

New Zealand Commerce & Economics Teachers Association Inc

**ceta**

Te Aka Pouhoko, Pouaha Tōpū o Aotearoa

Accounting  
Business Studies  
Digital Technologies  
Economics

# Business Studies Resource Catalogue

Educating young people who  
will be significantly different!

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## **Business Studies Catalogue : Term 3 2020**

**Year 13 : NZC Level 8 : NCEA Level 3**

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**Should you have any queries, please do not hesitate to contact us.**

# Year 13 Business Studies

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## Year 13 – Curriculum Level 8 – NCEA Level 3

### Curriculum & School Programme Business Studies Resources

| Title and Keywords  | Code   | Price   | Description/Contents   |
|---|--------|---------|--|
| <p>CETA Business Studies New Zealand Curriculum Level 8/NCEA Level 3 Handbook - Version 2, 2015</p> <ul style="list-style-type: none"> <li>• <b>NZ Curriculum Level 8</b></li> <li>• <b>NCEA Level 3</b></li> </ul>   | BB11v2 | \$90.00 | <p><i>Version 2, 2015</i></p> <p>An essential teachers' handbook for any teacher who is teaching Business Studies at Level 8 of The New Zealand Curriculum and is assessing using the NCEA Level 3 Achievement Standards. It relates specifically to the Senior Secondary Teaching and Learning Guidelines for Business Studies published by the Ministry of Education. The booklet includes all the areas of programme design and implementation for scheme development. and relates to the NZC Future Focused principles of Sustainability, Citizenship, Entrepreneurship and Globalisation. It meets Level 8 Learning Objective One: Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors and Level 8 Learning Objective Two: Plan, take to market, review and then refine an innovative, sustainable business activity; analyse the activity and its success in the market place. It addresses the Business Studies themes Functions of Business, People in Business, Business Management and Business Environment in the NZCETA Business Studies Level 8 Handbook and links to all Level 8 Achievement Standards.</p> <p>Also included are sections on content development; teaching strategies; learning experiences and assessment activities, as well as the incorporation of the key competencies and values required by The New Zealand Curriculum. There are sections on resources; assessment; extension activities; programme evaluation. For reference, the Level 3 Achievement standards are included in an appendix.</p> <p><b>NOTE:</b> Under the previous versions of the external standards (i.e. pre2015) the Future Focus Themes of Sustainability, Citizenship, Enterprise and Globalisation were delivered as stand-alone topics. These have now been removed from the standards lists of topics and as from 2015 the four concepts should be integrated throughout a Business Studies programme as they are relevant to all achievement standards. A resource is available from NZCETA (<i>Future Focus Principles NZC Level 8/NCEA Level 3 Teaching Guide</i>) Code - BS 15/1/2</p> |
| <p>New Zealand Curriculum Level 8 Implementation Checklist for Teachers</p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link:</b><br/><b>AS3.1, AS3.2, AS3.3, AS3.4, AS3.5, AS3.6; AS3.7</b></p> <p><b>Themes: Functions of Business, People in Business, Business</b></p> | BB23   | \$60.00 | <p><i>Published 2016</i></p> <p><i>Achievement Objectives</i></p> <p>LO1: Students will gain knowledge, skills, and experience to: Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>LO2: Students will gain knowledge, skills, and experience to: Plan, take to market, review and then refine an innovative, sustainable business activity; analyse the activity and its success in the market place.</p> <p><b>Assessment Link(s):</b></p> <p>3.1 91379 Demonstrate understanding of how internal factors interact within a business that operates in a global context</p> <p>3.2 91380 Demonstrate understanding of strategic response to external factors by a business that operates in a global context</p> <p>3.3 91381 Apply business knowledge to address a complex problem(s) in a given global business context</p> <p>3.4 91382 Develop a marketing plan for a new or existing Product</p> <p>3.5 91383 Analyse a human resource issue affecting businesses</p> <p>3.6 91384 Carry out, with consultation, an innovative and sustainable business activity</p>   |

**Management,  
Business Environment**

3.7 91385 Investigate the exporting potential of a New Zealand business in a market, with consultation.  
The resource has been developed to support teachers with the implementation of a teaching and learning programme for NZC Level 8/NCEA Level 3 Business Studies. It contains tips and advice to set up, plan and run a Level 1 Business Studies programme. It has been written to complement the NZCETA Business Studies NZC level 8/NCEA Level 3 Handbook (BB11v2 2015).  
The content and concepts, as well as some context information are included in the NZCETA Business Studies NZC Level 8/NCEA Level 3 Handbook.  
It is a supplementary guide to support the teacher with some tips and advice on how to implement the curriculum - a 'how to' guide incorporating both the New Zealand Curriculum and requirements of NCEA Level 3 assessment.  
It also provides a foundation for further learning at tertiary level.

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  - 1.1 Factors to be considered
- 2.0 The context of global business
- 3.0 Internal assessments
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- 4.0 External Assessments
  - 4.1 How many standards should students be entered into?
  - 4.2 AS91379 (3.1) Demonstrate an understanding of how internal factors interact within a business that operates in a global context
  - 4.3 AS91380(3.2) Demonstrate understanding of strategic response to factors by a business that operates in a global context
  - 4.4 AS91381 (3.3) Apply business knowledge to a address a complex problem (s) in a given global business context
  - 4.5 Students using a business they have studied in depth
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- 5.0 Using technology for business
- 6.0 The Maori Concepts
- 7.0 What other help is at hand?

*Appendices:*

Level 3 External & Internal Topics linked to Achievement Standards  
Example Checklist

Future Focus Principles  
NZC Level 8/NCEA  
Level 3 – 2015 -  
Teaching Guide

BS 15/1/2

\$40.00

*Published 2015*

*Achievement Objective(s):*

*LO1: Students will gain knowledge, skills, and experience to analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.*

*LO2: Students will gain knowledge, skills, and experience to plan, take to market, review and then refine an innovative, sustainable business activity; analyse the activity and its success in the market place.*

**NZC Level 8  
NCEA Level 3**

**Assessment Link  
AS3.1, AS3.2, AS3.3,**

**Content: New Zealand Curriculum Future Focus Principles and how they are incorporated through the Level 8 Business Studies themes (content and concepts). The context is business**

**AS3.4, AS3.5, AS3.6,  
AS3.7**

**Themes: Functions of  
Business, People in  
Business, Business  
Management,  
Business Environment**

**operating on a global level**

This Level 8 Business Studies resource provides teaching and learning support for Level 8 Business Studies. This resource explores the NZC Future Focus principles of Sustainability, Citizenship, Enterprise and Globalisation and how these principles may be incorporated into the teaching of all Level 8 topics. While ideas have been provided the manner in which these principles have been incorporated can be added to or amended by the teacher. A number of the supporting resources, examples, links and complementary documents on these NZC Future Focus principles have also been provided for teachers. A template has been included. The resource links with the Senior Secondary Business Studies Teaching and Learning Guide and relates to the NZC Future Focused principles of Sustainability, Citizenship, Entrepreneurship and Globalisation. It meets Level 8 Learning Objective One: Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors and Level 8 Learning Objective Two: Plan, take to market, review and then refine an innovative, sustainable business activity; analyse the activity and its success in the market place. It addresses the Business Studies themes Functions of Business, People in Business, Business Management and Business Environment in the NZCETA Business Studies Level 8 Handbook and links to all Level 8 Achievement Standards. The values students learn about through the incorporation of the NZC Future Focus principles are not theme or topic specific. The Future Focus principles are big ideas based on concepts which relate to the different themes and topics. Therefore, the values of Excellence; Innovation, inquiry and curiosity; Diversity; Integrity; and Respect will vary and should be evident in the both the Future Focus principles and the themes and topics that these principles relate to. It is important for teachers, when presenting new concepts such as the Future Focus Principles, they provide resources, activities and a learning environment that encourages students to develop the key competencies of Thinking; Relating to Others; Using Language, Symbols and Texts; Managing Self; and Participating and Contributing.

## Teaching & Learning Resources, all pre-April 2017 revised

### Functions of Business

| <i>Title and Keywords</i>                                 | <i>Code</i>    | <i>Price</i> | <i>Description/Contents</i>  |
|---|----------------|--------------|--|
| Marketing Planning  | BS<br>14/1/2v2 | \$45.00      | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Students will analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors. This, Level 8 Business Studies unit provides teaching and learning support for NZC Level 8 Business Studies. It focuses on marketing planning theory required as prior knowledge for assessing NCEA Level 3 Achievement Standard 91382 (3.4) Develop a marketing plan for a new or existing product. This resource also has an applied focus providing a step by step approach necessary to develop a marketing plan. It focuses on setting up the internal assessment and delivery of the assessment over a series of teaching sessions.</p> <p>This unit includes eleven sessions. The sessions have been designed to deliver in chronological order, but teachers may decide to use the materials in a way that best suits the needs and interests of their students. The unit provides a framework for teachers to implement the Internal Achievement Standard 91382 (3.4) 'Develop a marketing plan for a new or existing product'.</p> <p>A number of the supporting resources focus on New Zealand and overseas businesses that have developed various marketing plans. Links and complementary documents are provided for teachers to access a wide variety of information on how to develop a marketing plan. Classroom activities have also been included.</p> <p><b>Specific Content</b></p> <p>At conclusion of this topic students should be able to:</p> <ul style="list-style-type: none"> <li>Fully explain the marketing situation of a particular product by conducting a marketing audit and analysing various tools</li> <li>Demonstrate an understanding of different strategies that could be used to develop an effective marketing plan</li> <li>Write a comprehensive marketing plan</li> </ul> <p><b>Contents:</b> Marketing Plan teaching and learning (Theory, activities and assessment)</p> |
| <b>Guidelines for teaching, learning &amp; assessment</b> |                |              |  |
| <b>Assessment Link</b>                                    |                |              |  |
| <b>AS91382 (3.4) internal</b>                             |                |              |  |
| <b>Theme: Functions of Business</b>                       |                |              |  |
| Marketing Quiz  | BS<br>09/1/3v3 | \$40.00      | <p><i>Revised 2017</i></p> <p><b>Learning Objective(s):</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors. This quiz is designed to be used at the conclusion of a Marketing unit of work and also as an exciting class revision activity. It encourages competition and emphasises the need to be specific when giving definitions and descriptions of concepts. It is intended as a group activity (up to three students in each group) with one person as the scribe – a nominated marker (usually the teacher) checks the answers as they are completed.</p> <p><b>Contents:</b> Resource Descriptor; Teacher Instructions on Quiz including how to use the PowerPoint and how to score the answers; The PowerPoint; Student Score Sheet</p>   |
| <b>Assessment Link</b>                                    |                |              |  |
| <b>AS91382(3.4) internal</b>                              |                |              |  |
| <b>Theme: Functions of Business</b>                       |                |              |  |
| Supply Chain Problems - (Issues, Causes & Solutions)      | BS<br>15/3/1v2 | \$45.00      | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Students will analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This Level 8 Business Studies unit provides teaching and learning support for NZC Level 8 Business Studies. It focuses on supply theory required as prior knowledge for assessing NCEA Level 3 Achievement Standard 91381 (3.3). Apply business knowledge to address a complex problem(s) in a given global business context. Its main focus</p>   |
| <b>From Whoa to Go – What happens when ...?</b>           |                |              |  |



