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# Māui Rautaki

Te whakatakoto whāinga  
me te whakamahere





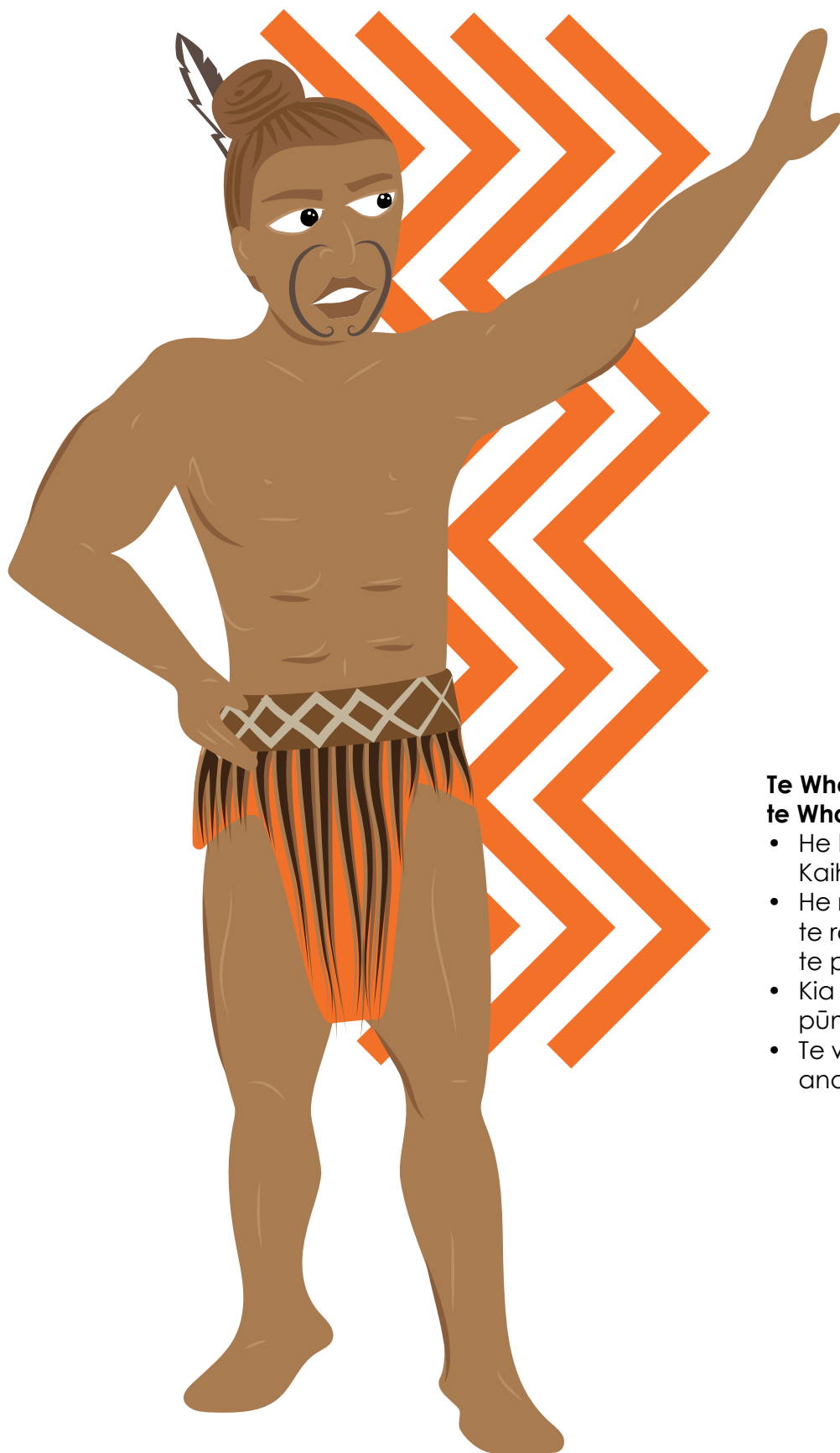
## Table of Contents

Māui Rautaki: Te Whakatakoto Whāinga Me Te Whakamahere .....	3
He Ngohe Ako 1: He Māramatanga Rakahinonga .....	6
Wāhanga Rua.....	9
He Ngohe Ako 2: Te Whakatakoto Whāinga Me Te Whakamahere .....	12
Wāhanga Tuatoru - Ngā Paearu Smart .....	15
He Ngohe Ako 3: Ko Māui Me Te Tātauira Paearu Smart .....	16
Te Aromatawai Whakawhanake .....	18

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# Māui Rautaki

‘Mahiti atu ki tō anamata’



## **Te Whakatakoto Whāinga me te Whakamahere**

- He kaiwhakatakoto rautaki/  
Kaihautū.
- He rautaki ana mahi ārahi i  
te rōpū mō te putanga me  
te pūtake tauwhāiti.
- Kia hiamō ki oū anō  
pūmanawa.
- Te whakamahere i tō  
anamata.

