

91381R



Mana Tohu Mātauranga o Aotearoa
New Zealand Qualifications Authority

Level 3 Business Studies 2023

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

Credits: Four

RESOURCE BOOKLET

Refer to this booklet to answer the questions for Business Studies 91381.

Check that this booklet has pages 2–4 in the correct order and that none of these pages is blank.

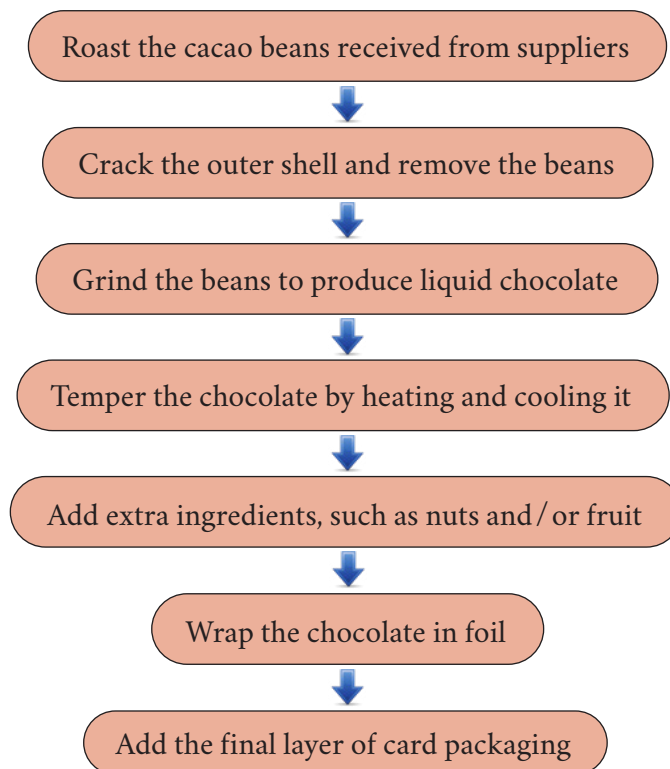
YOU MAY KEEP THIS BOOKLET AT THE END OF THE EXAMINATION.

RESOURCE A: Supply of cacao beans

The process of making chocolate begins with processing cacao beans. Cacao bean

They are then packed into sacks and transported to where the actual processing of cacao will be done.

Source: <https://www.gardeningknowhow.com/ornamental/trees/cacao-tree/cacao-bean-preparation.htm>

RESOURCE B: Production process at *Village Chocolates*

RESOURCE C: Producers of cacao beans

The challenge is that most cacao farmers in Ghana, and around the world, have not tasted



partners that provide them with strong incentives to invest, and reinvest, in their farms.

Source (adapted): <https://www.worldcocoaoundation.org/blog/building-relationships-around-flavor-and-quality/>

RESOURCE D: Comparison of suppliers

	Cooperative in Vanuatu	Cooperative in Peru
Cost of beans per kg	\$3.75	\$3.30
Maximum supply capacity	5 tonnes	8 tonnes
Years growing	8	23
Industry awards	Gold in 2020	Silver in 2022
Distance from <i>Village Chocolates</i>	2,866 km	10,858 km

RESOURCE E: Comparison of factory location options

	Martinborough site	Greytown site
Lease cost (per year)	\$95,000	\$110,000
Size of building	450 m ²	600 m ²
Distance to local produce suppliers	5–15 km	20–30 km
Distance to local market	7 km	23 km
Onsite retail shop available	No	Yes

RESOURCE F: Australia-New Zealand Closer Economic Relations Trade Agreement

Australia's trade and economic relationship with New Zealand is one of the broadest and

[REDACTED]

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competition.

Source: <https://www.dfat.gov.au/trade/agreements/in-force/anzcerta/Pages/australia-new-zealand-closer-economic-relations-trade-agreement>

RESOURCE G: Trade with Qatar

Given the low level of trade, it might seem unsurprising that New Zealand has no embassy

[REDACTED]

[REDACTED]

The GCC is made up of Saudi Arabia, UAE, Qatar, Kuwait, Oman and Bahrain.

Sources:

<https://www.rnz.co.nz/news/on-the-inside/479211/geoffrey-miller-does-new-zealand-need-to-up-its-game-with-world-cup-host-qatar>

<https://www.mfat.govt.nz/en/trade/free-trade-agreements/free-trade-agreements-under-negotiation/nz-gulf-cooperation-council/key-facts-on-new-zealand-gcc-trade/>