

91381



913810



NEW ZEALAND QUALIFICATIONS AUTHORITY  
MANA TOHU MĀTAURANGA O AOTEAROA

SUPERVISOR'S USE ONLY

## Level 3 Business Studies, 2012

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

2.00 pm Monday 3 December 2012  
Credits: Four

Check that the National Student Number (NSN) on your admission slip is the same as the number at the top of this page.

**You should attempt ALL the questions in this booklet.**

Pull out Resource Booklet 91381R from the centre of this booklet.

Refer to relevant business knowledge and/or Māori business concepts in your answers.

If you need more room for any answer, use the extra space provided at the back of this booklet.

Check that this booklet has pages 2–14 in the correct order and that none of these pages is blank.

**YOU MUST HAND THIS BOOKLET TO THE SUPERVISOR AT THE END OF THE EXAMINATION.**

ASSESSOR'S USE ONLY		Achievement Criteria	
Achievement		Achievement with Merit	Achievement with Excellence
Apply business knowledge to address a complex problem(s) in a given global business context.	<input type="checkbox"/>	Apply in-depth business knowledge to address a complex problem(s) in a given global business context.	<input type="checkbox"/>
Overall level of performance (all criteria within a column are met)			<input type="checkbox"/>

## QUESTION ONE: Conflicts Arising from New Ownership

The replacement of some senior staff at *Newmann Technology NZ* by German managers from the parent company immediately created conflict between senior New Zealand staff and the new German managers.

- In your answer, fully explain:

- In your answer, you should:

- fully explain how each solution addresses the conflict between the senior New Zealand staff and new German managers, and the positive impacts on the business
- fully explain the negative effects of each solution
- state the solution that you would recommend
- justify your recommendation by explaining why this recommendation is better than the other possible solution.



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The examination continues on the following page.**

Use the information in Resources C, D, and E, and in the box below, in addition to your business knowledge, to answer this question.

(a) Discuss the possible causes and effects of the low sales of *LNT* products in California. In your answer, fully explain:

- In your answer, you should:

- fully explain how each solution addresses the low sales in California by explaining the positive impacts on the business
- fully explain the negative effects of each solution
- state the solution that you would recommend
- justify your recommendation by explaining why this recommendation is better than the other possible solution.



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The examination continues on the following page.**

Use the information in Resource F and Resource G, and in the box below, in addition to your business knowledge, to answer this question.

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- In your answer, you should:

- fully explain how each solution addresses the poor investment decision by explaining the positive impacts on the business
- fully explain the negative effects of each solution
- state the solution that you would recommend
- justify your recommendation by explaining why this recommendation is better than the other possible solution.



**Extra space if required.**  
**Write the question number(s) if applicable.**

ASSESSOR'S  
USE ONLY

QUESTION  
NUMBER

**Extra space if required.**  
**Write the question number(s) if applicable.**

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USE ONLY

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