



Tāraitia Tō Anamata

Māui Rautaki –
Te Whakatakoto Whāinga
me te Whakamahere

Te whai hua - kia ora!

sorted
in Schools

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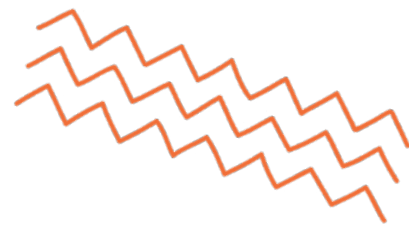
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He Kupu Whakataki

Ko te aronga o te puka ako he tautoko i a koe ki te whakatakoto whāinga, ki te whakamahere hoki i tō taha ahumoni hei pāinga mō tō anamata.

Ka ako koe ki te:

- whakatakoto whāinga me te whakamahere
- whakatakoto mahi tātari i ngā whāinga poto, pae tata, pae tawhiti anō hoki
- mārama ki ngā paearu o SMART.

E toru ngā kaupapa matua hei aro māu:

1. Te rakahinonga: Ngā whāinga poto, ngā pae tata, ngā pae tawhiti me te tātari i te whakatinanatanga.
2. Ngā tōmina, ngā whāinga poto, ngā pae tata me ngā pae tawhiti.
3. Ngā paearu SMART.

Kotahi anō hoki:

He ngohe whakawhanake me te ngohe whakakorikori whakaaro.



Tāraitia tō Anamata

Te whakatakoto whāinga me te whakamahere

I te wā i titiro atu ai a Māui Tikitiki-a-Taranga ki runga, ki a Ranginui, ka rite tonu tana kite atu i te tere whakawhiti a Tamanuiterā i te rangi, me te aha, ka poto ngā rā, ka roa ngā pō. Ka whakaaro ake a Māui, he raru nui tērā ki tōna whānau e noho ana i te pā, waihoki, he mea whakatipu ā rātou kai kia hāngai ai ki ngā hihi o Tamanuiterā.

I tētahi rā, ka whakarite mahere a Māui ki te whakapōturi i a Tamanuiterā. Ka matapakihia tēnei mahere e Māui rātou ko ōna tuākana, ā, ka whakatakotoria ētahi whāinga kia ea ai tērā whakaaro kia whakapōturihia a Tamanuiterā. I whakaritea e Māui rātou ko ōna tuākana he whāinga poto, he pae tata anō hoki ki te whakapōturi i a Tamanuiterā hei whakatōroa ake i ngā haora awatea o te whānau i te pā, kia nui ake ai hoki ngā kai hei whakatipu, hei hokohoko atu mā rātou i te wāhi tauhokohoko o ngā atua.

E tohua ana i tēnei pūrākau o nehe, nō mua noa atu tō tātou mōhio ki te whakatakoto whāinga me te whakamahere.





Te aronga o tēnei kaupapa

Ko te aronga o tēnei kaupapa ako, ko te mārama ki te hirahira o te whakatakoto whāinga me te whakamahere. Ka whakatakoto whāinga ana koe, me whakarite mahere hei ārahi i a koe, i tō rōpū rānei ki tētahi whāinga. Ka waiho pea mā ngā tikanga whakatakoto whāinga pea, pēnei i te paearu SMART, ngā mahi whakatakoto whāinga hei ārahi. Nā, ko te whakahaere ahumoni, ko te whakahaeretanga o te moni e pahure ai ētahi whāinga whaiaro.

Pohewatia te pēheatanga o tō whakatakoto whāinga me te whakamahinga o te whakamahere hei whakahaere ahumoni kia tutuki ai ō whāinga ahumoni poto, pae tata, pae tawhiti anō hoki. Ahakoa te huhua o ngā ara hei whai mā tētahi ki te whakatakoto whāinga me te whakahaere ahumoni, kei a koe tonu te mana ki te whakatakoto whāinga, ki te kōwhiri i tāu e hiahia ana, me te waihanga i te ao e pīrangi nā koe hei te anamata. Ko te waihanga i tōu anō ao i matenui rā koe hei anamata. Mā tēnei e pai ake ai tōu anō hauora, te hauora o tō whānau me ō mokopuna ā muri atu. Pēnei i te āki a Tā Meihana Durie i tana Whare Tapa Whā kia ū tonu ki tētahi ao hei anamata, e taurite ana, e hauora ana, e angitu ana, e hāngai ana hoki ki te whānau.

