

## Qualification details

Qualification number/Te nama o te tohu mātauranga	3502		
English title/Taitara Ingarihi	New Zealand Certificate in Māori Business and Management		
Māori title/Taitara Māori			
Version number/Te putanga	2	Qualification type/Te momo tohu	Certificate
Level/Te kaupae	4	Credits/Ngā whiwhinga	60
NZSCED/Whakaraupapa	080301 Management and Commerce > Business and Management > Business Management		
Qualification developer/Te kaihanga tohu	New Zealand Qualifications Authority		
Review Date/Te rā arotake	December 2025		

## Outcome statement/Te tauāki ā-hua

<p><b>Strategic Purpose statement/Te rautaki o te tohu</b></p> <p>The purpose of this qualification is to provide Māori business entities with people who are capable of managing a broad range of supervisory tasks including people and projects.</p> <p>Graduates of this qualification will benefit Māori business entities and provide whānau, hapū, iwi, hapori, and New Zealand business entities with people (Māori and non-Māori) who understand the importance of leadership and management in both business and cultural contexts.</p> <p>Graduates of this qualification will be capable of supporting business operations in bi- and multi-cultural environments.</p>
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<p><b>Graduate Profile/Ngā hua o te tohu</b></p> <p>Graduates of this qualification will be able to:</p> <ul style="list-style-type: none"> <li>• Apply communication skills to develop relationships in a business and cultural context</li> <li>• Apply understanding of ethics and professionalism in Māori business to management systems and processes, to improve business outcomes</li> <li>• Apply Māori business principles to lead project tasks and/or lead teams on designated tasks, in supporting business objectives</li> <li>• Facilitate a professional development plan that contributes towards the effectiveness of a business entity.</li> </ul>
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<p><b>Guiding Principles/Ngā kaupapa o te tohu</b></p>
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### **Kotahitanga**

This [kaupapa principle](#) embraces the essence of working collaboratively and in mana enhancing ways in a range of contexts and perspectives.

### **Te Pono me te Tika**

This [kaupapa principle](#) ensures cultural, social, legislative and legal obligations are fit for purpose.

### **Rangatiratanga**

This [kaupapa principle](#) encourages the demonstration of leadership and positive role modelling in the delivery of Māori business.

### **Whanaungatanga**

This [kaupapa principle](#) embraces Māori cultural values, te reo Māori, tikanga and kawa in establishing, building and maintaining quality relationships.

### **Education Pathway/Ngā huarahi mātauranga**

This qualification may build on from:

- New Zealand Certificate in Māori Business and Management (Level 3) [Ref: 3501].

Achievement of this qualification may lead to:

- New Zealand Certificate in Business (Māori Business and Management) (Level 5) [Ref: 2712]
- Administration and Technology, or Leadership and Management strand in the New Zealand Diploma in Business (Level 5) [Ref: 2459]
- Manu Taiko – Hokā Rangī (Kaupae 6) [Ref: 2427]
- other relevant business qualifications
- other Level 5 Mātauranga Māori qualifications.

### **Employment, Cultural, Community Pathway/Ko ngā huarahi ā-mahi, ā-ahurea, ā-whānau, ā-hapū, ā-iwi, ā-hapori anō hoki**

Graduates will have the skills and knowledge to be employed into operational-level positions in a variety of entities, such as: local government organisations, Māori organisations, iwi corporations, Māori SME's (Small to Medium Enterprise), Māori-related business entities, or other business organisations who wish to engage with Māori; or such entities in the public sector, health, retail, tourism, or education.

Graduates of this qualification will also have the skills and knowledge to support and contribute to (in paid roles or as volunteers) whānau, hapū, iwi, and hapori business operations and administration.

## **Qualification Specifications/ Ngā tauwhāititanga o te tohu**

<b>Qualification Award/Te whakawhiwhinga o te tohu</b>	This qualification may be awarded by any <a href="#">education organisation accredited to deliver that has an approved programme of study</a> leading to the qualification.
<b>Evidence requirements for assuring consistency/Ngā taunaki hei whakaū i te tauritenga</b>	<a href="#">All tertiary education organisations (TEOs) accredited to deliver a programme leading to the award of this qualification are required to participate in consistency reviews. Programme providers at Kaupapa Māori Public Health consistency reviews must provide relevant evidence of their graduates meeting the graduate outcomes. Programme providers should also be able to justify the nature, quality and integrity of the supporting evidence.</a> <a href="#">Evidence may include:</a>