**Assessment Link**  
**AS91381 (3.3)**  
**external**

**Theme: Functions of Business**

in on supply chain problems (issues, causes and solutions). This resource also has an applied focus providing a step by step approach necessary to learn about supply chain problems. This unit includes a teaching guide, PowerPoints, activities and practice exam questions. The sessions have been designed to deliver in chronological order, but teachers may decide to use the materials in a way that best suits the needs and interests of their students. The unit provides a framework for teachers to facilitate the teaching of the supply chain as part of AS91381 (3.3) external assessment 'Apply business knowledge to address a complex problem(s) in a given global business context.'

A number of the supporting resources focus on New Zealand and overseas businesses that demonstrate the supply chain process. Links and complementary documents are provided for teachers to access a wide variety of information on how to teach the supply chain. Classroom activities have also been included.

**Specific Content**

At conclusion of this topic students should be able to:

Analyse the causes of supply chain issues for particular business situations

Demonstrate an understanding of different solutions that could be used to solve any complex problems for the business

Evaluate the solutions and chose an effective strategy to implement a solution or solutions

**Contents:** Supply Chain Problems teaching and learning (Theory, activities and assessment)

Quality Management Issues BS \$45.00  
 15/3/2v2

*Revised 2017*

**Learning Objective:** Apply business knowledge to address a complex problem(s) in a given global business context

The teaching pack includes Quality Management Issue PPT notes, matching terms and definitions worksheets with solutions, student worksheet with suggested solutions, practice exam question also with solutions, a wordfind, additional notes on production and a student checklist. The content of the Pick-Up and Go learning activities can be used all at once or the teacher can select a few activities to enhance their students' overall knowledge of quality management issues for the end of year 3.3 AS91381 examination

This resource has been designed to teach as part of an NCEA Level Three Business Studies programme. It is designed to cover the content needed to teach AS 91381 3.3 – Quality Management Issues

**Specific Content**

- Define what a quality product is
- Explain the quality management issues that can occur **before** the product is produced
- Explain the quality management issues that can occur **during** the production process
- Explain the quality management issues that can occur **after** the product is produced
- Explain the different techniques used to improve quality in the production process (quality control, quality assurance, TQM, quality circles and benchmarking)
- Fully explain the benefits for a business by having good quality products

**Contents:** Resource Descriptor; Student Overview sheet for AS91381 (3.3); Quality Management Issues Notes PPT; Matching terms and definitions worksheet with solutions; Student worksheet with solutions; Practice exam question with solutions; Wordfind; Additional notes on Production; Student Checklist

**Guidelines for teaching, learning & assessment**

**Assessment Link**  
**AS91381 (3.3)**  
**external**

**Theme: Functions of Business**

Total Quality Management Game BS \$45.00  
 12/1/2v2

*Revised 2017*

**Learning Objective:** Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors

**Assessment Link**

**AS91379 (3.1)**  
external

**AS91381 (3.3)**  
external

**Theme: Functions of Business**

This resource provides an opportunity for teachers to use a fun, engaging game approach to teach the topic of Total Quality Management (TQM) instead of using the traditional lecture style lesson to introduce the topic. Through game simulation students will be able to appreciate the key principles of the TQM program. It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standards 91379 and 91381. It links with Business Functions Level 8 as part of the NZCETA Business Studies Handbook Three. **This resource was revised in April 2017.**

This resource is designed to be used to teach as part of an NCEA Level Three Business Studies programme. In particular it focuses on Total Quality Management, which is part of the Quality topic in the theme of Business Functions. There is also a link to Quality Management Issues.

It is suggested that the theory and activities would take 4 hours teaching and learning time.

**Specific Content**

Define the principles of Total Quality Management

Identify the significance of Quality Control to business operations

Describe the process of Total Quality Management

**Contents:** Resource Descriptor; PowerPoint of Game Instructions; 3 Survey Forms; Cost of Production Card; Transaction Record Sheet; Production Control Chart; Production Flowchart Template; Quality Statement Template; Evaluation Report Exercise Sheet; PowerPoint of TQM Principles

Export Potential: BS 18/4/4 \$45.00

**Let's Get Ready to Trade!**

**Assessment Link**

**AS91385 (3.7)**  
internal

**Theme: Functions of Business**

This resource pack has been developed to assist teachers with the teaching of the topic Export Potential. It will be useful when preparing students for the NCEA Internal Assessment AS 3.7. The pack includes a comprehensive PPT with all teaching notes required, a fill in the blank's activity, export terms glossary, free trade research activity, excellence exemplar, help sheet for students, student checklist and a marking schedule that allow teachers to cover all the requirements to meet the internal assessment. Some of the material in this resource was originally available in BS 13/1/3 which has been discontinued.

**Specific Content**

- Define the different exporting terms
- Understand the advantages of exporting into a new market
- Understand the challenges and risks of exporting into a new market
- Demonstrate an understanding of barriers to trade
- Demonstrate an understanding of free trade

**Contents:** Resource Descriptor; Export Potential PPT Notes; Exporting notes fill in the blanks (with solutions); Free Trade Research Activity (with solutions); Legislation notes; Export Potential Glossary; Distribution and Agents additional notes; Questions for business being used in the assessment; Assessment Overview; Assignment Structure – help sheet for Students; Excellence Exemplar; Student Checklist; Marking Schedule; Individual Review for students working in groups

Intellectual Property BS 17/2/1 \$45.00

**Guidelines for teaching, learning & assessment**

**Learning Objective:** Demonstrate understanding of how internal factors interact within a business that operates in a global context. This resource pack has been developed to assist teachers with the teaching of 3.1 Intellectual Property. The pack includes PPT slides, worksheets, case studies and worksheets, QR code revision activity, practice exam question, several group work activities, matching exercise, fill in the blanks, wordfind and an infographic that allows teachers to show students what they are expected to know in the Level 3 3.1 NCEA exam. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of the Intellectual Property topic. These activities have been developed to complement the 3.1 CETA

|   |                             |   |
|---|-----------------------------|---|
| <p><b>Assessment Link</b><br/>AS91379 (3.1)<br/>external</p> <p><b>Theme: Functions of Business</b></p>   |                             | <p>Powerpoint Slides.<br/>This resource has been designed to teach Year 13 Business Studies as part of an NCEA Level Three Business Studies programme. It is designed to cover the content needed to teach AS 91379 3.1 Internal Factors.<br/><b>Specific Content:</b><br/>Know the definitions of copyright, trademarks, patents, registered designs and trade secrets and provide examples of each<br/>Explain the advantages and disadvantages of the different Intellectual Property strategies<br/>Understand the benefits to the businesses and their consumers of having products protected by Intellectual Property<br/>Fully explain the risks and disadvantages to a business of not protecting their Intellectual Property<br/><b>Contents:</b> Resource Descriptor; Intellectual Property – The Basics; Spot the Difference Group Activity<br/>IP Advantages and Disadvantages notes and quiz; Business example QR code activity with answers;<br/>Case Study – Sistema with answers; IP Revision QR code activity with answers; IP Group Work Activity;<br/>Intellectual Property quiz and answers; Fill in the blanks activity with answers; Mix and Match activity with answers; Practice Exam question with answers; IP Word Unscramble activity with answers; IP Wordfind; Types of IP infographic</p>   |
| <p>Innovation</p> <p><b>Student Directed Learning</b></p> <p><b>Assessment Link</b><br/>AS91379 (3.1)<br/>external</p> <p><b>Theme: Functions of Business</b></p> | <p>BS 17/2/2    \$45.00</p> | <p><b>Learning Objective(s):</b><br/>1. Understand the importance of an innovative working environment and strategies businesses can employ to encourage innovative culture (role in business success).<br/>2. Identify types and examples of innovative global businesses (strategies and cultures favouring innovation, risks and opportunities of innovation)).<br/>3. Understand the impacts on businesses which do or do not encourage innovation.<br/>This comprehensive resource package covers the theory involved with the innovation topic which is a section in Achievement Standard 3.1 (AS91379).<br/>This pack focuses on student directed learning in which students are able to use the PowerPoint with voiceover to learn the theory and complete the activities to cement their understanding of the theory, as well as, apply the theory to a case study of a New Zealand business. (Air New Zealand)<br/>This resource provides an opportunity for teachers to incorporate digital tools in their classroom to engage students with the innovation topic. It also allows students to be self-directed in their learning as they will be able to go through the PowerPoint before the lesson which will allow the teacher to expand on some points during the designated teaching period, and for students to ask informed questions.<br/>It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standard 91379.<br/>It links with Business Functions Level 8 as part of the NZCETA Business Studies Handbook Three.<br/>This resource is designed to be used for the NCEA Level 3 Business Studies programme. It covers the specific content required to teach innovation and also provides interactive activities that will stretch the student to consider what impact innovation has on an organisation, and how a business can improve their corporate culture to encourage an innovative culture.<br/>The PowerPoint covers the theory needed for innovation. The PowerPoint includes voiceover explanations and instructions, as well as QR codes which link students to information and questions to enhance their understanding of innovation. The activities in the PowerPoint can be completed as a group, individual or in pairs.</p> |