## **MĀUI RAUTAKI: TE WHAKATAKOTO WHĀINGA ME TE WHAKAMAHERE**

### **'Mahiti atu ki tō anamata'**

#### **He Kupu Whakataki**

I te tirohanga atu a Māui Tikitiki-a-Taranga ki runga ki a Ranginui, i kitea e ia te rere a Tamanuiterā i ngā wā katoa whakawhiti i te rangi, me te aha ka poto ngā rā, ka roa ngā pō. I whakaaro ake a Māui, he raru nui tērā ki tōna whānau e noho ana i te pā, e whakawhirinaki ana hoki ki ngā hihi o Tamanuiterā hei whakatipu i ā rātou kai. I tētahi rā ka hanga mahere a Māui ki te whakapōturi i a Tamanuiterā. He mea matapaki taua mahere e Māui rātou ko ōna tuākana, ā, ka whakatakotoria ētahi whāinga kia tutuki ai tērā whakaaro o te whakapōturi i a Tamanuiterā. I whakaritea e Māui rātou ko ōna tuākana he whāinga poto me ngā whāinga paetata ki te whakapōturi i te haere o Tamanuiterā hei whakanui i ngā haora awatea kia taea ai te whakatipu i te nui ake o ngā kai hei hokohoko atu i te 'Māketē Kaipāmu Atua'. Ka āta kitea i tēnei pūrākau o nehe mai rā anō rawa tō tātou māramatanga ki te whakatakoto whāinga me te whakamahere. Nā reira, kei te wāhanga nei e torotoro ana tātou i te whakatakoto whāinga me te whakamahere hei wāhi o tō āheitanga ahumoni mō anamata. Ka ako koe mō;

- Te whakatakoto whāinga me te whakamahere
- Te whakatakoto mahi hihira mō ngā whāinga poto, paetata me te pae tawhiti
- Te mārama ki te ngā paearu e ahu mai ana i te kupu rāpoto SMART

E arotahi ana tēnei wāhanga ki te whakarite i te māramatanga ki te hira o te whakatakoto whāinga me te whakamahere. Kei roto i te whakarite whāinga ko tētahi mahere ki te ārahi i tētahi tangata, rōpū rānei ki tētahi whāinga. Ka taea te whakatakoto whāinga te arahina mā ngā paearu whakatakoto whāinga pēnei i ngā paearu SMART. Ko te whakahaere ahumoni te whakahaere moni kia ea ai ētahi whāinga whaiaro.

Me pohewa me pēhea tō whakatakoto whāinga me te whakamahi i te whakamahere mō te whakahaere ahumoni kia tutuki ai ā muri ake ō whāinga ahumoni wā poto, paetata me te paetawhiti. Ahakoa te huhua o ngā ara ka whāia ki te whakatakoto whāinga me te whakahaere ahumoni, kei a koe te tikanga ki te whakatakoto whāinga, ki te kōwhiri i tāu e hiahia ana, me te hanga i tōu ake ao āpōpō. Te hanga i tōu ake ora e wawatatia nā ā te wā kei te haramai. Mā tēnei e pai ake ai tōu ake hauora, te hauora o tō whānau me ō tamariki, mokopona ā muri atu. Pērā i te kī a Tā Meihana Durie i tōna Whare Tapa Whā ka hiahia mā tētahi ora tāurite, hauora, angitu, aro ki te whānau ā muri atu.

#### **Ngā Take Matapaki me ngā Pātai Matua**

- Ngā ngohe rakahinonga mā te rangatahi, me te tautohu tangata rongonui i roto i te pakihi. Ko wai mā rātou, he aha ō rātou pakihi?
- Ngā whāinga poto me ngā whāinga paetata, te whakatakoto mahi hihira
- Ngā mea waiwai o te whakahaere pūkete pēke.
- Te mārama ki te Eftpos, moni tango me te moni taurewa

- Ki te tirohanga ā-ao a te Māori he aha ēnei mea ngā rawa?
- Me pēhea te rangatahi Māori e takatū ai mō āpōpō i roto i tō rātou hapū, iwi rānei e aro ana ki te whakahaere rawa?
- Ngā ngohe rakahinonga mā te rangatahi, me te tautohu tangata rongonui i roto i te pakihi.
  - Ko wai mā rātou?
  - He aha ā rātou pakihi, ā, i pēhea tā rātou whai wāhi atu?

## **Wāhanga Tahī:**

Te rakahinonga: Ngā whāinga poto, paetata me te pae tawhiti, te whakatakoto mahi hihira

## **He aha te Rakahinongatanga?**

Koinei te kaha ki te mahi, te māia ki te noho pūmau me te manawanui i roto i ngā wero me ngā hinganga katoa ka pupū ake i te ao pakihi. Whai whakaarohia ngā whakakōroiroi katoa me eke panuku i a Māui ki te whakapōturi i a Tamanuiterā. Koinei te whakamārama tūturu o te rakahinonga, tētahi tangata e hiahia ana ki te whakangaro i ngā ārai kia ea ai tōna matakite. Pēnei i a Māui, e whakamahi ana te rakahinonga i ngā wheako o mua me ngā rautaki ki te hanga i ngā whakatau pakihi atamai me te whakatutuki i tōna matakite.

## **Te Tautuhi i ngā Whāinga Poto, Paetata me te Pae Tawhiti, me te whakatakoto mahi Hihira**

Ko te whāinga te mutunga iho o tētahi mea i hiahia rā koe ki te whakatutuki. Ko ngā whāinga kē ngā hipanga ka oti i a koe tērā whāinga te whakatutuki. Ko tētahi tauira pea, ko tō pīrangī ki te hoko mai i ētahi hū poiūkohu hou, engari kāore i a koe te moni. Mēnā ko tō whāinga poto ko te hoko i aua hū, me aha koe kia tutuki ai tēnā?

Me whakaaro ki te pēheatanga o tā Māui whakapōturi i a Tamanuiterā. Ko tana whāinga poto ko te whakapōturi i te rā ka taea e ngā tāngata te whakatipu kia nui ake ngā kai hei kainga mā rātou, kia pārekareka ake tō rātou ora i roto i ngā hihi o Tamanuiterā. Me whakaaro anō ki a Māui me tana mahi ngātahi me ōna tuākana ki te whakatakoto i ngā whāinga poto, paetata hoki hei whakapōturi i a Tamanuiterā. I kitea e Māui he raruraru me whakatika. I whakamahere i tētahi rautaki, me te whāinga pae tawhiti o te whakarite kia whiwhi tōna whānau, hapū me te iwi i te nui atu o te awatea, kia pai ake ai te oranga ā muri atu.

