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**QUALIFICATION DETAILS**

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| **Qualification number/Te nama o te tohu mātauranga** | 2712 | | |
| **English title/Taitara Ingarihi** | New Zealand Certificate in Māori Business and Management | | |
| **Māori title/Taitara Māori** |  | | |
| **Version number/Te putanga** | 3 | **Qualification type/Te momo tohu** | Certificate |
| **Level/Te kaupae** | 5 | **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 2030 | | |

**OUTCOME STATEMENT/TE TAUĀKI Ā-HUA**

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| **Strategic Purpose statement/Te rautaki o te tohu** |
| The purpose of this qualification is to provide businesses or organisations with people who are capable of managing a Māori business.  Graduates of this qualification will provide whānau, hapū, iwi, hapori and New Zealand businesses and organisations with people (Māori and non-Māori) who have attained a breadth and depth of business management skills and knowledge predicated on a Māori worldview.  Graduates of this qualification will be responsible for managing activities, projects and others in Māori business workplaces. |

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| **Graduate Profile/Ngā hua o te tohu** |
| Graduates of this qualification will be able to:   1. Evaluate kotahitanga in Māori business to understand how a holistic approach enhances organisational performance and contributes to Māori business development. 2. Evaluate te pono me te tika with a Māori business to assess positive and negative impacts on business arrangements. 3. Develop, apply and reflect on a model of rangatiratanga, to enable innovation and sustainable business practices. 4. Lead and support the growth of rangatiratanga within a Māori business by fostering learning and trans-generational succession. 5. Strengthen and enhance whanaungatanga to realise whānau, hapū, iwi and/or hapori aspirations. |

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| **Guiding Principles/Ngā kaupapa o te tohu** |
| ***Kotahitanga***  This kaupapa fosters a sense of shared purpose, embraces the essence of working collaboratively and contributes to the enhancement of mana and integrity.  ***Te Pono me te Tika***  This kaupapa uses genuine and authentic interactions to ensure cultural, legislative and legal obligations in business are met.  ***Rangatiratanga***  This kaupapa encourages the demonstration of leadership and positive role modelling in the delivery of Māori business.  ***Whanaungatanga***  This kaupapa and interactions embrace cultural values, te reo, tikanga and kawa in establishing, building and strengthening respectful connections. |

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| **Education Pathway/Ngā huarahi mātauranga** |
| This qualification may build on from:   * New Zealand Certificate in Māori Business and Management (Level 4) [Ref: 3502] * Manu Taiko - Toro Parirau (Kaupae 4) [Ref: 2426] * New Zealand Certificate in Tourism Māori (Level 4) [Ref: 2338] * New Zealand Certificate in Business (Small Business) (Level 4) [Ref: 2457].   This qualification may lead to:   * New Zealand Diploma in Business (Māori Business and Management strand) (Level 6) [Ref: 2460] * New Zealand Diploma in Business (Level 6) [Ref: 2460] * Manu Taiko - Hoka Rangi (Kaupae 6) [Ref: 2427] * Business qualifications at higher-levels or other relevant industry qualifications. |

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| **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 at a managerial level in a variety of business entities, and to contribute to the Māori economy.  Graduates may work in a variety of positions for Māori organisations, iwi corporations, Māori SMEs, Māori-related business entities, other business organisations. |

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

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| **Qualification Award/Te whakawhiwhinga o te tohu** | This qualification may be awarded by any organisation that has an approved programme of study leading to the qualification. |
| **Evidence requirements for assuring consistency/Ngā taunaki hei whakaū i te tauritenga** | Evidence may include:   * graduate feedback * employer feedback * whānau, hapū, iwi and/or hapori feedback * end-user or destination data (including feedback from the providers of the graduates next level of study) * programme completion data and course results * external benchmarking activities and/or benchmarking across common programmes |
| 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 | Achieved. |
| 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 whakamarumaru, ki ngā here ā-ture rānei) | None. |
| General conditions for programme/ Ngā tikanga whānui o te hōtaka | Programme design and delivery must actively support ways of teaching, learning, learning support, and pastoral care preferred by Māori across different contexts.  Programmes should include mechanisms and protocols to engage, involve and consult tangata whenua and/or mana whenua with regard to local tikanga and kawa pertaining to the outcomes of the qualification.  All programmes leading to a qualification approved under Te Hono o Te Kahurangi and listed on the NZQCF, will be evaluated under Te Hono o Te Kahurangi Quality Assurance.  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:   * Kotahitanga: Knowledge and skills that foster a sense of shared purpose and embraces the essence of working collaboratively and cooperatively. * Te pono me te tika: Aspects of Māori business, which relate to genuine and authentic interactions. * Rangatiratanga: In this context is the knowledge and skills required to demonstrate leadership and positive role modelling in Māori business. * Whanaungatanga: The importance of establishing, building, and strengthening respectful connections.   Models of rangatiratanga may include Māori owned enterprises, leadership and governance structures, kaitiakitanga and sustainable practices, integration of tikanga and kawa, community development enterprises. |

**CONDITIONS RELATING TO THE GRADUATE PROFILE /NGĀ TIKANGA E HĀNGAI ANA KI NGA HUA O TE TOHU**

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| Qualification outcomes/Ngā hua | | Credits/Ngā whiwhinga | Conditions/Ngā tikanga |
|  | Evaluate kotahitanga in Māori business to understand how a holistic approach enhances organisational performance and contributes to Māori business development. | 15 |  |
|  | Evaluate te pono me te tika with a Māori business to assess positive and negative impacts on business arrangements. | 10 |
|  | Develop, apply and reflect on a model of rangatiratanga, to enable innovation and sustainable business practices. | 10 |
|  | Lead and support the growth of rangatiratanga within a Māori business by fostering learning and trans-generational succession. | 10 |
|  | Strengthen and enhance whanaungatanga to realise whānau, hapū, iwi and/or hapori aspirations. | 15 |

**TRANSITION INFORMATION/ HE KŌRERO WHAKAWHITI**

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| **Replacement Information** | **N/A** |
| **Additional transition information/ Kō ētahi atu kōrero mō te whakakapi** | **Version Information**  Version 3 of this qualification was published in 2025 following a scheduled review. Please refer to [Qualification Approvals](https://www.nzqa.govt.nz/framework/updates/summaries.do) for further information.  The last date of assessment for programmes leading to version 2 of this qualification is 31 December 2027.  It is not intended that anyone be disadvantaged by this review. Anyone who feels they have been disadvantaged can appeal to NZQA Māori Qualifications Services at:  PO Box 160,  Wellington 6140  Telephone: 04 463 3000  Email: [mqs@nzqa.govt.nz](mailto:mqs@nzqa.govt.nz)  Website: <https://www.nzqa.govt.nz/> |