

Title	Demonstrate knowledge of Māori business entity protection and management, mitigating risk, and business opportunity		
Level	5	Credits	10

Purpose	<p>People credited with this unit standard are able to:</p> <ul style="list-style-type: none"> - describe a Māori business entity, and Māori business protection and management; - develop a plan to mitigate a risk arising from a negative impact on Māori business entity; - identify a business opportunity that falls out from a market trend for a Māori business entity.
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Classification	Māori Business and Management > Māori Management - Generic
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Available grade	Achieved
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Guidance Information

1 Definitions

Māori business entity refers to a Māori organisation, which may have multiple purposes and not be set up just for profit (a balanced motives approach). A Māori business entity has to balance being financially viable with social and cultural responsibilities as their core purposes. Examples of Māori business entities may include (but are not limited to): iwi/hapū/whānau/marae trusts, service providers (hauora and/or social services), Māori charitable trusts, Ahu Whenua Trusts, commercial vehicle organisations, iwi authorities, marae trusts, New Zealand Māori Council, rūnanga, tribal committees, trust boards, urban Māori authorities.

Māori business protection and management relates to the following tools: risk management, legal obligations and compliance issues, government policy, te pono me te tika (tikanga, tapu and noa, ethics, integrity, acting in a way that is socially and culturally responsible), security, privacy, confidentiality, conflict resolution, dispute resolution; and how they can be utilised to achieve the best outcomes for whānau, hapū, iwi, and hapori.

Māori business entity needs refers to the requirements that the entity must meet to operate, such as those relevant to the entity's:

- purpose and objectives
- tikanga
- intergenerational success (future development)
- relationships (internal and external)
- operating processes, procedures, and environments.

Intergenerational succession refers to the future planning and sustainability of a business entity, integrated with the mentoring and development of potential successors.

Negative refers to harmful, undesirable or not optimistic.

Positive refers to constructive, favourable or useful.

Te pono me te tika, or true and correct, is a cornerstone to the approaches and beliefs of a Māori business entity. It refers to the strategy of holding yourself accountable in all business relationships (external and internal) and business dealings to ensure holistic harmony.

2 Range

People should be assessed against this unit standard through the production of a case study of a Māori business entity. The case study may be based on an actual or a fictional Māori business entity.

Outcomes and performance criteria

Outcome 1

Describe a Māori business entity, and Māori business protection and management.

Performance criteria

1.1 Māori business entity is described in terms of their business arrangements, objectives, and structure.

Range business arrangements may include but are not limited to – processes, procedures, practices; structure may include, but is not limited to – management, governance, shareholders, members, owners.

1.2 Māori business protection and management is described in terms of *te pono me te tika*.

Range *te pono me te tika* includes but is not limited to – integrity of the entity and its membership in terms of the identity markers provided by *tātai* or *whakapapa*, heritage and/or legacy aspects.

1.3 Māori business protection and management are described in terms of growth, entity, and intergenerational succession.

1.4 Potential impacts of Māori business protection and management on the Māori business entity's financial transactions are described in terms of negative and positive.

Range impacts may include but are not limited to – *tikanga*, legislation, economic environment, social trends, government policy; evidence of one positive impact and one negative impact is required.

Outcome 2

Develop a plan to mitigate a risk arising from a negative impact on Māori business entity.

Performance criteria

- 2.1 Risk arising from the negative impact is identified.
- 2.2 Risk is assessed in terms of its severity for Māori business entity, in accordance with Māori business entity needs.
- Range one of – high, medium, low.
- 2.3 Plan is developed to mitigate or avoid damage caused by exposure to the risk, in accordance with Māori business entity needs.

Outcome 3

Identify a business opportunity that falls out from a market trend for a Māori business entity.

Performance criteria

- 3.1 A current market trend is identified.
- 3.2 Business opportunity, for a Māori business entity, from a current market trend is identified.

Planned review date	31 December 2026
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	18 August 2016	31 December 2023
Rollover and Revision	2	27 June 2019	31 December 2023
Review	3	25 March 2021	N/A

Consent and Moderation Requirements (CMR) reference	0113
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact NZQA Māori Qualifications Services mqs@nzqa.govt.nz if you wish to suggest changes to the content of this unit standard.