## **Te whakatakoto whāinga**

Ko tēnei mea te whakatakoto whāinga hei tautohu i ngā **hipanga** mārama me oti kia tutuki ai tētahi whāinga, ā, te āta whakaraupapa i aua hipanga mā ngā **tūmahi mārama ka taea**, tērā me whakatutuki ā tētahi rā kua whakaritea. He rārangi arowhai pea tēnā o ngā mahi me mahi kia tutuki ai tō whāinga.

Me whakahaere anō hoki ō whāinga mā te wehewehe ki ngā roanga wā ka hiahiatia ki te whakatutuki;

- Ko te whāinga poto he whāinga kia oti wawe. I waenga i te 6 marama ki te 2 tau.
- Ka pau pea te whāinga paetata te whakaoti i waenga i te 2 ki te 5 tau.
- Ka pau pea te whāinga pae tawhiti te whakaoti i waenga i te 5 ki te 10 tau, neke atu rānei, kei te āhua tēnā o te rahi o tō whāinga.

**TOHUAKI:** Tuhia ngā whāinga nāu i tautuhi, ka waiho ai ki tētahi wāhi e kitea noatia ai e koe hei whakamaumaharatanga tonutanga o tō whāinga.

### Te tīmata i tētahi pūkete pēke

Mēnā ko tō whāinga he penapena moni, me whai pūkete pēke hei kuhu moni. Me whakarite i tētahi wā hui i tētahi o ngā pēke matua o Aotearoa ki te tīmata i tētahi pūkete pēke. Mēnā kei raro i te 18 ō tau, me haere tētahi matua, kaitiaki rānei i tō taha, ā, me whakarato hoki i ēnei mōhihio;

- **Te hāpono wāhi noho** – Pēnei i tētahi reta whaimana, i tukuna mai e tō kura kei runga ko tō ingoa me te wāhi noho.
- **Te Hāpono Tuakiri** – To tiwhikete whānautanga, uruwhenua, raihana taraiwa rānei mēnā kei a koe tētahi.
- **Tō Tau Tari Taake** – Koinei tāu ake tau mō ngā pūtaka tāke. Ka āhei te tiki i taua mōhihio i Te Tari Taake.

Mutu mai ana tō wā hui, ko te tikanga he kāri Eftpos tāu, ā, kua kōwhiria kētia e koe he tau taukiri mōna. Ka pau pea he wā roa ake mō te tukatuka i ētahi atu momo kāri nama, ā, ka wātea hei tiki ake i te pēke, ka tukuna rānei ki tō wāhi noho.

Me pēhea te whakahaere i tō pūkete pēke:

- Ina oti tō pūkete pēke te whakarite - whakamahia te mahi pēke tuihono ki te whakahaere i tō pūkete.
- Me mōhio ki tō tapeke pūtea. E hia kei roto i tō pūkete?
- Whakamahia te mahi pēke pūkoro, tētahi taupānga pūkoro rānei.
- Whakaritea he pūkete haki mō tō moni ka whakamahia i ia rā, me tētahi pūkete penapena e whakawhitia ai ō moni ki roto kia penapenatia
- Whakakehe ngā utu pēke mā te kōwhiri i te pūkete pai ki ō hiahia, ka whai i ngā tohuaki me ngā tiwhiri a tōu ake āpiha pēke.

### Te mārama ki te Eftpos, Moni Tango me te Moni Taurewa

He kupu rāpoto a Eftpos mō Electronic funds transfer at point of sale. He pūnaha utu tāhiko e whai wāhi ai ngā whakawhiringa moni tāhiko e whakamahi ana i ngā kāri utu, pēnei i ngā kāri nama me ngā kāri tāwere. E honoa ana tō pūkete pēke ki taua kāri, ā, hei ia whakamahinga, ka tangohia he moni i tō pūkete. Nā tēnei, kāore koe e mate ki te kawē haere i ngā moni.

### Te Nama

Arā, mēnā ka nama koe, e noho nama ana koe ki tētahi atu tangata, whakahaere rānei. I te ao ahumoni e kīia ana te tangata e noho nama ana ko te tangata noho nama, ā, ko te tangata me utu ki a ia taua nama, ko ia te kaitukunama. Ko te tikanga e whakaaro ana tātou he mea kino te nama, engari ehara i te kino ngā momo nama katoa. He mea nui te mōhio, arā pea ngā take papai mō te noho nama, he aha hoki aua take.

### Te Nama Pai

I roto i te wā roa ka pai ake koe mēnā kua whai nama pai. E mārama ana tō pūtaka mō te whakaae ki te nama, arā, ka whiwhi i tāu e hiahia ai, ā, kāore e tere heke tōna uara. Kei a koe he mahere whai kiko mō te utu anō i te nama tērā e tuku i a koe kia whakawātea i te tere ka

taea, kia utu anō rānei mā ngā utu harangotengote e ngāwari ana. E pēnei ana tēnei ki te tango i te nama nui mō te hoko i tētahi whare. E kīa ana taua momo nama he mōkete.

- He take mārama te hoko whare mō te noho nama
- Ko te tikanga o te mōkete, nāwai i roa ko koe te rangatira o tō whare
- Ko te whare he hiahiatanga mārika
- Ko te tikanga, ka piki te uara o ngā whare i roto i te wā, ka mahue te heke.