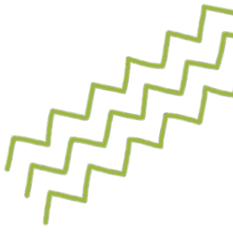


Ngā take hei matapaki

Koinei ngā take ka tūhuratia i te kaupapa nei:

- 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?
- Ngā whāinga poto me ngā whāinga pae tata me te whakatakoto mahi tātari.
- Te whakahaere pūtea pēke.
- Te mārama ki te Eftpos, ki te moni tango, me te moni taurewa.
- Tēnei mea, te rawa, e ai ki te tirohanga Māori?
- Me pēhea e takatū ai te rangatahi Māori mō āpōpō i waenganui i ō rātou hapū, iwi rānei e whakahaere rawa ana?





Kaupapa 1

Te rakahinonga: Ngā whāinga poto, ngā pae tata, ngā pae tawhiti me te tātari i te whakatinanatanga

He aha te rakahinonga?

Ko te rakahinonga, ko te kaha ki te whakatinana, ki te mahi, ko te māia hoki ki te ū me te whakapau kaha i roto i ngā wero me ngā hinganga katoa ka pupū ake i te ao pakihi.

Whakaarohia ngā piere nuku katoa i takahi rā a Māui ki te whakapōturi i a Tamanuiterā. Koinei te tino matū o te rakahinonga, ko te tangata e hiahia ana ki te takahi i ngā piere nuku kia tutuki ai tāna i pohewa ai. Pēnei i a Māui, ko tā te rakahinonga he whakamahi i ngā wheako o mua me ngā rautaki kia tika ai ngā whakatau ā-pakihi e tutuki ai tāna i pohewa ai.

Te tautuhi i ngā whāinga poto, i ngā pae tata, i ngā pae tawhiti, me te whakaū i ngā tātaringa

Ko te pae tawhiti te mutunga iho o tētahi mea i hiahia rā koe ki te whakatutuki. Ko ngā whāinga poto ia, he mahi me oti kia tutuki ai taua pae tawhiti. Ko tētahi tauira pea, ko tō pīrangi ki te hoko i ētahi hū poitūkohu hou, engari, kāore i a koe te moni. Mēnā ko tō whāinga poto ko te hoko i aua hū poitūkohu, 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 kia taea ai e te tangata te nui ake o ngā kai te whakatipu, e tau ake ai ō rātou ao i raro i ngā hihi o Tamanuiterā. Kia hoki anō ngā whakaaro ki a Māui me tana mahi ngātahi ki ōna tuākana ki te whakatakoto i ngā whāinga poto, pae tata anō hoki hei whakapōturi i a Tamanuiterā. I kite a Māui i ētahi raruraru hei whakatika māna. Ka whakamahere ia i tētahi rautaki pae tawhiti, i mōhio ai ia ka nui ake ngā haora awatea o tana whānau, hapū me te iwi ki te whakatipu kai.

Te whakatakoto whāinga

Ko te tikanga o te whakatakoto whāinga, ko te tautohu i ngā **mahi** me oti rawa kia tutuki ai tētahi pae tawhiti, ka āta whakaraupapa tika ai i aua mahi ki ngā **tūmahi mā mā** me whakatutuki i tētahi rā kua whakatauria ake. Ka whakaritea pea tētahi rārangi arowhai e āta tautuhi ana i ngā mahi me oti kia tutuki ai tō whāinga.

Me āta wāwāhi hoki koe i ō whāinga e ai ki te roa o te wā e tutuki ai:

- Ko te whāinga poto, he whāinga e pīrangi ana koe kia wawe te oti. I waenga i te ono marama ki te rua tau.
- Ka oti pea te whāinga pae tata i waenga i te rua ki te rima tau.
- Ka oti pea te whāinga pae tawhiti i waenga i te rima ki te 10 tau, neke atu rānei. Kei te āhua o te nui o tō whāinga.

Hei tīwhiri: Tuhia ngā whāinga nāu i tautuhi, ka waiho ai ki tētahi wāhi e kitea noatia ai hei whakamaumaharatanga ki tō whāinga.

Ngā mahi hihira

He mea nui te whakarite i ētahi wā e hihira ai koe i ō whāinga kia mōhio ai koe ki te kokenga o tēnā, o tēnā. Mēnā ka hihira koe i ō whāinga i ia rā, ka rite tonu tō mōhio ki te kokenga o tō kaupapa, heoi, tērā pea ka hiahia koe ki te hihira i te kokenga o ō whāinga i ia wiki. Mā tēnei e mārama ake ai koe ki ngā panonitanga e tika ana e tutuki ai ō whāinga.