	<ul style="list-style-type: none"> <li>• <u>internal and external moderation reports</u></li> <li>• <u>graduate feedback</u></li> <li>• <u>employer feedback</u></li> <li>• <u>whānau, hapū, iwi and/or hapori feedback</u></li> <li>• <u>end-user or destination data (including feedback from the providers of the graduates next level of study)</u></li> <li>• <u>programme completion data and course results</u></li> <li>• <u>external benchmarking activities and/or benchmarking across common programmes</u></li> <li>• <u>actions taken by the education organisation in response to feedback</u></li> <li>• <u>relevant external evaluation and review data where applicable</u></li> <li>• <u>programme evaluation reports or capstone event reports</u></li> <li>• <u>portfolios of learner work</u></li> <li>• <u>site visit reports, and</u></li> <li>• <u>any other relevant and reliable evidence. Evidence of the following must be provided for Māori Business and Management consistency events:</u> <ul style="list-style-type: none"> <li>• <u>internal and external moderation reports</u></li> <li>• <u>graduate destination data</u></li> <li>• <u>programme completion data and course results</u></li> <li>• <u>benchmarking across common programmes.</u></li> </ul> </li> </ul> <p>Evidence of the following may be provided for the consistency reviews:</p> <ul style="list-style-type: none"> <li>• <u>actions taken by the education organisation in response to feedback from graduates, current students, tutors/assessors</u></li> <li>• <u>relevant MMEQA external evaluation and review data, where applicable</u></li> <li>• <u>Māori Business and Management programme evaluation reports</u></li> <li>• <u>Involvement/relationships with Māori business networks and/or associations</u></li> <li>• <u>portfolios of learner work</u></li> <li>• <u>site visit reports.</u></li> </ul>
<p><b>Minimum standard of achievement and standards for grade endorsements/ Te pae o raro e tutuki ai, ngā paerewa hoki hei whakaatu i te taumata o te whakatutukinga</b></p>	<p>Achieved.</p>
<p><b>Other requirements for the qualification (including regulatory body or legislative requirements)/ Kō ētahi atu here o te tohu (tae atu hoki ki ngā here ā-hinonga whakamarumarū, ki ngā here ā-ture rānei)</b></p>	<p><u>There are no mandatory prerequisites to meet regulatory body, or legislative requirements for this qualification.</u> None.</p>
<p><b>General conditions for programme/ Ngā tikanga whānui o te hōtaka</b></p>	<p>Programme delivery <u>and all assessments must should</u> actively support ways of teaching, learning, learning support, and pastoral care preferred by Māori.</p> <p>Programmes should include mechanisms and protocols to engage, involve and consult tangata whenua and/or</p>

	<p>mana whenua with regard to local tikanga and kawa pertaining to the outcomes of the qualification.</p> <p>All programmes leading to a qualification approved under Te Hono o Te Kahurangi and listed on the NZQF, will be <u>evaluated/assessed</u> under Te Hono o Te Kahurangi Quality Assurance.</p> <p>Programmes leading to this qualification will be underpinned by the guiding principles as set out in the qualification details, above. They should also be underpinned by the principles inherent in te Tiriti o Waitangi. This may include threading te reo Māori and tikanga Māori learning throughout programmes and should include aspects of each of the following:</p> <ul style="list-style-type: none"> <li>- Kotahitanga – knowledge and skills that assist in creating collaborative and mana enhancing relationships.</li> <li>- Te pono me te tika – aspects of Māori business, which relate to personal actions and accountability.</li> <li>- Rangatiratanga – in this context is the knowledge and skills required to realise the strategic vision of a Māori business entity.</li> <li>- Whanaungatanga – the importance of establishing, building, maintaining and enhancing quality relationships.</li> </ul>
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**Conditions relating to the Graduate Profile /Ngā tikanga e hāngai ana ki nga hua o te tohu**

Qualification outcomes/Ngā hua		Credits/Ngā whiwhinga	Conditions/Ngā tikanga
1.	Apply communication skills to develop relationships in a business and cultural context.	15	Please refer to <a href="https://www.nzqa.govt.nz/maori-and-pasifika/field-maori-programme-development-support/">https://www.nzqa.govt.nz/maori-and-pasifika/field-maori-programme-development-support/</a> for programme content guidance.
2.	Apply understanding of ethics and professionalism in Māori business to management systems and processes, to improve business outcomes.	15	
3.	Apply Māori business principles to lead project tasks and/or lead teams on designated tasks, in supporting business objectives.	15	
4.	Facilitate a professional development plan that contributes towards the effectiveness of a business entity.	15	

## Transition information/ He kōrero whakawhiti

<b>Replacement information/ He kōrero mō te whakakapi</b>	<p>This qualification replaced the National Certificate in Māori Management – Generic (Whakangahu ki Te Ao Māori – Workplace Practices) (Level 3) [Ref: 1432].</p> <p>The last date for entry to programmes leading to the replaced qualification is 31 December 2018.</p> <p>The last date for assessment against the replaced qualification is 31 December 2019, at which time it will be discontinued.</p> <p>Candidates working towards the replaced qualification must complete the requirements by 31 December 2019 or transfer their results to the replacement qualification.</p>
<b>Additional transition information/ Kō ētahi atu kōrero mō te whakakapi</b>	<b>Version Information</b> <p><u>Version 2 of this qualification was published in <b>MMMM</b> 2020 following a scheduled review.</u></p> <p><u>The last date of assessment for version 1 is 31 December 2023.</u></p> <p><u>It is not intended that anyone be disadvantaged by this review. Anyone who feels they have been disadvantaged can appeal to NZQA Māori Qualification Services at:</u></p> <p><u>PO Box 160, Wellington 6140</u></p> <p><u>Telephone: 04 463 3000</u></p> <p><u>Email: <a href="mailto:mqs@nzqa.govt.nz">mqs@nzqa.govt.nz</a></u></p> <p><u>Website: <a href="https://www.nzqa.govt.nz/">https://www.nzqa.govt.nz/</a>.</u></p> <p><u>Please refer to Qualifications and Assessment Standards Approvals for further information.</u></p>

## Replication information

~~Version 1 of this qualification was republished in February 2019 to extend the qualification review date to 5 years from approval.~~