### **Te Nama Kino**

Ko te nama kino he nama i hē kē atu ai koe. He nui te utu mō te utu anō i tēnei momo nama, ehara mō tētahi mea e tino hiahia ana koe, kāore hoki e 'whakahokia mai te uara o te utu' i te roanga ake o te wā. Me kī, ka tere ngaro tōna uara, kāore rānei i te whai uara i te tīmatanga. Ko te tikanga, kāore he mahere whai kiko tō te nama kino mō te utu anō, ā, ka tūpono ina whakamahi nama te tangata ki te hoko i ngā mea ka **pīrangi** rātou, kaua ngā mea me **āta hiahia kē**, ki te mino moni rānei hei utu nama. Mēnā ka kī mai tō mahere pūtea kāore e ea i a koe ngā utunga anō, engari me mino moni kē, ko taua nama he nama kino.

### **Te Nama Whaiaro**

E pā ana te nama whaiaro ki te moni e noho nama ai tētahi tangata nā tētahi pūtea taurewa i tangohia.

### **Te Nama Pakihi**

E pā ana te nama pakihi ki te moni e noho nama ai tētahi pakihi nā tētahi pūtea taurewa i tangohia e taua pakihi.

### **Moni Taurewa**

Ka tuku te moni taurewa i tētahi kaituku taurewa kia whakarato moni, rauemi rānei ki tētahi kaimino. Ka utua anō tēnei e te kaimino i tētahi wā o muri atu, me te tāpiri i ngā utu e whakaaetia ana pēnei i te huamoni me ngā tiringa. Ko te tikanga, ko te kāri tāwere te mea e whakamahi nuitia ana ki te whakapipi i tēnei momo nama.

### **Ngā Hihira**

E tohu ana ngā mahi hihira ki ngā wā e hihira ana koe i tō whāinga kia pae ake ai tō whakahaere in tōna koke. Mā te hihira ā-rā e whakahaere koe i te kokenga o tō kaupapa i te wā kotahi i ia rā i te iti iho, ā, mā ngā mahi hihira ā-wiki e whakahaere koe i te kokenga o tō kaupapa i te wā kotahi i ia wiki i te iti iho.



## HE NGOHE AKO 1: HE MĀRAMATANGA RAKAHINONGA

- Tautohua kia rua ngā rakahinonga i tō rohe.
- He aha ō rāua pakihi?

Nāku i whakarato ēnei tauira e rua ki a koe:

Ingoa o ngā rakahinonga	Ō rāua/ ō rātou pakihi
<a href="#"><u>Pipi Mā</u></a>	Ko Hōhepa Tuahine rāua ko Kristin Ross ngā kaihangā o ngā keretao kōrero reo Māori tuatahi o te ao mā ngā tamariki, Pipi Mā. I kitea e te takirua nei kua pōuri te maha o ngā whānau kōrero Māori ki te korenga o ngā rauemi Māori mā ā rātou tamariki. I te tau 2016, he tuatahitanga i te ao, i whakarewahia e rāua a Pipi Mā – ko ngā taonga tuatahi ko te kohinga kōrero. I hokona ngā keretao, ā, i pau katoa i roto i te 36 haora. I te tau 2017, i uakina hoki te taupānga Tae, he taupānga mā ngā tamariki ki te ako i ngā tae ki te reo Māori mā te tirohanga Māori ahurei. He taonga Pipi Mā anō ā rāua, ka tautoko i tā rāua arotahi ki te reo Māori, kei roto ko ngā kāri whakaatu, ngā puka kauruku me ngā tihāte Nō Te Arawa me Ngāi Tūhoe a Hōhepa. Nō Ngāti Kahu, nō Ngāti Tara a Kristin.
<a href="#"><u>Moana's Mowing Services</u></a>	He tino pai ki a Moana Dewes te tapahi papa pātītī. I whakatūria i te 2016, ā, kua whakatipuria e Moana he pakihi tapahi pātītī angitu i Ormond, Tūranganui-ā-Kiwa. He pai ki a Moana te ao o waho me te taha whakakori, whakapakari tinana. He kaikimi i te painga rawa atu, he urupoho. He tangata tino pono, pukumahi ia ka inati tana whakapau kaha ki te whakaoti i te mahi e mahi nei ia. Te kino kē hoki o Moana.





Kei a koe ināiane! Whakaarohia ētahi rakahinonga Māori o tō rohe, ētahi rakahinonga ki a koe he tino rawe. Tāpiritia ki te tūtohi i raro nei, me te hoatu hono ki ā rāua paetukutuku, ngā tuinga rānei mō rāua. Whakamāramatia hoki ō rāua pakihi

Ingoa o ngā rakahinonga	Ō rāua pakihi / ō rātou pakihi



## WĀHANGA RUA

### Ngā Tōminatanga, ngā Whāinga Poto, Paetata me te Pae Tawhiti

#### Ngā Tōminatanga

E kaha whakamahia ana tēnei kupu i a koe e kōrero ana mō ō wawata, pīrangi, awhero anō hoki. Ko tāu he pohewa i tāu e hiahia ai kia tutuki. Koinei te hipanga tuatahi o te whakatutuki i tāu e hiahia nā, ā, ka whakatakoto i tō ūnga. Ko te hipanga tuarua ko te huri i ēnei kia whāinga, ā, mā ngā whāinga e whakatau te ahunga hei whai atu, koe e whakaarotahi anō hoki. Mēnā ka whakaaro koe mō ngā tāngata angitu, kāore e kore nā rātou i whakatakoto ngā whāinga marama kia tutuki ā-rā, ā-marama, ā-tau hoki.