Te tīmata i tētahi pūtea pēke

Mēnā ko tō whāinga ko te penapena moni, me whai pūtea pēke hei whakaputu moni. Me whakarite i tētahi wā hui ki tētahi o ngā pēke matua o Aotearoa ki te whakarite i tētahi pūtea pēke. Mēnā e rangatahi iho ana koe i te 18 tau, me haere tētahi mātua, kaitiaki rānei i tō taha, ā, me tuku hoki ēnei mōhiohio:

- Te hāpono wāhi noho – Pēnei i tētahi reta whai mana, kua tukuna e tō kura, e kitea rā tō ingoa me te wāhi noho.
- Te hāpono tuakiri – Tō tiwhikete whānautanga, uruwhenua, raihana taraiwa rānei.
- Tō tau IRD – Koinei tāu ake tau mō ngā pūtake tāke. Tikina atu tēnei mōhiohio i Te Tari Taake.

Mutu mai ana tō hui i te pēke, ko te tikanga he kāri Eftpos tāu, ā, kua whakatau kētia e koe he tau tuakiri. Ka roa ake pea te tukanga tonu i ētahi atu momo kāri nama, ā, ka wātea kia tikina atu i te pēke, kia tukuna rānei ki tō wāhi noho.





Te whakahaere i tō pūtea pēke:

- Ka oti ana tō pūtea pēke te whakarite - whakamahia te taupānga, te paetukutuku rānei a te pēke tuihono ki te whakahaere i tō pūtea pēke.
- Me mōhio ki tō tapeke pūtea. E hia kei roto i tō pūtea pēke?
- Whakaritea he pūtea pēke haki mō ō moni ka whakamahia i ia rā, me tētahi pūtea pēke penapena e whakawhitia ai ō moni hei penapena.
- Whakahekea ngā utu pēke mā te kōwhiri i te pūtea pēke e hāngai ana ki ō hiahia, ka whai ai i ngā tohuaki me ngā tīwhiri a tō āpiha pēke.





Te Eftpos, te moni tango me te moni taurewa

Ko te 'Electronic Funds Transfer at Point of Sale' te tikanga o te Eftpos. He pūnaha utu tāhiko e whai wāhi ai ngā whakawhitinga moni tāhiko e whakamahi ana i ngā kāri utu, pēnei i ngā kāri moni tango me ngā kāri taurewa. E tūhonotia ana tō pūtea pēke ki taua kāri, ā, ka whakamahia ana, ka tangohia he moni i tō pūtea pēke. Mā tēnei e kore ai koe e mate ki te kawē haere i ngā moni.

Te nama

Ina noho nama ana koe, kua noho nama ki tētahi atu tangata, ki tētahi whakahaere rānei. I te ao ahumoni, e kīia ana te tangata e noho nama ana, he tangata noho nama, ā, ko te tangata me utu ki taua nama, ko ia te kaituku nama. He rite tonu tā tātou whakaaro ake he kino te nama, engari, kāore e kino ana ngā nama katoa. He hirahira kia mōhiotia ētahi take e whai tikanga ai pea te noho nama me ōna rerekētanga.

Te nama pai

Ka ora koe i roto i te wā mēnā ka whai nama pai koe. Ka whai tikanga tō whakaae ki te nama, arā, ka whakawhiwhia ki a koe tētahi o ōu nā hiahia, ā, e kore e tere te heke o tōna wāriu. Kei a koe tētahi mahere whai take hei utu anō i te nama, e ea ai i a koe i roto i te wā tere katoa ka taea, mā ētahi utu harangote rānei e taea ana. Koinei ngā nama nui pēnei i te hoko i tētahi whare. E kīia ana taua momo nama, he mōkete.

- Ko te hoko whare tētahi take whai tikanga ki te noho nama.
- Ko te tikanga o te mōkete, ko te rironga o te whare ki a koe ā tōna wā.
- He whai tikanga nui te whare ki tō ao.
- I tōna tikanga, ka piki ake te uara o ngā whare i roto i te wā.



Te nama kino

Ko te nama kino, he nama e raru ai koe i roto i te wā. He nui te utu mō tēnei momo nama, ā, kāore e tino whai tikanga ana ki a koe, kāore hoki e ‘whakahokia mai te uara o te utu’ i te takanga ake o te wā. Me kī, ka tere heke tōna uara, kāore rānei i te whai uara i te tīmatanga. I te nuinga o te wā, kāore he mahere whai take o te nama kino e whakahokia ai te nama, ā, ka tūpono puta ake ina whakamahi nama te tangata ki te hoko i ngā mea ka pīrangi ia, kua ngā mea e whai tikanga ana ki a ia, ki te tono moni rānei hei utu nama. Mēnā e tohu ana tō mahere pūtea kāore e ea i a koe te nama, ka tono tonutia ai he moni, kua kīia rawa tēnei nama he nama kino.

