



## Business Studies Learning Matrix

### Curriculum Levels 7 and 8

#### Learning Area Whakatauākī:

*Unuhia te rito o te harakeke kei whea te kōmako e kō?  
Whakatairangitia – rere ki uta, rere ki tai; ui mai koe ki ahau he  
aha te mea nui o te ao. Māku e kī atu he tangata, he tangata, he  
tangata!*

*Remove the heart of the flax bush and where will the kōmako  
sing? Proclaim it to the land, proclaim it to the sea; ask me,  
“What is the greatest thing in the world?” I will reply, “It is  
people, people, people!”*

Big Ideas			
Entrepreneurship and innovation can lead to improved outcomes for society	Manaakitanga and collaboration enable business success, as businesses coexist within a network of interdependent stakeholders	The tikanga and pūtake of a business influences its multiple bottom line – people, planet, profit, and purpose	Business culture is built upon establishing ethical relationships and fostering wellbeing, as well as effective leadership and communication
Significant Learning			
Across all Curriculum Levels, ākonga will...			
<ul style="list-style-type: none"> <li>understand how communication and talanoa help businesses make informed and inclusive decisions when responding to internal and external factors</li> <li>explore the tikanga of business and its internal features – operations, organisational culture, values, leadership, and change management</li> <li>understand diverse worldviews and frameworks within Aotearoa New Zealand and the Pacific, and how they influence business operations</li> <li>develop the skills and qualities that can lead to entrepreneurship by applying business knowledge, tikanga, models, and tools</li> <li>examine how innovation, entrepreneurship, social enterprise, and emerging technologies in business can contribute to positive change in a society</li> <li>understand how businesses engage with the diverse cultural perspectives of their stakeholders to form reciprocal partnerships through manaakitanga.</li> </ul>			
At Curriculum Level 7, ākonga will...		At Curriculum Level 8, ākonga will... (indicative only)	
<ul style="list-style-type: none"> <li>explore how a business uses manaakitanga and effective communication to establish relationships with stakeholders</li> <li>understand how external factors inform business tikanga and how businesses respond to these factors (STEEPLE)</li> <li>explore business functions and how they operate and interact – such as human resources, marketing, operations, finances, sales, and so on</li> <li>use the multiple bottom line to understand business tikanga and how businesses are culturally responsive, environmentally sustainable, financially viable, and socially responsible</li> <li>use financial information to inform viable business decisions</li> <li>apply business theory, in conjunction with diverse worldviews and frameworks, to business decisions</li> <li>explore the role of manaaki in business and how productivity, equity, and inclusivity are addressed to build a successful organisational culture</li> <li>recognise the value of kaitiakitanga by understanding social enterprise and social responsibility in business</li> <li>understand both the benefits and challenges of emerging technology, such as the global reach of online business and the ethics of digital marketing</li> <li>understand the basic requirements, including obligations to Te Tiriti o Waitangi, and processes of setting up an Aotearoa New Zealand registered business.</li> </ul>		<ul style="list-style-type: none"> <li>evaluate effective communication methods in growing and maintaining relationships with stakeholders through manaakitanga</li> <li>investigate how external factors influence strategic and financial decision-making</li> <li>evaluate the use and utility of different business functions and how they operate and interact</li> <li>explain how different perspectives of the multiple bottom line impacts business tikanga and its outcomes for stakeholders</li> <li>use appropriate business tools and techniques to forecast changes and inform sustainable business decisions to grow and expand operations</li> <li>evaluate the application of business theory, as well as diverse worldviews and frameworks, to current and future business decisions (ie future policies and procedures), realising opportunities and innovating for growth strategies</li> <li>evaluate and challenge organisational culture as a catalyst of change to address equity and inclusivity and improve wellbeing</li> <li>recognise the value of social enterprise by practicing kaitiakitanga and social responsibility in business</li> <li>explain the role emerging technology plays in the marketing of a business, with focus on qualitative market research that validates it in the marketplace, and how it impacts internal operations</li> <li>develop awareness of the legal requirements for running a business, such as privacy, health and safety, consumer law, employment law, taxation, and legislation that all businesses must comply with</li> <li>recognise how intellectual property can be a vital asset of a business and its future growth.</li> </ul>	