### Specific Content

Explain innovation  
Explain process innovation  
Explain product innovation  
Explain the importance of research and development  
Explain the importance of corporate culture

**Contents:** Resource Descriptor; Teacher Guidelines; PowerPoint with voiceover; Case Study; Student Activities; Suggested Solutions

## Business Environment

| Title and Keywords                | Code           | Price   | Description/Contents  |
|-----------------------------------|----------------|---------|---|
| Changes in the Global Marketplace | BS<br>13/2/1v2 | \$45.00 | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors This resource pack has been developed to assist teachers with the teaching of Changes in the Global Marketplace. The pack includes a fun intro PPT quiz, task sheets for a research activity, case study based on old exam questions, PMI worksheet, a student checklist and a crossword. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of Changes in the Global Marketplace. These activities have been developed to complement the NZCETA AS 91380 (3.2) Powerpoint Packs BS 13-2-3-1. This resource will assist teachers to cover the content required for the Level 3 Achievement standard 91380 (3.2) NCEA exam.</p> <p>This resource has been designed to teach as part of an NCEA Level Three Business Studies programme. It is designed to cover the content needed to teach AS 91380 (3.2) Changes in the Global Marketplace. <b>Specific Contents:</b></p> <p>Explain the different issues that affect New Zealand businesses (recession, trends, natural disasters, political unrest or technology)<br/>Explain the connection of global trends and competition for local business</p> <p><b>Contents:</b> Resource Descriptor &amp; Teacher Guidelines; 3 Powerpoint covering content Changes in Global Marketplace (50 slides), Impact of Multinational Business on Host Countries (18 slides) &amp; Roles; Global Marketplace in the Global Economy (34 slides); Intro PPT (24 slides) with student template; Tasksheets for Research Activity; Case Study (with Answers); PMI chart on Natural Disasters; Crossword Student Checklist</p> |
| Global Connections                | BS<br>12/1/8v2 | \$45.00 | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Students will develop an awareness of the global marketplace and identify business opportunities arising from this environment.</p> <p>This resource contains student activities, PPT slides, a wordfind, key words, revision worksheets and additional notes to assist in teaching the topic of global connections for NZC Level 8/NCEA Level 3, Year 13. Students will be introduced to the specifics of global connections, advantages and disadvantages of trading internationally, food origin and the value of New Zealand's exports and imports. It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standard 91830 (3.2). It also links with the Theme Business Environment NZC Level 8 as part of the 2 BB11 NZCETA Business Studies NZC Level 8-NCEA Level 3 Handbook 15.</p> <p>In particular it focuses on how the reasons for the rise in global business, New Zealand's reliance on overseas trade, consequences for the local country and the advantages and disadvantages of local business expanding to other countries.</p> <p>This resource is designed to be used to teach as part of an NCEA Level Three Business Studies programme. It focuses on why businesses trade internationally. It is suggested that the theory and</p>  |

|   |                          |                |  |
|---|--------------------------|----------------|--|
|   |                          |                | <p>activities would take 5 hours teaching and learning time.</p> <p><b>Specific Content:</b><br/> Define the global business environment<br/> Explain the costs and benefits of operating in the global business environment<br/> <b>Contents:</b> Resource Descriptor; Class discussion Powerpoint (6 slides); Homework activity; Student Activities; Mind map &amp; powerpoint (15 slides); Revision worksheet; Guest speaker suggestions; Wordfind; Key words</p>   |
| <p>Unexpected Risks of Expanding Globally</p> <p><b>Guidelines for teaching, learning &amp; assessment</b></p> <p><b>Assessment Link</b><br/> AS91381 (3.3)<br/> external</p> <p><b>Theme: Business Environment</b></p> | <p>BS<br/> 15/3/3v2</p>  | <p>\$45.00</p> | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Apply business knowledge to address a complex problem(s) in a given global business context</p> <p>This resource pack has been developed to assist teachers with the teaching of unexpected risks involved from expanding globally including costs, cultural and language issues, economic uncertainty, legal regulations and trade agreements. The pack includes extension PPT notes, student worksheet with suggested solutions, practice exam question, case studies, a word find and additional notes on sources of finance and legal regulations that will allow teachers to show students what they are expected to know in the Level 3, AS91831 (3.3) NCEA exam. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of unexpected risks involved from expanding globally.</p> <p>This resource has been designed to teach as part of an NCEA Level Three Business Studies programme. It is designed to cover the content needed to teach AS 91381 3.3 – Unexpected risks involved from expanding globally.</p> <p><b>Specific Content:</b><br/> Know the reasons why businesses trade<br/> Explain the costs involved from expanding globally<br/> Fully explain the cultural and language issues when expanding globally<br/> Fully explain the risks of an uncertain economic situation<br/> Explain the legal regulations that exist when expanding globally<br/> Explain the importance of trade agreements<br/> <b>Contents:</b> Resource Descriptor; Unexpected Risks Notes PPT; Student worksheet with suggested Solutions; Practice exam question with suggested solutions; Case Study. Who is liable for the freight worksheet with suggested solutions; Case Study. Market Research is critical worksheet with suggested solutions; Additional notes for Legal Regulations and Sources of Capital when expanding globally; Wordfind; Student Checklist</p> |
| <p>Investment Appraisal</p> <p><b>Should I, Shouldn't I? Will I, Won't I?</b></p> <p><b>Assessment Link</b><br/> AS91381 (3.3)<br/> external</p> <p><b>Theme: Business Environment</b></p>                              | <p>BS<br/> 12/2/10v2</p> | <p>\$45.00</p> | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This resource includes useful teaching and revision notes to support teachers of Business Studies in the delivery of content and activities in the topic of Investment Appraisal. Conducting business on a daily basis generally requires making decisions – decisions that impact on all areas of the business. The most common decisions are made around investing and the purchasing of assets and equipment. Businesses generally do not like to throw money away so any time a business spends money the objective is make a return on the investment. However, there is sometimes a risk involved. The process of investment appraisal helps to reduce this risk and hopefully increase the return on the investment.</p> <p>This resource explores two methods of investment appraisal in depth; Payback Period, Average Rate of Return (ARR). A third method; Net Present Value is also included. The concepts are explored, and examples provided for each method. Questions and cases are added to provide the student with some practical application. After studying</p>   |

this topic students should be able to use this knowledge to ascertain the method that will bring the most benefit to the business. NOTE: While calculations of the three different methods are NOT required for assessment purposes these have been included in this resource for teachers and students to gain a better understanding of the different methods. The calculations could be used as an extension activity for more capable learners.

**Specific Content**

Definitions of concepts - Investment and Investment Appraisal. There are examples and exercises to enhance student knowledge. Suggested teaching and learning time; three to four hours. Content: Resource Descriptor; Learning Objective; Key Competencies; Teacher Guidelines; Student Activities; PowerPoint with 31 slides; Student Exercises

Opportunities & Threats of Multinational Activity

BS 18/4/3 \$45.00

This resource pack is a complete redevelopment & update of 13/1/2 version 2. The resource pack has been developed to assist teachers with the teaching of the opportunities and threats of multinational activity in the global economy. It covers the advantages and disadvantages for both the host country and the multinational business with a range of different examples to suit student's interests. The pack includes a variety of PPT's, activities, revision worksheet and case studies that allow teachers to cover the requirements of this topic. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of the role of multinational businesses in the global economy. These activities have been developed to complement the PowerPoint Slides. This resource will support the requirements for the assessment of NCEA Achievement Standard 91380 (3.2).

**Assessment Link**

AS91380 (3.2) external

**Theme: Business Environment**

**Specific Content**

- Explain why a business would choose to become multinational corporation
- Explain the opportunities and threats for a company setting up in another country
- Understand the advantages and disadvantages for the host country
- Understand the role of multinational businesses in a global economy

**Contents**

Resource Descriptor: Multinational Businesses Intro PPT; Multinational Businesses Brainstorm diagram; Multinational Businesses; Student worksheet (with answers); Fill in the blanks Activity (with answers); Siemens Case Study (with questions and answers); Cargill Trading Case Study (with questions and answers); Revision Activity (with answers); Further reading – HSBC case study; Wordfind; Student Checklist

**People in Business**

| Title and Keywords                      | Code        | Price   | Description/Contents   |
|---|-------------|---------|--|
| Cultural Intelligence                   | BS 15/4/1v2 | \$45.00 | Revised 2017<br>Learning Objective(s) Students will analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.  |
| <b>How do I know what to do?</b>        |             |         | This Level 8 Business Studies resource provides activities that support NZC Level 8 Business Studies. It focuses on the concept of Cultural Intelligence which is required as prior knowledge for assessing NCEA Level 3 assessments for Achievement Standard 91380 (3.2) Demonstrate understanding of strategic response to external factors by a business that operates in a global context, Achievement Standard 91381(3.3) Apply business knowledge to address a complex problem(s) in a given global business context. The main focus of these activities is to enhance students' knowledge about |
| <b>An Activity Based Resource</b>       |             |         |  |
| <b>Assessment Link</b>                  |             |         |  |
| AS91380 (3.2) external & AS 91381 (3.3) |             |         |  |

|  |  |
|--|--|
| <p><b>external</b></p> <p><b>Theme: Business Environment</b></p> | <p>how to act appropriately in various cultural situations.</p> <p>This resource includes activities that complement the CETA Cultural Intelligence PowerPoint which comes as part of a selection of powerpoint presentations (AS91380 (3.2) Powerpoints – Part A)</p> <p>Specific Content:</p> <p>Identify situations where being culturally intelligent is of the utmost importance</p> <p>Demonstrate an understanding of different responses to cultural issues</p> <p><b>Contents:</b> Cultural Intelligence activities</p> |
|--|--|