Te nama whaiaro

E hāngai ana te nama whaiaro ki te moni e noho nama ai tētahi tangata nā tētahi pūtea taurewa kua pīkautia.

Te nama pakihi

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

Te 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 taurewa te mea e whakamahi nuitia ana ki te whakapipi i tēnei momo nama.





Ngohe 1: He mahi whakarāpopoto

Hei whakarāpopoto i ngā kōrero kei runga, wānangahia ngā pātai e whai ake nei:

1. He aha pea ō kupu ārahi ki tō teina mēnā ka whakarite ia i tētahi pūtea pēke?

2. He aha te rerekētanga o te kāri moni tango i te kāri taurewa?

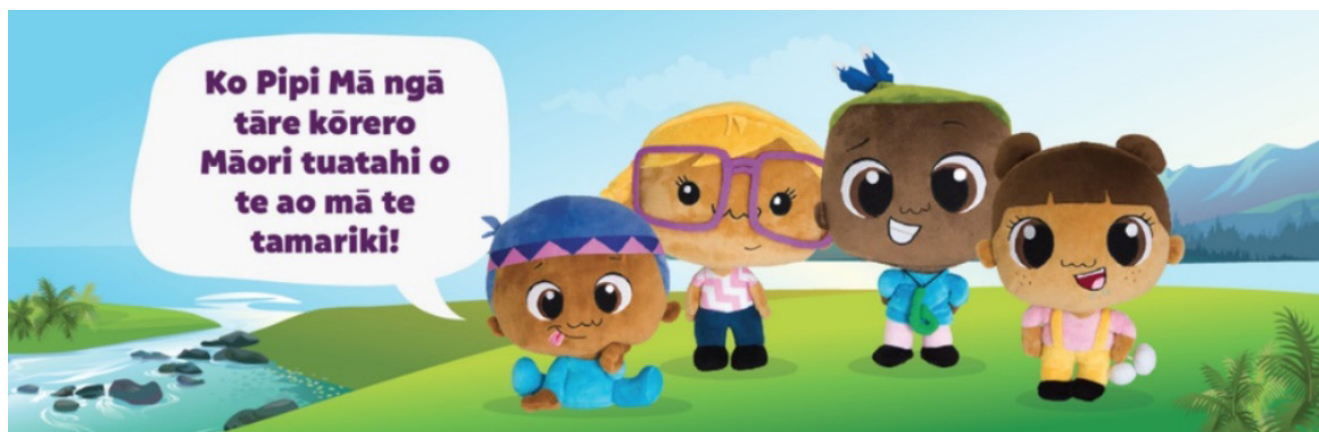
3. He aha tētahi tauira o te nama kino?



Ngohe 2: He māramatanga rakahinonga

Anei ētahi kōrero mō ngā rakahinonga e rua hei pānui māu.

Pipi Mā



Ko Hōhepa Tuahine rāua ko Kristin Ross ngā kaihangā o ngā tāre kōrero Māori tuatahi o te ao mā ngā tamariki, o Pipi Mā.

I kitea e te tokorua nei te pōuri o ngā whānau kōrero Māori maha i te korenga o ngā rauemi Māori mā ā rātou tamariki. I te tau 2016, i whakarewahia e rāua a Pipi Mā, ā, he tuatahitanga tēnei puta noa i te ao – 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 whakarewangia hoki te taupānga Tae. He taupānga mā ngā tamariki hei ako i ngā tae ki te reo Māori mā te tirohanga Māori. He taonga Pipi Mā anō ā rāua, e tautoko nei i tō rāua arotahi ki te reo Māori, hui katoa ana ko ngā kāri whakaatu, ngā puka kauruku me ngā tihāte.

Nō ngā iwi o Te Arawa, o Tūhoe anō hoki a Hōhepa. Nō ngā iwi o Ngāti Kahu, o Ngāti Tara anō hoki a Kristin.

Moana's Mowing Services

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, i Tūranganui a Kiwa. He pai ki a Moana te noho tū-ā-nuku me te taha whakapakari tinana. He uhupoho, he kanohi hōmiromiro. He ngākau pono, he pukumahi, ā, ka tukua tana katoa ki te whakaoti i te mahi e mahi rā ia. Kei tua noa atu a Moana.



Kei a koe ināianeī!

