# Level 3

# Achievement standard 91379 - Business studies 3.1

**Demonstrate understanding of how internal factors interact within a business that operates in a global context.**

This achievement standard relates to [learning objective 8-1](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Learning-objectives/LO-8-1).

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.

## Re: Explanatory Note 1

### Contexts for learning

A typical learning context is a New Zealand registered business operating in a global context that allows students to demonstrate their understanding of how internal factors interact.

### Business knowledge, concepts, and content

Students are expected to demonstrate understanding of the following business knowledge, concepts, and content:

* quality management (significance of quality management to a business, costs and benefits of quality control, quality assurance, total quality management, Kaizen and quality circles)
* innovation (risks and opportunities of innovation, including intellectual property management, product and process innovation, corporate cultures and strategies encouraging innovation)
* change management (why a change management process is necessary, resistance to change, costs and benefits of change management strategies)

### Related Māori concepts

Māori concepts that relate to this achievement standard include:

* tikanga
* pūtake
* tūranga
* kaitiakitanga
* rangatiratanga.

See also:

[Glossary of Māori terms](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Glossary-of-Maori-terms)

[Māori culture and values in business](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Culture-and-values)

## Re: Explanatory Note 2

See <http://seniorsecondary.tki.org.nz/index.php/Social-sciences/Business-studies/Learning-objectives> Achievement standard 91380 - Business studies 3.2

**Demonstrate understanding of strategic response to external factors by a business that operates in a global context.**

This achievement standard relates to [learning objective 8-1](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Learning-objectives/LO-8-1).

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.

## Re: Explanatory Note 1

### Contexts for learning

A typical learning context is a New Zealand registered business operating in a global context that allows students to demonstrate their understanding of strategic response to external factors.

### Business knowledge, concepts, and content

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
* tūranga
* kaitiakitanga
* rangatiratanga.

See also:

[Glossary of Māori terms](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Glossary-of-Maori-terms)

[Māori culture and values in business](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Culture-and-values)

## Re: Explanatory Note 2

See <http://seniorsecondary.tki.org.nz/index.php/Social-sciences/Business-studies/Learning-objectives> Achievement standard 91381 - Business studies 3.3

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

This achievement standard relates to [learning objective 8-1](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Learning-objectives/LO-8-1).

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.

## Re: Explanatory Note 1

### Contexts for learning

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:

* business location issues
* quality management issues before, during and after production
* supply chain issues (out-sourcing, distribution, sourcing of raw materials)
* 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.

### Related Māori concepts

Māori concepts that relate to this achievement standard include:

* tikanga
* pūtake
* tūranga
* kaitiakitanga
* rangatiratanga.

See also:

[Glossary of Māori terms](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Glossary-of-Maori-terms)

[Māori culture and values in business](http://seniorsecondary.tki.org.nz/Social-sciences/Business-studies/Maori-business/Culture-and-values)

## Re: Explanatory Note 2

See <http://seniorsecondary.tki.org.nz/index.php/Social-sciences/Business-studies/Learning-objectives>