## Business Management

| <i>Title and Keywords</i>   | <i>Code</i>            | <i>Price</i>   | <i>Description/Contents</i>   |
|---|------------------------|----------------|---|
| <p>Locating the Business</p> <p><b>Assessment Link</b><br/><b>AS91381 (3.3)</b><br/><b>external</b></p> <p><b>Theme: Business Management</b></p>                  | <p>BS<br/>12/1/3v2</p> | <p>\$45.00</p> | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Students will understand the factors affecting business location</p> <p>This resource contains a range of activities, diagrams, case studies and suggested teacher solutions to assist in teaching the topic of business location for NZC Level 8/NCEA Level 3, Year 13. Students will be introduced to the concept of locating a business overseas, in particular China.</p> <p>It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standard 91381 (3.3). It links with Business Management Level 8 as part of the NZCETA Business Studies Handbook Three. In particular it focuses on how businesses assess different factors when setting up in an overseas location including access to customers and suppliers, infrastructure, transport, resources, legislation, clustering, competitive advantage and trading blocs.</p> <p>This resource is designed to be used to teach as part of an NCEA Level Three Business Studies programme. In particular it focuses on how businesses assess a location for its proximity to suppliers, customers, transport links, infrastructure, and competitors. It is suggested that the theory and activities would take 4-5 hours teaching and learning time.</p> <p><b>Specific Content</b></p> <p>Define business location<br/>Analyse business location</p> <p><b>Content:</b> Resource Descriptor; PowerPoint Intro Quiz; Venn Diagram; Mind map; Case Studies; Student Activities; Suggested Teacher Solutions; Overseas case studies; Revision quiz</p> |
| <p>Manage Change or Face the Consequences</p> <p><b>Assessment Link</b><br/><b>AS91379 (3.1)</b><br/><b>external</b></p> <p><b>Theme: Business Management</b></p> | <p>BS<br/>12/1/4v2</p> | <p>\$45.00</p> | <p><i>Revised 2017</i></p> <p><b>Learning Objective:</b> Analyse how and why New Zealand Businesses operating in global markets make operational and strategic decisions in response to interacting external and internal factors.</p> <p>This resource in Business Management covers Change Management, addressing the importance of the successful management of change within a business, particularly in our current environment, and what impact change has on the decisions that are made for good or bad. The resource includes a PowerPoint covering the content for Change Management and allowing the teacher to develop the content further within the classroom. The case study and student activities can be used over three lessons, which will strengthen the students' ability to evaluate business decisions from a given case study.</p> <p>This resource is designed to be used for the NCEA Level 3 Business Studies programme. It covers the specific content required to teach change management and also provides interactive activities that will stretch the student to consider what impact change has on an organisation, and how a business can manage the change transition appropriately to cause the least disturbance amongst its stakeholders.</p> <p><b>Specific Content</b></p>  |

|   |             |         |   |
|---|-------------|---------|---|
|   |             |         | <p>Define Change Management.<br/>Describe the process of Change Management.<br/>Identify the causes of change within a business environment and explain what impact this has on the business.<br/>Explain why a business needs to promote change within their business and how they can do this successfully.<br/>Identify the reasons for resistance to change and explain how businesses can alleviate some of this stress by implementing a change management plan.<br/>Understand and evaluate the importance of change management to a business and how it can provide positive spin-offs for their stakeholders.</p> <p><b>Contents:</b> Resource Descriptor; PowerPoint – Change Management (16 slides); Change Management Case Study; Change Management Student Activity ideas</p>  |
| Innovation in Business  | BS 18/4/5   | \$45.00 | <p>This resource in Business Management covers innovation - addressing the importance of the innovation to a business, particularly in our current environment, and what impact innovation within your industry has on a business. The teaching pack covers a range of activities and notes to suit student's interests. The pack includes a mix of PPT's, research activities, worksheets, old exam questions, revision activities, quizzes, diagrams, computer activity, innovative classroom activity, wordfind and student checklist. This comprehensive teaching pack will allow teachers to cover the requirements of the innovation topic. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of innovation. These activities have been developed to complement the PowerPoint Slides. This resource will support the requirements for the assessment of NCEA Achievement Standard 91379 (3.1) and assist with their knowledge of innovative products for NCEA Achievement Standard 91384 (3.6). Some of the material in this resource was originally available in BS 13/1/2v2 which has been discontinued.</p> <p><b>Specific Content</b></p> <ul style="list-style-type: none"> <li>• Define innovation.</li> <li>• Describe the process of innovation.</li> <li>• Identify the benefits and risks associated with innovation.</li> <li>• Explain the impact innovation has on business and how it can give a company a competitive edge.</li> </ul> <p><b>Contents:</b> Resource Descriptor; Innovation - Examples Intro PPT; Crucial inventions designed by women PPT; Innovation Overview and Notes PPT; Research Activity; Innovation Classroom Activity with Solutions; Innovation Computer Activity with solutions; Innovation Old exam answers and solutions; Quick Quiz with solutions; Classifying Quiz with solutions; Innovation Recap with solutions; Revision Diagram with solutions; Additional notes – why innovation is important; Wordfind; Student Checklist</p> |
| <b>Assessment Link</b><br><b>AS91379 (3.1)</b><br><b>external</b> |             |         |   |
| <b>Theme: Business Management</b>                                 |             |         |   |
| Business Support  | BS 13/1/4v2 | \$45.00 | <p><i>Revised 2017</i></p> <p><b>Learning Objective(s):</b> Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This resource pack has been developed to assist teachers with the teaching of Business Support including sources of assistance, mentoring, networking, funding Government and non-government agencies. The pack includes PPT slides, worksheets and a matching exercise that allows teachers to show students what they are expected to in this topic. Teachers can choose to use all of the Pick-Up and Go learning activities or just select a few to enhance their students' overall knowledge of Business Support. These activities have been developed to complement the CETA AS 91380 (3.2) Powerpoint Slides.</p> <p>This resource has been designed to teach as part of an NCEA Level 3</p>  |
| <b>Assessment Link</b><br><b>AS91380 (3.2)</b><br><b>external</b> |             |         |   |
| <b>Theme: Business Management</b>                                 |             |         |   |



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| <p>Intellectual Property<br/><i>Hey That's My Idea!</i></p>  | <p>BS<br/>13/1/5v2</p>                   | <p>\$45.00</p>   | <p>Business Studies programme. It is designed to cover the content needed to teach AS 91380 (3.2) Business Support.<br/> <b>Specific Content:</b><br/>         Explain why a business might require business support<br/>         Understand negative consequences of acquiring business support<br/>         Explain the and importance of business networking<br/>         Understand the concept of mentoring<br/>         Understand different ways a business can obtain funding<br/>         Know the different government and non-government agencies that can support businesses.<br/> <b>Contents:</b> Resource Descriptor; Business Assistance General Info PPT; Brainstorming worksheet (and solutions); Business Mentoring Fill in the table (with solutions); Business Mentoring Computer Worksheet (and solutions); Business Assistance Matching Exercise (and solutions)</p>  |
| <p><b>Assessment Link</b><br/> <b>AS91379 (3.1)</b><br/>         external<br/>         (part of the concept of Innovation)</p> | <p><b>Theme: Business Management</b></p> | <p><i>Revised 2017</i><br/> <b>Learning Objective(s):</b> Analyse how and why New Zealand businesses operating in global markets make operational and strategic decisions in response to interacting internal and external factors.<br/>         This comprehensive resource package covers the definition of Intellectual Property as part of the concept of Innovation. It includes the management of intellectual property and the benefits and risks associated with businesses establishing copyright or applying trademarks and / or patents. Contents include intellectual property theory, student directed activities, some useful web links and a PowerPoint to use in conjunction with the teacher notes This resource is designed to be used to teach Intellectual Property as part of NZC Level 8/NCEA Level 3 Business Studies concept of Innovation. This resource can be used in conjunction with CETA PowerPoint BS 12/2/3 Intellectual Property. It is envisaged the resource should take 2 – 3 one hour lessons to deliver.<br/> <b>Specific Content:</b><br/>         Define intellectual property<br/>         Demonstrate an understanding of the need for businesses to establish copyright<br/>         Demonstrate an understanding of the need for businesses to create a trademark<br/>         Demonstrate an understanding of the need for businesses to apply for a patent<br/> <b>Contents:</b> Resource Descriptor; Teacher Notes; Useful Web Links; Range of Student Activities; Article – Lions Roar; Handout – Five Famous Inventions; PowerPoint – Hey – that's my idea!</p> |  |
| <p>Investment Appraisal<br/><i>Who wants to be a Millionaire</i></p>   | <p>BS 19/1/2</p>                         | <p>\$50.00</p>   | <p>This resource package covers the three investment appraisal methods and helps students to evaluate these for decision making. This resource pack is interactive which can be used for individual student learning or for a group/class. It includes interactive PowerPoints that students can work through as well as three activities that will help students remember the content and apply it to relevant scenarios. The resource provides an opportunity for teachers to incorporate digital tools in their classroom to engage students with the investment appraisal topic. It also allows students to be self-directed in their learning as they will be able to go through the PowerPoint at their own pace which will allow them to ask for clarification from the teacher as they need it. It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standard 91381. It links with Business Management Level 8 as part of the NZCETA Business Studies Handbook Three.<br/> <b>Specific Content</b></p> <ul style="list-style-type: none"> <li>• Explain Payback Period</li> <li>• Explain Average Rate of Return</li> </ul> |

- Explain Net Present Value
  - Evaluate investment appraisal methods to make capital decisions
- Contents:** Resource Descriptor; **Student Directed PowerPoints:** Payback Period; Average Rate of Return; Net Present Value; Decision Making; **Activities:** Fill in the blanks; “Hot Paper”; Investment; Appraisal Decision Making; Suggested answers