Whakaarohia ētahi rakahinonga Māori o tō rohe, ētahi rakahinonga rangatira ki a koe. Tāpiria ki te tūtohi i raro nei, ka tāpiri ai i ngā hononga ki ngā paetukutuku, ki ngā tuhinga rānei e pā ana ki ngā rakahinonga. Ānei tētahi paku āwhina māu:

- [Buy Māori Made](#)

Te ingoa o te rakahinonga	Ngā kōrero mō te rakahinonga/pakihi



Ngohe 3: Te pakihi hou a Māui

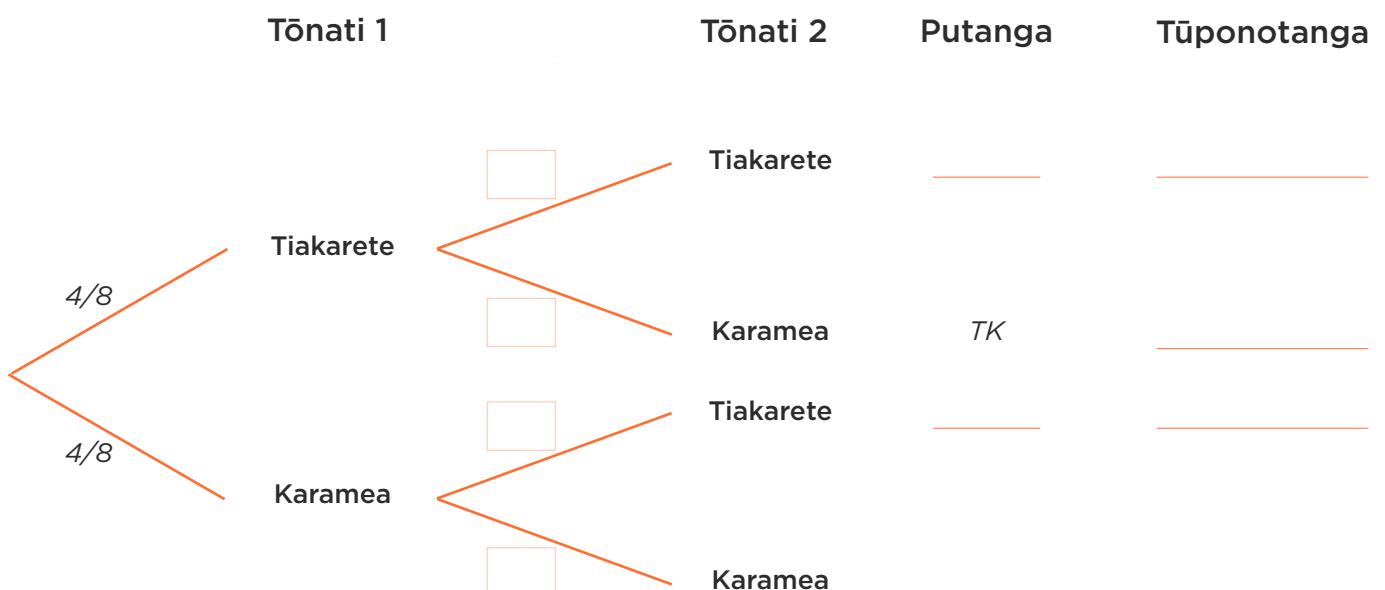
Kua whai whakaaro a Māui ki te whakarite i tētahi pakihi hou, ka tū ki te māketē hapori i ngā Rāhoroi. Kua rangahau ia i ngā tūmomo kai e reka ana ki ngā tāngata o te hapori, ā, ko te tōnati tēnā. Kāore ia i te tino mōhio ko tēhea momo tōnati e tino reka ana ki a rātou, nō reira ka whakamātau ia i ētahi tāwara.

1. E waru ngā tōnati kei te pouaka tōnati. Ko te haurua he tiakarete, ko te 50% he karamea. Ki tā te karu titiro he ōrite ēnei momo e rua.

a. Ka kōwhiri a Māui i tētahi, ka kainga ai. E hia te tūponotanga he tiakarete tana tōnati?

e. Nō muri mai, ka kōwhiri te hoa o Māui i tētahi tōnati, ka kainga. He pāpono wehe kē tēnei, he pāpono whakawhirinaki rānei?

h. Mēnā he karamea te tōnati a Māui, e hia te tūponotanga he karamea hoki te tōnati a tōna hoa?



k. Whiriwhiria ēnei tūponotanga:

- T (tiakareti, karamea) _____
- T (he ōrite te tāwara o ngā tōnati e rua) _____
- T (he rerekē te tāwara o ngā tōnati e rua) _____