Whakaaroarohia ētahi o ō tōminatanga. Kei roto pea i ēnā ngā mea pēnei i:

- Tētahi haerenga kapa haka ā-motu
- Te haere ki tāwāhi
- Te haere ki te whare wānanga
- Te hoko whare mōu, mō tō whānau rānei

I mua i te whakatakoto whāinga mōu anō, me wawata atu mō tō ora tino pai rawa;

- Kei hea koe ā te rima tau, ki tō hiahia?
- He aha tō mahi tino pai rawa?
- He aha ngā mea e hira ana ki a koe? Te whānau, te moni, te waea pūkoro rānei.

I tō pohewa i tō mahi tino pai rawa, i tō tautohu i ōu tōminatanga, me pohewa i te āhua o aua mea ina tutuki, me te whakaaro anō hoki ki ngā mahi ka haere tahi me aua tōminatanga. Hei tauira;

- Wāhanga tuatahi: me oti i a koe tō kuranga, me whai kia ākonga pāngarau, pūtaiao rānei tino pai rawa koe.
- Wāhanga tuarua: me haere ki te whare wānanga kia ako ai mō te mahi hei kaipāngarau, kaipūtaiao rānei.
- Wāhanga tuatoru: me mahi hei kaiako pāngarau, pūtaiao rānei.

Whakaaroarohia ināianei ētahi o ō tōminatanga ahumoni:

- He aha ō tōminatanga ahumoni i tō ora?
- Ki a koe, he aha ngā whakatau ahumoni me whakatau e koe kia tutuki ai aua tōminatanga?
- Ka taea ētahi whakaatu ahumoni te hanga e koe i tēnei wā tērā ka whakangāwari ake i tō ora i a koe e pakeke atu ana?

#### Ngā Rawa mai i te Tirohanga Pakihi o te Ao Hauāuru

I runga anō te tirohanga pakihi o te ao hauāuru, ko tēnei mea te rawa he tuemi, he rawa rānei kua whai uara ā-moni, ā-ōhanga rānei. Nā tētahi tangata, kamupene rānei taua rawa, me tōna uara ki te whakaea i ngā herenga ahumoni. Ka whakaarohia anō hoki hei taonga tuku iho kia tiakina e ngā whakatupuranga kei te haere mai. He pēhea te rerekē o tēnei i tō te tirohanga ā-ao o te pakihi Māori?

## **Ki te tirohanga ā-ao a te Māori he aha ēnei mea ngā rawa?**

Ka kitea ngā rawa i te tirohanga ā-ao o te pakihi Māori hei rawa ahurea, taiao, wairua, ōhanga hoki. He nui ake tēnei i te uara ōhanga, uara ā-tāra noa iho. Ka whai pānga pea ēnei momo rawa ki te whenua, te moana, ngā ngahere, ngā pāmu, ka tūhono anō hoki i ngā kaipakihi Māori ki ō rātou whānau, hapū, iwi hoki mā te whakapapa.

Ko ētahi tauira e rua o ngā pakihi Māori ko Waikato Tainui, me Te Rūnanga o Ngāi Tahu. E pouheretia ana aua tauira pakihi e ngā tātai ā-iwi, ā-waka, ā, e tū ana mō te painga wā roa o ngā uri. E whakamahia ana ngā pakihi e rua i te Whare Tapa Whā a Tā Meihana Durie ki te whakahaere i ngā ritenga pakihi matatika tērā ka whakarite i te oranga torowhānui, ka whakapakaritia e ngā kiwaha me ngā uara ā-iwi. He ahurei aua ritenga ki te Māori, me te hōrite i te tā Māori tiro i ngā rawa. Ka whakarite anō hoki tēnei momo aweko kia noho houkura ngā rawa hei whakamahinga, hei whakapakaritanga mā ngā whakatupuranga e heke mai ana.

## **Ngā hipanga mō te whakarite i tōu ao mō āpōpō**

Anei he huatau, he hipanga rānei ka āwhina pea mēnā e hua ana koe me pēhea te whakahaere i a koe, i ngā rawa rānei o te whānau, hapū, iwi hoki. Tērā rānei, ki te whai whakaaro koe ki te whai i te whakahaere pakihi ā muri atu. Me maumahara hoki ki te whai whakaaro ki te Whare Tapa Whā, me ngā kōrero tuku iho mō ngā paetae a Māui i tāna whakapōturi i a Tamanuiterā.

## **Ngā Tōminatanga**

Whakaritea ōu ake tōminatanga.

Ohia manomanotia ō tōminatanga, nui mai, iti mai.

## **Ngā whāinga**

Hurhia aua tōminatanga kia whāinga e whakaatu ana me pēhea te whakatutuki

Tuhia aua whāinga ki runga i tētahi pepa A3, tāhopukina ki te waea, ka tuhi rānei ki roto i tētahi pukapuka.

## **He pēhea te momo o aua whāinga.**

Me tautohu mēnā he whāinga poto, paetata, pae tawhiti rānei. Ina oti tēnā, waihangatia he papa whakaatu whāinga. Kātahi ka whakamau atu aua whāinga ki te papa, ka whakanoho ki tētahi wāhi e māmā ai te āhei atu, kia taea ai te pohewa me te whakarongo i ia rā. Kei roto i te wāhanga e whai ake ana he tauira o ngā whāinga poto, paetata me te pae tawhiti ka āwhina i a koe ki te hanga i tō umanga. He mea nui kia maumahara koe ka whai ia tangata i tōna ake ara, i tōna ake ara, nā reira me āta whakarite e arotau ana ō whāinga ki a koe.