## Student Activities for Reinforcing Understanding & for Consolidation & Review

| Title and Keywords   | Code      | Price   | Description/Contents  |
|--|-----------|---------|---|
| <p><b>How can we improve?</b></p> <p><i>Reinforcing Quality Management; Innovation; Change Management</i></p> <p>NZC Level 8<br/>NCEA Level 3</p> <p><i>Ideal for student directed learning and also for use on BYOD devices</i></p> <p>Assessment Link<br/>AS 91379 (3.1)</p> | BS 18/4/1 | \$70.00 | <p>This consolidation pack relates to the topics Quality Management; Innovation and Change Management. It provides teachers with fun and practical student-centred activities for the classroom. The aim of this pack is to provide teachers with activities to use to consolidate students' skills and understandings of quality management, innovation and change management relating to a business that operates in a global context. Each activity provides students with the opportunity to reinforce the content learnt and gives them the opportunity to work independently or with others. Included is a variety of activities aimed at providing students with an interesting, challenging and interactive approach to learning, while incorporating key competencies of Thinking and Participating and Contributing. Students will enjoy the fun opportunities provided for in this pack from a PowerPoint summary of each topic followed by a hands on activity. The activities range from creating a case study, racing fellow students in a class activity, as well as completing a I have, Who has, puzzle. The various PowerPoints, activities and suggested solutions are intended to be used to consolidate the curriculum content and help develop key competencies relevant to your students. All of these activities are designed to be used as they are or adapted to meet the needs of your students. Resources are practical and most require preparation before using in the classroom. Teacher instructions and guidelines are included for each activity.</p> <p><b>Specific Content</b></p> <ul style="list-style-type: none"> <li>• quality management with reference to the significance of quality management to a business, as well as the costs and benefits of quality control, quality assurance, total quality management, Kaizen and quality circles</li> <li>• innovation with reference to the risks and opportunities of innovation, including intellectual property management, product and process innovation, corporate cultures and strategies encouraging innovation</li> <li>• change management with reference to why a change management process is necessary, resistance to change, costs and benefits of change management strategies</li> </ul> |
| <p><b>Going Global</b></p> <p><i>External Factors Student Activities for Reinforcing Understand, Consolidation &amp; Review</i></p>  | BS 20/1/2 | \$70.00 | <p><b>Achievement Objective(s):</b> Demonstrate understanding of strategic response to external factors by a business that operates in a global context.</p> <p>This resource is designed to be used for the NCEA Level 3 Business Studies programme. It covers the specific content required to investigate the application of motivation theory in a business.</p> <p>With technology advancing so fast and international trade expanding, businesses are incentivized to sell goods and services in foreign markets. As such, operating a business on a global level helps businesses expand their market share, reduce costs and become more competitive. Global business activities are carried out</p>  |

Assessment Link  
AS 91380 (3.2)

within an environment (aka World). It is important for these businesses operating globally to understand that the environment is constantly changing and this requires businesses that operate globally to adapt and respond to these changes, if they are to be successful. This resource provides an opportunity for teachers to engage students to think about businesses operating globally and the external factors that these businesses have to strategically respond to if they are to be sustainable. It also allows students to authenticate the content with “real” businesses, discuss their thoughts about globalisation and share their research and inquiry with their peers. The teacher will need to go through parts of the powerpoint and become the facilitator for class discussions. It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8, Achievement Standard 91380.

#### **Specific Content**

At conclusion of this topic, students are expected to demonstrate understanding of the following business knowledge, concepts, and content:

- societal expectations on the business (environmental, economic, social, cultural)
- cultural intelligence and responsiveness (importance of protocols, relationships, flexibility)
- business support (government and non-government agencies)
- opportunities and threats of multinational activity
- changes in the global market-place (growth and recession in export markets, political unrest, technology, consumer behaviour).

Related Māori concepts Māori concepts that relate to this achievement standard include:

- tikanga
- pūtake
- tūrangā
- kaitiakitanga
- rangatiratanga

**Contents:** Resource Descriptor; **Student/Teacher Directed PowerPoint**

**Activities:** External Factor – The NZ Government Corporate Social Responsibility; Research Examples of Cultural Clashes; Cultural Intelligence and Responsiveness; Business Support - Government Multinational Opportunity in New Zealand; Class Debate So What Do You Think? Inquiry- Pete’s Natural

#### **Business Plan**

BS 19/1/1

\$50.00

NZC Level 8  
NCEA Level 3

Assessment Link  
AS 91384 (3.6)  
Internal

This Business Plan resource pack has been developed to assist teachers with the experimental learning of the innovative and sustainable business activity that is developed, carried out and evaluated by the students. The teaching resource is a complete pack to teach AS91384 and features an overview PowerPoint with comprehensive instructions and information for students, product feasibility group work activity worksheet to assist students step by step with their business, economic situation help sheet, excellence exemplar, individual work log templates, mentor feedback templates, student checklist, presentation pitch help sheets, financial document templates and an individual review assessment. The activities and notes contained in this resource pack successfully allow teachers to cover all of the

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requirements in the AS 91384 internal assessment worth 9 NCEA credits.

**Part of this resource was included in BS 08/4/2 &BS13/1/2/2v2 which have now been deleted**

**Specific Content**

- Prepare a comprehensive business plan
- Carry out an going innovative, sustainable and ethical business
- Engage with specialist advisors in relation to their business
- Evaluate the business activity against economic, environmental, cultural and social outcomes

Contents: Resource Descriptor; Business Plan Student Overview PPT; Product Feasibility Group Activity Worksheet (with suggested solutions); Economic Situation Help sheet; Meeting Record Template; Individual Work log Entry Template; Mentor Feedback Template; Pitch Presentation Student Instructions; Halfway Review for Students; Checklist for students before handing in the Business Plan; Overall Marking Schedule; Excellence Exemplar; Financial Statement templates for students; Individual Review Assessment; Student Checklist

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## Achievement Standards PowerPoint Resources, all pre-2016 revised

| Title and Keywords  | Code             | Price                                   | Description/Contents   |
|---|------------------|---|--|
| AS 91379 (3.1)<br>Quality Management,<br>Innovation, Change<br>Management   | BS<br>12/1/9v2   | \$80.00<br>for pack<br>of three<br>PPTs | <i>Revised 2016</i><br>These three comprehensive powerpoints address the main areas of information and content in this topic which will assist with the coverage required for the achievement standard – <i>demonstrate understanding of how internal factors interact within a business that operates in a global context</i><br>The four powerpoints<br><b>Topics</b> <ul style="list-style-type: none"> <li>• Quality Management</li> <li>• Innovation</li> <li>• Change Management</li> </ul> The powerpoints will provide teachers with an excellent starting point for the teaching of each of these units and save hours of work and research time.   |
| <i>Demonstrate understanding of how internal factors interact within a business that operates in a global context</i> |                  |   |  |
| VERSION 2 2016  |                  |   |  |
| AS 91379 (3.1)<br>Quality Management  | BS<br>12/1/9/1v2 | \$30.00                                 | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic Quality Management<br>Students will: <ul style="list-style-type: none"> <li>• Understand the significance of quality management to a business</li> <li>• Explain the costs and benefits of quality control</li> <li>• Fully explain the terms quality assurance, total quality management, Kaizen and quality circles.</li> </ul> The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 28slides   |
| <i>Demonstrate understanding of how internal factors interact within a business that operates in a global context</i> |                  |   |  |
| VERSION 2 2016  |                  |   |  |
| AS 91379 (3.1)<br>Innovation  | BS<br>12/1/9/2v2 | \$30.00                                 | <i>Revised 2016</i><br>This comprehensive powerpoint address the main areas of information and content required for the topic Innovation within the theme Functions of Business and will assist with the coverage required for the achievement standard – <i>demonstrate understand of how internal factors interact within a business that operates in a global context.</i><br>Students will: <ul style="list-style-type: none"> <li>• Explain the risks and opportunities of innovation</li> <li>• Understand the importance of intellectual property management</li> <li>• Explain produce and process innovation, corporate cultures and strategies encouraging innovation</li> </ul> The powerpoint will provide teachers with an excellent starting point for the teaching of this unit and save hours of work and research time. 35 slides |
| <i>Demonstrate understanding of how internal factors interact within a business that operates in a global context</i> |                  |   |  |
| AS 91379 (3.1)  |                  |   |  |
| VERSION 2 2016  |                  |   |  |
| AS 91379 (3.1)<br>Change Management   | BS<br>12/1/9/3v2 | \$30.00                                 | <i>Revised 2016</i><br>This comprehensive powerpoint address the main areas of information and content required for the topic Change Management within the theme Functions of Business and will assist with the coverage required for the achievement standard – <i>demonstrate understand of how internal factors interact within a business that operates in a global context.</i><br>Students will: <ul style="list-style-type: none"> <li>• Explain why a change management process is</li> </ul>  |
| <i>Demonstrate understanding of how internal factors interact within a business that operates in a global context</i> |                  |   |  |
| AS 91379 (3.1)  |                  |   |  |

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| VERSION 2 2016   |                  |                                   | <p>necessary</p> <ul style="list-style-type: none"> <li>• Understand why there is resistance to change</li> <li>• Fully explain the costs and benefits of change management strategies</li> </ul> <p>The powerpoint will provide teachers with an excellent starting point for the teaching of this unit and save hours of work and research time. 35 slides</p>  |
| AS 91380 (3.2)<br>Business Support, Societal Expectation, Cultural Intelligence and Responsiveness<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i> | BS<br>13/1/6v2   | \$80.00<br>for pack of three PPTs | <p><i>Revised 2016</i></p> <p>These three comprehensive powerpoints address the main areas of information and content in this topic which will assist with the coverage required for the achievement standard – <i>demonstrate understanding of strategic response to external factors by a business that operates in a global context</i></p> <p>The three powerpoints</p> <ul style="list-style-type: none"> <li>• Business Support (24 slides)</li> <li>• Societal Expectation on Business (24 slides)</li> <li>• Cultural Intelligence &amp; Responsiveness (32 slides)</li> </ul> <p>The powerpoints will provide teachers with an excellent starting point for the teaching of each of these units and save hours of work and research time.</p>  |
| AS91380 (3.2)<br><b>Powerpoints – Part A</b>   |                  |                                   |   |
| VERSION 2 2016   |                  |                                   |   |
| AS 91380 (3.2)<br>Business Support<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i>   | BS<br>13/1/6/1v2 | \$30.00                           | <p><i>Revised 2016</i></p> <p>This comprehensive powerpoint addresses the main areas of information and content required for the topic Business Support (sources of advice, mentoring, networking, funding, government and non-government agencies)</p> <p>Students will</p> <ul style="list-style-type: none"> <li>• understand why businesses may need advice and assistance including the benefits of mentoring and networking and the sources of business advice and assistance</li> <li>• Explain why businesses need advice and support</li> <li>• Evaluate the types of advice and support businesses can access such as networking, mentoring and funding</li> <li>• Investigate where and how businesses source advice and support such as government and non-government agencies</li> </ul> <p>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 24slides</p> |
| AS 91380 (3.2)   |                  |                                   |   |
| VERSION 2 2016   |                  |                                   |   |
| AS 91380 (3.2)<br>Societal Expectation on Business<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i>   | BS<br>13/1/6/2v2 | \$30.00                           | <p><i>Revised 2016</i></p> <p>This comprehensive powerpoint addresses the main areas of information and content required for the topic Societal Expectation on Business</p> <ul style="list-style-type: none"> <li>• Students will develop an awareness that society expects businesses to operate environmentally, economically, socially and culturally</li> <li>• Explain why businesses must make an effort to protect the environment</li> <li>• Explain why society expects businesses to operate in an economic environment</li> <li>• Discuss why businesses need to operate in a socially and culturally sustainable manner and consider examples</li> </ul> <p>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of</p>   |
| AS 91380 (3.2)   |                  |                                   |   |
| VERSION 2 2016   |                  |                                   |   |