2. Tekau mā rua ngā tōnati kei roto i tētahi pouaka, ki tā te karu titiro, he ōrite te katoa. E toru ngā tāwara: ko te tiakarete, ko te karamea, me te wanira. He ōrite te maha o tēnā tāwara, o tēnā tāwara.

a. Tuhia tētahi hoahoa rākau hei whakaatu i ētahi tangohanga tōnati e rua. E hia ngā putanga e taea ana?

e. E hia te tūponotanga he karamea te tāwara o te tōnati tuatahi?

h. Mēnā he karamea te tōnati tuatahi, e hia te tūponotanga he karamea anō te tōnati tuarua?

i. Mēnā he karamea te tōnati tuatahi e hia te tūponotanga he wanira te tōnati tuarua?

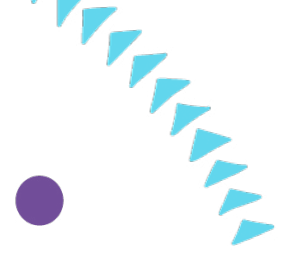
k. Whiriwhiria ēnei tūponotanga:

• T (he ōrite te tāwara)

• T (he karamea, he tiakarete ngā tōnati e rua)

• T (he rerekē te tāwara o ngā tōnati e rua)

2. Ki ō whakaaro, ko te aha ngā tāwara ka kōwhiria e Māui hei hoko atu? Whakamāramahia mai ō whakaaro.



Kaupapa 2

Ngā tōmina, ngā whāinga poto, ngā pae tata me ngā pae tawhiti

Ngā tōmina

E kaha whakamahia ana tēnei kupu i a koe e kōrero ana mō ō wawata, ō pīrangi, ō awhero anō hoki. Ko tāu he pohewa i tāu e hiahia nei ki te whakatutuki. Koinei te mahi tuatahi e tutuki haere ai tāu e hiahia nā, me te aha, ka noho ko tērā hei whai māu. Ko te mahi tuarua, ko te panoni i ēnei hei whāinga, inarā, mā ngā whāinga e mōhiotia ai te ara, e arotahi ai hoki koe.

Ki te whakaaro koe ki te tangata angitu, kāore e kore i āta whakaritea ētahi whāinga whai take hei whakatutuki i te rā, i te wiki, i te marama, me te tau.

Whakaarohia ētahi o ōu nā tōmina. Anei pea ētahi tauira:

- 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 māu anō, me pohewa te ao e pīrangi nā koe:

- Ki hea atu rā koe hei te rima tau?
- He aha, ki a koe, tō umanga matenui katoa?
- He aha ngā mea hirahira ki a koe? Ko te whānau rānei, ko te moni rānei, ko te waea pūkoro rānei?



Ka pohewatia ana tō umanga matenui katoa, ka tautohutia ana hoki ō tōmina, me whakaaro hoki ngā āhuatanga ka haere tahi me aua tōmina. Hei tauira:

- Te wāhanga tuatahi: Me puta te ihu i te kura, nāwai ka meinga ko te tauira pāngarau pai katoa, ko te tauira pūtaiao pai katoa rānei.
- Te wāhanga tuarua: Me haere ki te whare wānanga whakangungu ai kia puta hei kaipāngarau, hei kaipūtaiao rānei.
- Te wāhanga tuatoru: Me tū hei kaiako pāngarau, hei mātanga pūtaiao rānei.

Whakaarohia ināianei ētahi o ō tōmina ahumoni:

- He aha ō tōmina ahumoni mō tō ao?
- Ki ōu whakaaro, he aha ngā whakatau ahumoni me whakatau e koe kia tutuki ai aua tōmina?
- He whakatau ahumoni rānei ka taea i tēnei wā tonu e ngāwari ake ai tō ao ka pakeke ana koe?

Ngā rawa e ai ki te tirohanga Pākehā ā-pakihi

I runga anō i te tirohanga Pākehā ā-pakihi, ko tēnei mea te rawa, he tūemi, 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 hoki hei taonga tuku iho kia tiakina e ngā whakatupuranga kei te haere mai.

He aha te rerekētanga o te tirohanga Māori ā-pakihi?



