture their clothing the effect the introduction of a quality assurance system will likely have on the economic sustainability of <i>Manaia Tala</i> how the New Zealand government securing a free trade agreement with India could benefit <i>Manaia Tala</i> one positive effect choosing Garment Creator Suite would have on <i>Manaia Tala</i> one positive effect choosing Stitch Sculpt would have on <i>Manaia Tala</i>. <p>(Answers will typically include relevant examples, business knowledge, and/or Māori business concept(s) to support explanations.)</p>	<p>Evaluates:</p> <ul style="list-style-type: none"> the best manufacturer for <i>Manaia Tala</i> to use the best choice of software for <i>Manaia Tala</i>. <p>(Answers will typically integrate 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.