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|--|------------------|---------------------------------|--|
| AS 91380 (3.2)<br>Cultural intelligence and responsiveness<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i>   | BS<br>13/1/6/3v2 | \$30.00                         | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic Cultural Intelligence & Responsiveness (protocols, relationships, flexibility)<br>Students will understand the importance of cultural intelligence when developing and maintaining relationships in global markets<br>Understand the term cultural intelligence<br>Understand how cultural intelligence relates to business in terms of protocols, relationships and flexibility<br>Understand the term cultural responsiveness<br>Understand the importance of developing and maintaining relationships in business<br>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 32 <i>slides</i> |
| AS 91380 (3.2)<br>VERSION 2 2016   |                  |                                 |  |
| AS 91380 (3.2)<br>Changes in the Global Marketplace, Opportunities & Threats of Multinational Activity<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i> | BS<br>13/2/3v3   | \$50.00<br>for pack of two PPTs | <i>Revised 2016</i><br>These two comprehensive powerpoints address the main areas of information and content in this topic which will assist with the coverage required for the achievement standard – <i>demonstrate understanding of strategic response to external factors by a business that operates in a global context</i><br>The two powerpoints <ul style="list-style-type: none"> <li>• Changes in the Global Marketplace (22 slides)</li> <li>• Opportunities &amp; Threats of Multinational Activity (16 slides)</li> </ul> The powerpoints will provide teachers with an excellent starting point for the teaching of each of these units and save hours of work and research time.   |
| AS91380 (3.2)<br><b>Powerpoints – Part B</b><br>VERSION 2 2016   |                  |                                 |  |
| AS 91380 (3.2)<br>Changes in the Global Marketplace<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i>  | BS<br>13/2/3/1v3 | \$30.00                         | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic Changes in the Global Marketplace (caused by growth and recession in export markets, trends, political unrest, technology, consumer behaviour)<br>Students will understand the impact of changes in the global marketplace on businesses including growth and recession in export markets, trends, political unrest, technology, consumer behaviour<br>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 22 <i>slides</i>  |
| AS 91380 (3.2)<br>VERSION 2 2016   |                  |                                 |  |
| AS 91380 (3.2)<br>Opportunities & Threats of Multinational Activity<br><i>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</i>                                    | BS<br>13/2/3/2v3 | \$30.00                         | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic Changes in the Global Marketplace (caused by growth and recession in export markets, trends, political unrest, technology, consumer behaviour)<br>Students will <ul style="list-style-type: none"> <li>• Understand the term multinational</li> <li>• Understand the opportunities of multinational activity</li> <li>• Understand the threats of multinational activity</li> </ul> The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 16 <i>slides</i>   |
| AS 91381 (3.2)<br>VERSION 2 2016   |                  |                                 |  |



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|---|-------------------|---|---|
| AS 91381 (3.3)<br>Quality Management Issues,<br>Business Location Issues,<br>Capital Investment Decisions<br><i>Apply business knowledge to<br/>address a complex problem(s)<br/>in a given global business<br/>context</i> | BS<br>14/4/10v2   | \$80.00<br>for pack<br>of three<br>PPTs | <i>Revised 2016</i><br>These three comprehensive powerpoints address the main areas of information and content in this topic which will assist with the coverage required for the achievement standard – <i>demonstrate understanding of strategic response to external factors by a business that operates in a global context</i><br>The three powerpoints <ul style="list-style-type: none"> <li>• Quality Management Issues (39 slides)</li> <li>• Business Location Issues (24 slides)</li> <li>• Capital Investment Decisions (23 slides)</li> </ul> The powerpoints will provide teachers with an excellent starting point for the teaching of each of these units and save hours of work and research time.   |
| AS91381 (3.3)<br><b>Powerpoints – Part A</b><br><br>VERSION 2 2016  |                   |   |   |
| AS 91381 (3.3)<br>Quality Management Issues<br><i>Apply business knowledge to<br/>address a complex problem(s)<br/>in a given global business<br/>context</i>   | BS<br>14/4/10/1v2 | \$30.00                                 | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic in a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem.<br>In a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem. Students can apply relevant practical business experience they have gained during the programme of learning to suggest a possible viable solution. The complex problem will be one that affects the business in multiple ways. These include problems arising from (in no particular order): quality management issues arising before during and after production. Topics could include substandard manufacturing, compromised design through cost cutting;; supply chain issues (outsourcing, distribution, sourcing of raw materials); business location issues; unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements; capital investment decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided, qualitative factors impacting on investment decisions)<br>Quality Management Issues arising before during and after production. Could include substandard manufacturing, compromised design through cost cutting<br>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 39 <i>slides</i> |
| AS 91381 (3.3)<br><br>VERSION 2 2016  |                   |   |   |
| AS 91381 (3.3)<br>Business Location Issues<br><i>Apply business knowledge to<br/>address a complex problem(s)<br/>in a given global business<br/>context</i>  | BS<br>14/4/10/2v2 | \$30.00                                 | <i>Revised 2016</i><br>This comprehensive powerpoint addresses the main areas of information and content required for the topic in a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem.<br>Students can apply relevant practical business experience they have gained during the programme of learning to suggest a possible viable solution. The complex problem  |
| AS 91381 (3.3)  |                   |   |   |

VERSION 2 2016

will be one that affects the business in multiple ways. These include problems arising from (in no particular order): quality management issues arising before during and after production. Could include substandard manufacturing, compromised design through cost cutting supply chain issues (outsourcing, distribution, distribution, sourcing of raw materials)

business location issues unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements capital investment decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided qualitative factors impacting on investment decisions)

The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 24 *slides*

AS 91381 (3.3)

Capital Investment Decisions

*Apply business knowledge to address a complex problem(s) in a given global business context*

BS

14/4/10/3v2

\$30.00

*Revised 2016*

This comprehensive powerpoint addresses the main areas of information and content required for the topic in a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem.

AS 91381 (3.3)

In a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem. Students can apply relevant practical business experience they have gained during the programme of learning to suggest a possible viable solution.

VERSION 2 2016

The complex problem will be one that affects the business in multiple ways.

These include problems arising from (in no particular order): quality management issues arising before during and after production. Could include substandard manufacturing, compromised design through cost cutting supply chain issues (outsourcing, distribution, distribution, sourcing of raw materials) business location issues unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements capital investment decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided, qualitative factors impacting on investment decisions)

Capital Investment Decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided, qualitative factors impacting on investment decisions)

The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 23 *slides*

AS 91381 (3.3)

Supply Chain Issues, Unexpected Risks Involved in Expanding Globally

BS

14/4/11v2

\$50.00

for pack of two PPTs

*Revised 2016*

These two comprehensive powerpoints address the main areas of information and content in this topic which will assist with the coverage required for the achievement standard – *demonstrate understanding of strategic response to external factors by a business that operates*

|  |  |                       |   |
|--|--|-----------------------|---|
| <p><i>Apply business knowledge to address a complex problem(s) in a given global business context</i></p>  | <p>AS91381 (3.3)<br/><b>Powerpoints – Part B</b></p> | <p>VERSION 2 2016</p> | <p><i>in a global context</i><br/>The three powerpoints</p> <ul style="list-style-type: none"> <li>• Supply Chain Issues (35 slides)</li> <li>• Unexpected Risks Involved in Expanding Globally (55 slides)</li> </ul> <p>The powerpoints will provide teachers with an excellent starting point for the teaching of each of these units and save hours of work and research time.</p>  |
| <p>AS 91381 (3.3)<br/>Supply Chain Issues<br/><i>Apply business knowledge to address a complex problem(s) in a given global business context</i></p>                             | <p>BS<br/>14/4/11/1v2</p>                            | <p>\$30.00</p>        | <p><i>Revised 2016</i><br/>This comprehensive powerpoint addresses the main areas of information and content required for the topic in a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem.<br/>In a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem. Students can apply relevant practical business experience they have gained during the programme of learning to suggest a possible viable solution.<br/>The complex problem will be one that affects the business in multiple ways.<br/>These include problems arising from (in no particular order): quality management issues arising before during and after production. Could include substandard manufacturing, compromised design through cost cutting supply chain issues (outsourcing, distribution, distribution, sourcing of raw materials) business location issues unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements capital investment decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided, qualitative factors impacting on investment decisions)<br/>Supply chain issues (outsourcing, distribution, sourcing of raw materials)<br/>The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 35 slides</p> |
| <p>AS 91381 (3.3)<br/>VERSION 2 2016</p>   |  |                       |   |
| <p>AS 91381 (3.3)<br/>Unexpected Risks Involved in Expanding Globally<br/><i>Apply business knowledge to address a complex problem(s) in a given global business context</i></p> | <p>BS<br/>14/4/11/2v2</p>                            | <p>\$30.00</p>        | <p><i>Revised 2016</i><br/>This comprehensive powerpoint addresses the main areas of information and content required for the topic in a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem.<br/>In a given global business context, this achievement standard requires students to explore a complex problem, its causes and effects, and apply business knowledge to provide a range of possible solutions and recommendations for the problem. Students can apply relevant practical business experience they have gained during the programme of learning to suggest a possible viable solution.</p>  |

The complex problem will be one that affects the business in multiple ways.