Ngā rawa e ai ki te tirohanga Māori ā-pakihi

Ko te rawa, e ai ki te tirohanga Māori ā-pakihi, ko te rawa ahurea, taiao, wairua, ōhanga anō hoki. He nui ake tēnei i te uara ā-ōhanga, uara ā-tāra noa iho. Ka whai pānga pea ēnei momo rawa ki te whenua, ki te moana, ki ngā ngahere, ki 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 hei painga mō ngā uri ā haere nei te wā. E whakamahi ana ngā pakihi e rua i te Whare Tapa Whā a Tā Meihana Durie ki te whakahaere i ngā ritenga pakihi matatika e ū ai te oranga torowhārahi, ka whakaūngia mā ngā kiwaha me ngā uara ake o ngā iwi. He motuhake ēnei tikanga ki te Māori, waihoki, he whakaahuatanga nō te tirohanga Māori ki te rawa. Mā tēnei pūahoahotanga e noho houkura ai ngā rawa hei whakamahinga, hei whakawhanaketanga mā ngā whakatupuranga kei te haere mai.

Te huarahi kia rite ai mō tō anamata

Mēnā e rere ana te wānanga, anei ētahi whakaaro me ētahi huarahi hei āwhina pea ki te whakahaere i a koe anō, i ngā rawa rānei o te whānau, o te hapū, o te iwi anō hoki. Tērā rānei, ki te whai whakaaro koe ki te whai i te whakahaere pakihi ā muri atu. Kia maumaharatia hoki Te Whare Tapa Whā me ngā kōrero tuku iho mō ngā paetae a Māui nōna ka whakapōturi i a Tamanuiterā.



Ngā tōmina

Whakatakotohia ōu ake tōminatanga. Ohia manomanotia ōu tōminatanga, nui mai, iti mai.

Ngā whāinga

Hurihia aua tōminatanga hei whāinga. Tuhia ērā whāinga ki runga i tētahi pepa A3, kātahi ka hopukina ki te waea, ka tuhia rānei ki tētahi pukapuka.

Te momo o aua whāinga

Me tautohu mēnā he whāinga poto, pae tata, pae tawhiti rānei. Kia oti tēnā, waihangatia he papa moemoeā, ka waiho ai ki tētahi wāhi e māmā rā tō tiki atu, tō whakarongo atu rānei i ia rā.

I te wāhanga e whai ake ana, ko ētahi tauira o ngā whāinga poto, pae tata me te pae tawhiti ka āwhina i a koe ki te waihanga i tō umanga. He mea nui kia manatu koe, ko tērā tangata ki tōna anō ara, ko tērā atu ki tōna, nō reira, me āta whakarite kia hāngai ai ki a koe anō.



Te pae tawhiti

Te hāpai i ngā hiahia o tōku iwi, o Waikato-Tainui.

Taku whāinga mahi

Kia mahi i roto i te ao pakihi mā taku iwi, i raro i te maru o Tainui Group Holdings.

1 Ngā whāinga poto (e ono marama ki te rua tau)	2 Ngā whāinga pae tata (e rua ki te rima tau)	3 Ngā whāinga pae tawhiti (e rima ki te tekau tau)
Te whakapakari i ōu pūmanawa - Me whakarite he mahere ngohe, ka whakatakoto ai i ētahi whāinga poto hei whai atu. - Me whakapau kaha kia tino eke panuku koe. Whakaharatauhia te mahi pānui, te mahi tuhituhi me te kōrero – ka whai tikanga ēnei pūkenga ā tōna wā. - Whakawhānuitia tō puna kupu reo Māori, reo Pākehā anō hoki. - E kuhu ki ngā whakataetae whaikōrero me te whai wāhi ki te kapa haka. He āwhina tērā i tō kaha ki te kōrero tūmatanui, me te aha, ka whanake ake koe hei kaikōrero māia i te aroaro o te iwi. - He marau whai hua te pāngarau, te ahumoni me te ōhanga ina mahi i te ao pakihi. Heoi, me whai kia tino eke ō mahi i ngā marau e hāngai ana ki ō hiahia ā-umanga ā tōna wā. - Me whai wāhi ki ngā tīma hākinakina. He āwhina tēnei i tō mārama haere ki ngā āhuatanga o te mahi ā-rōpū.	Te whakamahi i ōu pūmanawa Ka tae ana koe ki tēnei wāhanga o tō huarahi ki tō umanga, kua tahuri pea ki te whakamahi i ōu pūkenga me te whakawhānui ake i tāu i ako ai. Whakaarotia ngā āhuatanga hirahira ka whakamahia ana ōu pūmanawa, ka whakahāngaitia ai ki te Whare Tapa Whā i ōna wāhi e tika ana: - Me tīmata te mahi harangotengote. He āwhina nui tēnei e mārama ai koe ki ngā tino āhuatanga o te whakahaere moni, e taea ai tō waiaro mahi te whakapakari, ā, he āwhina hoki i tō penapena moni mō ō whāinga. - Whakaritea ō puka/kāri tuakiri. - Tonoa tō tau IRD. - Whakaritea tō pūtea pēke. - Whāia atu tō raihana taraiwa motokā.	Te rūnā haere i tō pitomata I tēnei wāhanga o tō ara, me tahuri ōu whakaaro ki te rūnā haere i tō pitomata me te whakamahi i ngā akoranga, nāwai ka whai i tētahi tohu mātauranga matua, i tētahi ahumahi rānei nō roto i te umanga e pīrangi nā koe. Hei tauira, me whakaaro ki tētahi umanga whakahaere i ngā rawa o tō whānau, o tō hapū, o tō iwi rānei kua whakarāpopotohia i raro nei: - Whakatutukihia tētahi tohu pakihi, ahumoni hoki/rānei. Hei tauira, he Tohu Paetahi Tauhokohoko rānei, he Tohu Paetahi Whakahaere Pakihi rānei. - Kia puta te ihu i te whare wānanga, tonoa he mahi i tētahi pakihi pēnei i a Waikato Tainui, kia tutuki ai tō whāinga pae tawhiti e mahi rā koe mā tō iwi i roto i te whakawhānuitanga o ngā āheinga ā-pakihi me te whakahaere rawa ā-iwi.