## **Ngā Whāinga Poto (Ngā Whāinga 6 marama – 2 tau)**

### **HIPANGA 1: TE WHAKAPAKARI I ŌU PŪMANAWA**

Anei ētahi whakaaro mō te whakapakari i ōu pūmanawa:

- Tīmataria he mahere ngohe, ka whakatakoto i ētahi whāinga poto hei whai atu
- Me whakapau kaha kia tino eke panuku koe. Whakawaia te pānui, te tuhituhi me te kōrero – ka hiahiaia ēnei pūkenga ā muri atu.
- Whakanuia tō huinga kupu i te reo Māori, i te reo Ingarihi anō hoki
- Whakauru ki ngā whakataetae whaikōrero me te whai wāhi ki te kapa haka. Ka āwhina tērā i tō kaha ki te kauhau tūmatanui, me te aha ka huri koe kei kaikōrero māia ake i te aroaro o te iwi.

- He marau papai te pāngarau, te ahumoni me te ōhanga mō te mahi i te ao pakihi. Heoi, me ngana kia tino hira ō mahi i ngā marau e aro ana ki ō kaingākautanganga umanga ki tua.
- Tākaro i roto i ngā fīma hākinakina. Ka āwhina tēnei i tō mārama haere ki ngā uekaha e hiahiaatia mō te mahi i roto i te taiao ā-rōpū

## **Ngā Whāinga Paetata (Ngā Whāinga 2 – 5 tau)**

### **HIPANGA 2: TE WHAKAMAHI I ŌU PŪMANAWA**

Ka tae ana koe ki tētahi wāhanga o tō ara ki tō umanga, me whai whakaaro pea te whakamahi i ōu pūmanawa me te whakapakari i tāu i ako ai. Whakaaroarotia ēnei whakaaro tino pai i a koe e whakamahi ana i ōu pūmanawa, ka whakahāngai ki te Whare Tapa Whā ina taea;

- Me tīmata i tētahi mahi tiriwā. Mā tēnei e mārama ai koe ki ngā mātāpono waiwai o te whakahaere i tō moni, te whakawhanake i tō titikaha ki te mahi, ka āwhina hoki i tō penapena moni hei whakatutuki i ō whāinga ā muri atu.
- Whakaritea ō mōhiohio tuakiri
- Tonoa tō tau Tari Taake
- Tīmataria tō pūkete pēke
- Me mahi tonu kia whiwhi koe i tō raihana taraiwa ākongā.

## **Ngā Whāinga Pae Tawhiti (Ngā Whāinga 5 – 10 tau)**

### **HIPANGA 3: TE WHAKAMAHINE I ŌU PŪMANAWA**

I tēnei wahanga o tō ara me whai whakaaro ki te whakamahine i ōu pūmanawa, me te whakahāngai i ō akoranga kia whai ai koe i te tohu mātauranga matua, kia uru rānei ki tētahi ahumahi e rapu ai koe i tō umanga. Hei tauira, me whai whakaaro ki tētahi umanga whakahaere i ngā rawa o tō whānau, hapū, iwi rānei kua rāpopototia nei i raro;

- Puta i tētahi tohu pakihi, ahumoni hoki/rānei. Hei tauira, tētahi Tohu Paetahi Tauhokohoko, tētahi Tohu Paetahi Whakahaere Pakihi
- ranei. I muri i te puta atu i te whare wānanga, tonoa he mahi i roto i tētahi pakihi pēnei i a Waikato Tainui, kia tutuki ai ō whāinga pae tawhiti o te mahi mō tō iwi, te whakanui i ō whai wāhitanga pakihi, me te whakahaere rawa ā-iwi.

### **Tauākī Matakitenga:**

"Taku Mahi Pai Rawa e Mahi ana mō tōku Iwi (Waikato-Tainui) i tētahi Pakihi"



**Te Whāinga Umanga Pae Tawhiti:** Ko te mahi mō [Tainui Group Holdings](#)



## HE NGOHE AKO 2: TE WHAKATAKOTO WHĀINGA ME TE WHAKAMAHERE

### Te Whakamahere ki te haere ki ngā Whakataetae Kapa Kaha Kuratahi ā-Motu

He rakahinonga tino rawe a Hōne, pērā i a Māui. Mai rā anō e wawata ana ia ki te haka mō tōna kura i ngā Whakataetae Kapa Kaha Kuratahi ā-Motu i tērā tau nā tana kaha pukumahi i ea ai tōna wawata. Ā muri ake i tēnei tau ka haere tahi ia me tōna kura ki ngā Whakataetae Kapa Kaha Kuratahi ā-Motu.

Me whakaaroaro he aha ngā mea me mōhio koe hei fīmata ki te whakatakoto whāinga ahumoni.

- Me pēhea e whakarite ai koe i ngā whāinga poto, paetata hoki māu anō ki te whiwhi i te \$1500 mō tō haerenga kapa haka.
  - He aha ētahi mea me whai whakaaro e koe mō te whakamahere ahumoni?
- Kei raro nei ētahi tauira o ngā mahere nā Hōne i mahi kia ea ai āna whāinga ahumoni.

Nā Hōne i whakarite te whāinga mahi moni o te eke ki te \$1500 ā te paunga o te iwa marama. Mā taua pūtea e āhei a Hōne ki te;

- utu i tana haerenga mā runga pahī,
- utu i tōna noho marae,
- hoko i te hāte poro kapahaka, te hāketē, me te tarau hākinakina mō te kuratahi.
- Kei roto ko te \$300 mō ngā utu whakarere.

### Ngā tukanga whakamahere whāinga ahumoni

He mahi tiriwā tā Hōne, e kawē mātārere ana i muri i te kura. Ka riro i a ia e \$59 i ia rua wiki, ā, kua whakatau ki te penapena i te \$30 i ia rua wiki mai i tana mahi tiriwā, me te tāpui i tērā mō tana haerenga kapa haka. Ko ētahi o ngā mahi whai ake;

- Ko tā rāua ko tōna māmā fīmata i tētahi pūkete pēke.
- Ko te whakarite i tētahi utunga aunoa mai i tōna pūtea pēke noa, ko te whāinga ko te penapena i te \$30 i ia rua wiki ki roto i tana pūtea penapena mō te kuratahi.