These include problems arising from (in no particular order): quality management issues arising before during and after production. Could include substandard manufacturing, compromised design through cost cutting supply chain issues (outsourcing, distribution, distribution, sourcing of raw materials) business location issues unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements capital investment decisions (investment appraisal using payback period, average/accounting rate of return, net present value, with all calculations provided, qualitative factors impacting on investment decisions)

Unexpected risks involved in expanding globally such as costs, cultural and language barriers, economic uncertainty, legal regulations, trade agreements

The powerpoint will provide teachers with an excellent starting point for the teaching this unit and save hours of work and research time 55 slides

## Revision Packs, pre-2015 revised

| Title and Keywords   | Code           | Price   | Description/Contents   |
|--|----------------|---------|--|
| <p>Case Study AS 3.1</p> <p><b>Howard Wright</b></p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link</b><br/><b>Achievement</b><br/><b>Standards 91379</b><br/><b>(3.1) external</b></p> <p><b>Theme: All Themes</b></p> | BS 17/3/4      | \$60.00 | <p><i>Published 2017</i></p> <p>Students will be expected to answer a question(s) in the NZQA exam on internal factors which interact within a business that operates in a global context. This resource will provide them with all of the information they will need to help them understand the requirements of this part of the exam.</p> <p>This case study is based on Howard Wright, a New Zealand business producing hospital beds and stretchers, operating in a global context. Included are notes and information about Howard Wright, on each of the three topics in 3.1. There are also tasks for students to complete on each topic. Past NZQA exam questions presented in the booklet can be answered by students using Howard Wright as a New Zealand firm operating in a global context that they have studied in depth. This resource could be used as a stand-alone for students or as a class activity. The resource will provide teachers with some surety on the type of content their students will be required to understand in order to be successful with this aspect of the exam.</p> <p>Students have to make some assumptions as they won't know exactly what the business might do in the future – the key is to help them to be able to use real business knowledge and theory to support these assumptions</p> <p><b>Contents:</b> Case Study includes: notes on each topic relating to Howard Wright's business, practice tasks (32 pages) and answers</p> |
| <p>Case Study AS 3.2</p> <p><b>Howard Wright</b></p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link</b><br/><b>Achievement</b><br/><b>Standards 91380</b><br/><b>(3.2) external</b></p> <p><b>Theme: All Themes</b></p> | BS 17/3/5      | \$60.00 | <p><i>Published 2017</i></p> <p>Students will be expected to answer a question(s) in the NZQA exam on external factors which interact within a business that operates in a global context</p> <p>This resource will provide them with all of the information they will need to help them understand the requirements of this part of the exam.</p> <p>This case study is based on Howard Wright, a New Zealand business producing hospital beds and stretchers, operating in a global context. Included are notes and information about Howard Wright, on each of the five topics in 3.2. There are also tasks for students to complete on each topic. Past NZQA exam questions presented in the booklet can be answered by students using Howard Wright as a New Zealand firm operating in a global context that they have studied in depth. This resource could be used as a stand-alone for students or as a class activity. The resource will provide teachers with some surety on the type of content their students will be required to understand in order to be successful with this aspect of the exam.</p> <p>Students have to make some assumptions as they won't know exactly what the business might do in the future – the key is to help them to be able to use real business knowledge and theory to support these assumptions</p> <p><b>Contents:</b> Case Study includes: notes on each topic relating to Howard Wright, practice tasks (26 pages) and answers</p>       |
| <p>Business Bingo</p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link</b><br/><b>All NCEA</b><br/><b>Level 3</b></p>   | BS<br>07/4/1v3 | \$40.00 | <p><i>Revised 2017</i></p> <p><b>Learning Objective(s):</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>Revision Business Bingo is a useful game to help students learn business terms. Teacher instructions on how to play the game are included, and it is suggested that token money be used to give the game added interest. Four different sets of bingo terms and cards are included in the pack.</p> <p><b>Contents:</b> Resource Descriptor; Instructions; 4 x Terms Sheets for</p>  |

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|---|----------------|---------|--|
| <b>Achievement Standards</b>  |                |         | Marketing, Human Resources, Production, Finance; Bingo cards for Marketing, Human Resources, Finance and Production  |
| Business Mix and Match  | BS<br>07/4/2v3 | \$40.00 | <p><i>Revised 2017</i></p> <p><b>Learning Objective(s):</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors. Revision Mix and Match is a useful game to help students learn business terms. Teacher instructions on how to play the game are included, and it is suggested that this resource also be used with BS 07/4/1 – Revision Business Bingo. Four different sets of Mix and Match cards are included in the pack.</p> <p><b>Contents:</b> Resource Descriptor; Instructions; 4 x Mix and Match Sheets for Marketing, Human Resources, Production, Finance</p>  |
| <b>NZC Level 8</b><br><b>NCEA Level 3</b>   |                |         |  |
| <b>Assessment Link</b><br><b>All NCEA</b><br><b>Level 3</b><br><b>Achievement Standards</b>                           |                |         |  |
| AS 91379 (3.1)<br>Revision Pack No 1  | BS<br>12/2/7v2 | \$45.00 | <p><i>Revised 2015</i></p> <p><b>Learning Objective:</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This resource contains the Achievement Standard, the Explanatory Notes from the Teaching and Learning Guidelines, Examination Hints, a Student Checklist and questions to assist in revision for AS91379, NZC Level 8 and NCEA Level 3.</p> <p>It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8 and Achievement Standard 91379. The student checklist enclosed has been written by topic. Teachers could manipulate the table into Achieved, Merit and Excellence questions should they desire. It is not an exhaustive list but has been compiled using current resources, examinations, information and feedback to date. Teachers may add to this as the subject develops. The NZCETA Business Studies Level 8 Handbook and Topic Slides (available through CETA) provide additional suggestions for depth and breadth for individual topics.</p> <p>The questions have been written to encourage revision of the topics based on the businesses chosen to be studied in depth by each particular school.</p> <p><b>Contents:</b> Resource Descriptor; Achievement Standard; Teaching and Learning Guidelines; Examination Hints; Student Checklist; Questions</p> |
| VERSION 2 2015  |                |         |  |
| <b>NZC Level 8</b><br><b>NCEA Level 3</b>   |                |         |  |
| <b>Assessment Link</b><br><b>AS 91379 (3.1)</b><br><b>external</b>  |                |         |  |
| <b>Demonstrate understanding of how internal factors interact within a business that operates in a global context</b> |                |         |  |
| <b>Theme: All Themes</b>  |                |         |  |
| AS 91379 (3.1)<br>Revision Pack No 2  | BS<br>13/4/4v2 | \$60.00 | <p><i>Published 2013</i></p> <p>This resource pack has been developed to assist teachers with the revising of Achievement Standard 91379 (3.1). The revision pack includes a PPT overview, quality and innovation revision worksheets, change management case study, investment analysis exercises, business location worksheet, intellectual property case study, business template, student checklist and a wordfind. The pack will assist teachers to cover the content required for the NCEA Level 3 AS91379 (3.1) examination. Teachers can choose to use all of the Pick-Up and Go revision activities or select a few to enhance their students' overall knowledge of the different topics required to meet the Achievement Standard. These activities have been developed to complement the CETA AS 3.1 Powerpoint resources.</p> <p><b>Specific Content:</b> at conclusion of this topic students should be able to:</p> <ul style="list-style-type: none"> <li>• Understand different quality measurements, their importance and how they impact on business success</li> <li>• Understand the role and importance of innovation and how it impacts on business success.</li> <li>• Understand the steps used by business to manage change effectively</li> </ul>  |
| VERSION 2 2015  |                |         |  |
| <b>NZC Level 8</b><br><b>NCEA Level 3</b>   |                |         |  |
| <b>Assessment Link</b><br><b>AS 91379 (3.1)</b><br><b>external</b>  |                |         |  |
| <b>Demonstrate understanding of how internal factors interact within a business that operates in a global context</b> |                |         |  |

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|--|--------------------|----------------|--|
| <p><b>Theme: All Themes</b></p>  |                    |                | <ul style="list-style-type: none"> <li>• Use investment appraisal methods such as payback period, average/ accounting rate of return, net present value and evaluate these for decision making</li> <li>• Understand the factors affecting business location</li> <li>• Understand the role of intellectual property in the global marketplace such as the need for intellectual property, protection, benefits and risks.</li> </ul> <p><i>Contents: Resource Descriptor &amp; Teacher Guidelines; AS 3.1 Overview ppt (26 slides): Quality Revision Worksheet (with answers); Innovation ppt (9 slides) &amp; Worksheet (with answers); Change Management Case Study (with answers); Investment Analysis Exercises (with answers); Business Location Worksheet (with answers); Intellectual Property Case Study (with answers); Company template for relating back to a business; Study Checklist; Wordfind</i></p>  |
| <p>Achievement Standard 91380 (3.2) - Revision Pack No 1</p> <p>VERSION 2 2015</p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link</b><br/><b>AS 91380(3.2)</b><br/>external</p> <p><b>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</b></p> <p><b>Theme: All Themes</b></p> | <p>BS 12/2/8v2</p> | <p>\$45.00</p> | <p><i>Revised 2015</i></p> <p><b>Learning Objective:</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This resource contains the Achievement Standard, the Explanatory Notes from the Teaching and Learning Guidelines, Examination Hints, a Student Checklist and questions to assist in revision for AS91380, NZC Level 8 and NCEA Level 3.</p> <p>It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8 and Achievement Standard 91380. The student checklist enclosed has been written by topic. Teachers could manipulate the table into Achieved, Merit and Excellence questions should they desire. It is not an exhaustive list but has been compiled using current resources, examinations, information and feedback to date. Teachers may add to this as the subject develops. The NZCETA Business Studies Level 8 Handbook and Topic Slides (available through CETA) provide additional suggestions for depth and breadth for individual topics.</p> <p>The questions have been written to encourage revision of the topics based on the businesses chosen to be studied in depth by each particular school.</p> <p><i>Contents: Resource Descriptor; Achievement Standard; Teaching and Learning Guidelines; Examination Hints; Student Checklist; Questions</i></p> |
| <p>Achievement Standard 91380 (3.2) - Revision Pack No 2</p> <p><b>NZC Level 8</b><br/><b>NCEA Level 3</b></p> <p><b>Assessment Link</b><br/><b>AS 91380 (3.2)</b><br/>external</p> <p><b>Demonstrate understanding of strategic response to external factors by a business that operates in a global context</b></p>  | <p>BS 15/4/3</p>   | <p>\$60.00</p> | <p><i>Published 2015</i></p> <p>This resource pack has been developed to assist teachers with the revising of Achievement Standard 91380 (3.2). The content covers all of the different topics in AS 91380 (3.2). The revision pack includes a PPT overview, terms and definitions worksheet, basic revision, revision worksheet, exam practice, business template, student checklist and a wordfind. The pack will assist teachers to cover the content required for the NCEA Level 3 AS91380 (3.2) examination. Teachers can choose to use all of the Pick-Up and Go revision activities or select a few to enhance their students' overall knowledge of the different topics required to meet the Achievement Standard. These activities have been developed to complement the CETA AS 3.2 Powerpoint resources</p> <p>Specific Content: at conclusion of this topic students should be able to:</p> <ul style="list-style-type: none"> <li>• Develop an awareness that society expects businesses to operate environmentally, economically, socially and culturally</li> <li>• Understand the term cultural intelligence</li> <li>• Understand how cultural intelligence relates to business in terms of protocols, relationships and flexibility</li> <li>• Understand the term cultural responsiveness</li> </ul>  |

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| <b>Theme: All Themes</b>   |             |         | <ul style="list-style-type: none"> <li>• Understand the importance of developing and maintaining relationships in business</li> <li>• Explain why businesses need advice and support (both government and non-government agencies)</li> <li>• Understand the threats and opportunities for businesses of multinational activity</li> <li>• Understand the impact of changes in the global marketplace on businesses including economic, trends, natural disasters, political unrest or technology</li> </ul> <p><i>Contents: Resource Descriptor &amp; Teacher Guidelines; AS 3.2 Overview ppt (32 slides); Terms and Definitions worksheet (with answers); Basic Revision Worksheet (with answers); Revision Worksheet (with answers); Exam Revision (with answers); Practice Exam (with answers); Company template for relating back to a business; Excellence Exemplar notes; Study Checklist; Wordfind</i></p>   |
| Achievement Standard 91381 (3.3) - Revision Pack No 1  | BS 12/2/9v2 | \$45.00 | <p><i>Revised 2015</i></p> <p><b>Learning Objective:</b> Analyse how and why businesses in New Zealand operating in global markets make operational and strategic decisions in response to interacting internal and external factors.</p> <p>This resource contains the Achievement Standard, the Explanatory Notes from the Teaching and Learning Guidelines, Examination Hints, a Student Checklist and questions to assist in revision for AS91381, NZC Level 8 and NCEA Level 3.</p> <p>It links with the Senior Secondary Schools Teaching and Learning Guidelines for Business Studies Level 8 and Achievement Standard 91381. The student checklist enclosed has been written by topic. Teachers could manipulate the table into Achieved, Merit and Excellence questions should they desire. It is not an exhaustive list but has been compiled using current resources, examinations, information and feedback to date. Teachers may add to this as the subject develops. The NZCETA Business Studies Level 8 Handbook and Topic Slides (available through CETA) provide additional suggestions for depth and breadth for individual topics.</p> <p>The questions have been written to encourage revision of the topics based on the businesses chosen to be studied in depth by each particular school.</p> <p><i>Contents: Resource Descriptor; Achievement Standard; Teaching and Learning Guidelines; Examination Hints; Student Checklist; Questions</i></p> |
| VERSION 2 2015   |             |         |  |
| <b>NZC Level 8</b><br><b>NCEA Level 3</b>  |             |         |  |
| <b>Assessment Link</b><br><b>AS 91381 (3.3)</b><br>external  |             |         |  |
| <b>Apply business knowledge to address a complex problem(s) in a given global business context</b> |             |         |  |
| <b>Theme: All Themes</b>   |             |         |  |
| Achievement Standard 91381 (3.3) - Revision Pack No 2  | BS 15/4/4   | \$60.00 | <p><i>Published 2015</i></p> <p>This resource pack has been developed to assist teachers with the revising of Achievement Standard 91381 (3.3). The revision pack includes a PPT overview, Business Location worksheets and answers, Quality issues revision with answers, Supply Chain issues, Capital Investment Decisions worksheet with answers, Sample NZQA exam with Excellence annotated answers, student checklist and a word find. The pack will assist teachers to cover the content required for the NCEA Level 3 AS91381 (3.3) examination. Teachers can choose to use all of the Pick-Up and Go revision activities or select a few to enhance their students overall knowledge of the different topics required to meet the Achievement Standard. These activities have been developed to complement the CETA AS 3.3 PowerPoint resources.</p> <p>Specific Content: at conclusion of this topic students should be able to:</p> <ul style="list-style-type: none"> <li>• Discuss issues that can occur when businesses choose a poor location</li> <li>• Explain how access to customers and suppliers, infrastructure, transport and resources can affect business location decisions</li> <li>• Fully explain solutions to deal with potential issues when businesses choose a new location</li> </ul>   |
| <b>NZC Level 8</b><br><b>NCEA Level 3</b>  |             |         |  |
| <b>Assessment Link</b><br><b>AS 91381 (3.3)</b><br>external  |             |         |  |
| <b>Apply business knowledge to address a complex problem(s) in a given global business context</b> |             |         |  |
| <b>Theme: All Themes</b>   |             |         |  |



- Understand the term quality management
- Explain the quality management issues that could occur in a business before, during and after production
- Evaluate solutions to address quality management issues before, during and after production
- Define Supply Chain
- Understand the issues that may occur with outsourcing, distribution and sourcing of raw materials of the supply chain
- Evaluate solutions to deal with the issues of outsourcing, distribution and sourcing of raw materials in the supply chain
- Definition capital investment
- Explain an example of investment that might be undertaken by a business
- Evaluate the three investment appraisal methods payback period, average/accounting rate of return and net present value of an investment
- Fully explain other qualitative factors a business should consider when making an investment decision
- Factors that lead to poor investment decisions and consequences on the business

Specific Content: at conclusion of this topic students should be able to:

Resource Descriptor & Teacher Guidelines; AS 3.3 Overview ppt (32 slides); Business Location Basic Revision Worksheet (with answers); Business Location Revision Worksheet (with answers); Quality Issues Worksheet (with answers) Supply Chain Issues Worksheet (with answers) Capital Investment Exam Notes: Capital Investment Decisions Exercises (with answers); Capital Investment Old Exam Question (with answers); Unexpected Risks Worksheet (with answers); Sample NZQA 3.3 Exam (resource sheet, questions, answers and annotated Excellence answers); Study Checklist; Wordfind

## CETA Practice Exams

| <i>Title and Keywords</i>   | <i>Code</i>    | <i>Price</i>                 | <i>Description/Contents</i>  |
|-----------------------------|----------------|------------------------------|--|
| 2020<br><b>NCEA Level 3</b> | BSE L3<br>2020 | CETA<br>Members<br>\$98.00   | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Teacher Notes; Assessment Tasks, Assessment Schedule for each of the Achievement Standards.</i>       |
|                             |                | Non CETA<br>Members<br>\$130 | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard for CETA members & \$87 per achievement standard for non CETA members – state the standard number when ordering                 |
| 2019<br><b>NCEA Level 3</b> | BSE L3<br>2019 | CETA<br>Members<br>\$98.00   | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Teacher Notes; Assessment Tasks, Assessment Schedule for each of the Achievement Standards.</i>       |
|                             |                | Non CETA<br>Members<br>\$130 | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard for CETA members & \$87 per achievement standard for non CETA members – state the standard number when ordering                 |
| 2018<br><b>NCEA Level 3</b> | BSE L3<br>2018 | \$98.00                      | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Teacher Notes; Assessment Tasks, Assessment Schedule for each of the Achievement Standards.</i>       |
|                             |                |                              | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard – state the standard number when ordering   |
| 2017<br><b>NCEA Level 3</b> | BSE L3<br>2017 | \$98.00                      | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Teacher Notes; Assessment Tasks, Assessment Schedule for each of the Achievement Standards.</i>       |
|                             |                |                              | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard – state the standard number when ordering   |
| 2016<br><b>NCEA Level 3</b> | BSE L3<br>2016 | \$98.00                      | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Teacher Notes; Assessment Tasks, Assessment Schedule for each of the Achievement Standards.</i>       |
|                             |                |                              | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard – state the standard number when ordering   |
| 2015<br><b>NCEA Level 3</b> | BSE L3<br>2015 | \$98.00                      | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Assessment Tasks, Assessment Schedule and Assessment Sheet for each of the Achievement Standards.</i> |
|                             |                |                              | Individual Achievement Standards can be purchased at a cost of \$55 per achievement standard – state the standard number when ordering   |
| 2014<br><b>NCEA Level 3</b> | BSE L3<br>2014 | \$90.00                      | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Assessment Tasks, Assessment Schedule and Assessment Sheet for each of the Achievement Standards.</i> |
|                             |                |                              | Individual Achievement Standards can be purchased at a cost of \$40 per achievement standard – state the standard number when ordering   |

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| 2013<br><b>NCEA Level 3</b> | BSE L3<br>2013 | \$90.00 | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Assessment Tasks, Assessment Schedule and Assessment Sheet for each of the Achievement Standards.</i><br><br>Individual Achievement Standards can be purchased at a cost of \$40 per achievement standard – state the standard number when ordering |
| 2012<br><b>NCEA Level 3</b> | BSE L3<br>2012 | \$90.00 | An examination that covers the three external Achievement Standards 91379 (3.1), 91380 (3.2), 91381 (3.3). <i>Includes Assessment Tasks, Assessment Schedule and Assessment Sheet for each of the Achievement Standards.</i><br><br>Individual Achievement Standards can be purchased at a cost of \$40 per achievement standard – state the standard number when ordering |