Tae mai ki nāianei, kua whakamahere ia ki te penapena i te \$549, ka mutu, ka hiahia tonu ia i te \$960 kai ea ia tōna ūnga o te \$1500

E āta mōhio ana a Hōne me mahi moni ia. Tere tonu tōna mōhio ki te uaua o te mahi i tēnā ko tōna kotahi, ka tono i tōna whānau ki te āwhina i a ia ki te mahi i te \$960 e toe ana. I tēnei ngohe ka torotoro koe i te ariā o te penapena mō te haere ki tāwāhi. Tēnā pea ka kitea he ariā mahi moni whaihua kua āwhina pea i a Hōne i āna anō mahi moni.

## Uiuitanga

Me whakaaroaro i tētahi tangata i tō whānau, i roto i tō kōtuinga tangata me whakamahere ia ki te haere ki tawāhi. He aha ngā momo whakamahere ahumoni i oti i a ia? Me mahi moni ia? Tuhia tōna kōrero, ka tuhi tuhipoka hoki/rānei. Mā tēnei e takatika ake ai tō anga whakamua ki te anamata ina whakamahere mō tētahi haerenga, hui, mahi rānei, ā, ka āwhina tō arotahi ki te hira o te whakamahere, te penapena, me te whakatakoto whāinga ahumoni.

1. Tonoa ia ki te tiri i tana kōrero whakamahere ki a koe, me te whakarato tauira me ngā fiwhiri ka āwhina atu anō pea.
2. He aha ngā mahi moni i mahia e ia? Ka āwhina ōna ariā mahi moni i a koe ki te whakawhanake tonu i ōu ake?

## Ētahi pātai matua me whai whakaaro pea e koe;

- He aha te kaupapa o tōna haerenga?
- E hia te moni me penapena mō tōna haerenga te pūtaka?
- I pēhea tana whakamahere ki te penapena mō tōna haerenga?
- He mea whakatakoto e ia he whāinga ahumoni?
- He aha ngā tukanga whakamahere i whakamahia e ia ki te whakatutuki i tōna whāinga mō te haere i tētahi haerenga?
- I hanga mahere rānei mō ngā utu whakarere?
- He aha ngā tohuaki me ngā tohutohu ka homai ia ki a koe mō te whakamahere i tētahi haerenga hei āwhina i a koe ā muri atu?
- Me mahi moni ia? I pēhea tana whakatutuki i tēnei?

## I a koe e kohikohi ana i ana kōrero, huritaona, tuhia, ka tāhopu rānei;

- He aha me mea matua i kitea e koe?
- Ka pēhea taua mōhiohio koe e āwhina ai ā muri atu?
- Āta whai whakaarohia te wā o te tau e whakaaro ai koe ki te tāpoi. Ka pā kinotia pea tō tahua e ngā wā haere.
- Kua whakaaro koe ki ngā utu o te kai i ia rā i a koe i tawāhi?
- Kia hia te moni whakapau me penapena?

I pēhea a _____ i whakamahere ai taha ahumoni nei ki te haere ki tawāhi?	
Ngā kōrero matua	
He aha ngā mea ka āwhina mai i a au ā muri atu?	
Ngā huritaotanga	

**Ētahi ngohe toronga pea:**

Waihanga takitahitia tētahi pānui toi piripiri e whakaatu ana i a kōrua ko tō whānau e hāereere haere ana i tawāhi ki ngā wāhi pērā i Disneyland, i Dreamworld rānei, i Ahitereiria.



## WĀHANGA TUATORU - NGĀ PAEARU SMART

### Tā Māui whakapōturi ake i a Tamanuiterā

Me hoki ngā whakaaro ki a Māui me ōna tuākana e whakapōturi ana i a Tamanuiterā. E ai ki ngā kōrero tuku iho, ke rakahinonga wairua auaha a Māui nāna i whakamahi ngā rauemi o te taiao kia hanga taura ki te whakapōturi i a Tamanuiterā. Nāna i whakatakoto āna ake whāinga poto, whāinga paetata anō hoki kia tutuki i a ia. I a ia e āta mau ana ki tōna whāinga matua o te whakanui i ngā haora awatea kia taea e rātou ko tōna whānau te hanga mārā kūmara matomato ake, ka mutu, kia whiwhi kia nui ake ngā kūmara hei hokonga atu i te 'Māketē Kaipāmu Atua'.

Whai whakaarohia te āhua o tēnei mēnā i a ia ngā Paearu SMART hei āwhina atu.

### Ngā Paearu SMART

He kupu rāpopoto a SMART, he aratohu rānei hei āwhina ki te whakatakoto whāinga;

#### Ka Tauwhāiti

- Kua āta tautuhia
- E mārāma ana ki ērā tangata he waiwai ō rātou mōhioanga ki te kaupapa

#### Ka Taea Te Ine

- Me mōhio mēnā ka taea tō whāinga te whakatutuki, me te roanga wā e hiahiatia kia oti rā anō.
- Me mōhio āhea tō whāinga tutuki ai

#### Ka Whakaaetia

- Ka whakaaetia e ngā kaiwhaipānga katoa he aha ngā whāinga

#### Ka Whai Kiko

- Ka taea ki ngā rauemi, mōhioanga me te wā e wātea ana

#### Ka Whai Wā

- Kua rawaka te wā hei whakaoti i te whāinga

Kia kaua e nui rawa te wā, kei pā kinotia te whakatutukinga o te kaupapa



## HE NGOHE AKO 3: KO MĀUI ME TE TĀTAUIRA PAEARU SMART

I rō **rōpū**, whakamahia ngā **Paearu SMART**, ka torotoro i ngā mahi a Māui. Mā aua paearu, tautohua mēnā i eke panuku ana mahi, kāore rānei.

### I mua i tō fīmatanga, whai whakaarohia ēnei pātai;

- He aha to tātou mōhio mō ngā Paearu SMART?
- Me pēhea tō tātou ine mēnā i momoho, kāore rānei, tā Māui whāinga o te whakapōturi i te rā?
- He aha ētahi mea me whai whakaaro e tātou mō te whakamahere whāinga ahumoni?
- Tuhia ō whakautu ki roto i te Tātauira Paearu SMART kei raro

**Uiuitanga:** Me whakaaro ngā āhua e whakamahi ai koe i ngā Paearu SMART ki te ine i te whāinga a Māui ki te whakapōturi i a Tamanuiterā. Ka āhei ngā ākonga ki te firitiri i ā rātou kōrero ki te akomanga.

### Ngā pātai nui hei whakaaroaro;

- He aha te kaupapa o tā Māui whāinga?
- I pēhea a Māui i whakamahere ai ki te whakatutuki i tata whāinga?
- I hanga mahere rānei mō ngā take puta whakarere?
- He aha ō tohutohu hei whakapai ake i te whakatutukinga o taua whāinga?



## Tātauira Paearu SMART:

### Whāinga: Te whakapōturi ake i a Tamanuiterā;

- I pēhea te angitu o tā Māui whāinga ki te whakapōturi i te rā?

#### I Tauwhāiti:

- I pai rānei te tautuhi i te whāinga?
- I mārama ki tētahi tangata he waiwai ōna mōhiotanga ki tēnei pūrākau?

#### I Tae Te Ine:

- I taea te whāinga?
- He aha i toe tonu ki oti?

#### I Whakaaetia:

- I whakaaetia e ngā kaiwhaipānga katoa he aha ngā whāinga

#### I Whai Kiko

- I whai kiko te whāinga ina whai whakaaro koe ki te wātea o ngā rauemi, te mōhiotanga me te wā?

#### I Whai Wā

- I rawaka te wā hei whakaoti i te whāinga
- Kīhai i rawaka te wā, i pā kinotia te whakatutukinga o te kaupapa

### NGĀ HURITAOTANGA:

- He aha i kitea e au/tātou?
- Ka pēhea taua mōhiotanga koe/tātou e āwhina ai ā muri atu?
- He aha ētahi mea me whai whakaaro e au/tātou mō te whakamahere whāinga ahumoni?

## Ētahi ngohe toronga pea:

- Hei takirua, hangaia tētahi pāmui Paearu SMART. Tiria ki tō akomanga me te whakamahuki i tō whakatakoto whāinga ahumoni kia hoko mai i tētahi mea e hiahia ana koe ki te hoko mai.
- Me matapaki ā-rōpū he aha ngā hua o ngā paearu SMART ki ō whakaaro, ka pēhea hoki ēnei i āwhina ai i a koe kia whai whakaaro ki ōu anō waiaro mō te whakatakoto whāinga ahumahi me te whakamahere ā muri atu.

## TE AROMATAWAI WHAKAWHANAKE

### Māui Rautaki: Te whakatakoto whāinga, te whakamahere

#### Te Mātaitanga: Pipi Mā<sup>12</sup>

Ko Hohepa Tuahine rāua ko Kristin Ross ngā kaihangā o ētahi taare kōrero Māori tuatahi i te ao mō ngā tamariki, arā, ko Pipi Mā. I kitea e te tokorua nei te maha o ngā whānau kōrero Māori e kaimōhū ana i te iti o ngā rauemi mō ā rātou tamariki. I te tau 2016, hei tuatahitanga i te ao, ka whakarewahia a Pipi Mā - me ngā hokonga tuatahi ake e kīia ana ko te kohinga 'Kōrero'.

Ka hokona atu ngā taare i te 8 o ngā rā o Whiringa-ā-rangi i te tau 2016, ā, ka hokona katoatia i te 36 haora. I te tau 2017, ka whakarewahia te taupānga 'Tae', hei ako i ngā tae ki tā te Māori titiro. He nui noa atu ngā taonga a Pipi Mā hei hoko e tautoko ana i tā rātou aronga reo Māori, arā, he kāri ako, he pukapuka taetae, he fihāte hoki.



#### Ngā pātai hei whakaaro māu:

- He aha kē te tikanga o Pipi Mā?
- He aha tā rātou i whakamahere ai kia ea ā rātou whāinga?
- I āta whakamahere rātou mō ngā utu kāore i te mōhiotia?
- He aha āu kupu āwhina kia pai ake ai ngā tukanga i whāia e rātou ki te whakatutuki i ngā whāinga?

#### Ka mutu ana te kōhi i ngā kōrero, whakautua ngā pātai nei:

- He aha ngā mōhiotia i kitea?
- He aha te wāhi ki ngā mōhiotia nei hei āwhina māu ki te whakamahere i tō āpōpō?

<sup>1</sup> <https://www.maoritelevision.com/shows/pipi-ma/on-demand>

<sup>2</sup> <https://www.maoritelevision.com/news/national/entrepreneurs-changing-game-maori-business-innovation>

**He ngohe whakawhānui ake:**

- Me matapaki ā-rōpū i te hāngai o te pakirehua nei ki te mārama, ki te pai ake rānei o ngā mōhiotanga me ngā waiaro o te tangata ki te whakarite whāinga ahumoni, me te whakamahere i tōna āpōpō.