Ngohe 1: Te whakatakoto whāinga me te whakamahere

Te kaupapa: Te whakatika mō ngā whakataetae kapa haka

He pēnei tonu i a Māui, he rakahinonga pai rawa atu a Hone. Kua roa tana wawata ki te haka mā tōna kura i ngā whakataetae kapa Haka ā-motu. Nā tana whakapau kaha i tērā tau i riwha ai tōna wawata. Hei te pito tōmuri o tēnei tau haere atu ai ia me tōna kura ki ngā whakataetae o Te Mana Kuratahi.

Whakaarohia ngā mea me mōhio kia taea ai te whakatakoto whāinga ahumoni.

- Me pēhea e whakatakotohia ai he whāinga poto, he whāinga pae tata anō hoki kia riro ai te \$1500 mō tō haerenga kapa haka.
- He aha ētahi mea me āta whakaaro e koe ka whakamahere ahumoni ana?

Kei raro nei ētahi tauira o ngā mahere nā Hone i mahi kia ea ai āna whāinga ahumoni.

Nā Hone i whakarite te whāinga ahumoni kia penapena i te \$1500 i roto i te iwa marama. Mā taua pūtea e āhei ai a Hōne ki te:

- utu i tana haerenga mā runga pahi
- utu i tana noho marae
- hoko i te hāte poro kapa haka, te hāketē, me te tarau hākinakina mō Te Mana Kuratahi.
- He \$300 hei i ngā utu whawhati tata.



He mahi harangotengote tā Hōne, ā, he tuari mātārere te mahi i te mutunga o te kura. Ka riro i a ia te \$59 i ia rua wiki, ā, kua whakatau kia penapenahia te \$30 i ia rua wiki mā tēnei mahi, ka whakatahangia atu ai mō tana haerenga kapa haka. Hei mahi tōmuri atu māna:

- Ko tā rāua ko tōna māmā whakarite i tētahi pūtea pēke.
- Ko te whakarite i tētahi utunga aunoa i tōna pūtea pēke matua, ā, ko te whāinga kia penapenahia te \$30 i ia rua wiki ki roto i tana pūtea penapena mō te whakataetae kapa haka.

Ā mohoa, kua whakamahere ia kia penapena i te \$540, ā, ko te \$960 te toenga atu e tutuki ai tana whāinga.

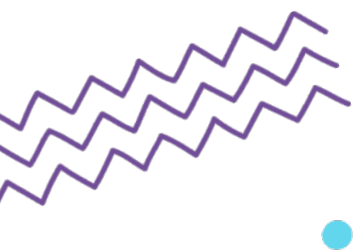
Kei te mōhio a Hone me kohikohi moni ia. Tere tonu tana kite atu i te uaua o tērā mahi i tōna kotahi, nā konā i tonoa ai tōna whānau ki te āwhina i a ia ki te kohikohi ake i te \$960 e toe ana. I tēnei ngohe, ka wānanga koe i te āhuetanga o te penapena mō te haere ki tāwāhi. Ka kitea pea he āhuetanga kohikohi moni e whai hua ana ki a Hone i roto i āna mahi kohikohi moni.

Te mahi: He uiui

Whakaarohia tētahi tangata nō roto i tō whānau rānei, i tō hāpori rānei i mate rā ki te whakamahere i tētahi haerenga ki tāwāhi. He aha ngā momo whakamahere ahumoni i oti i a ia? I mate rānei ia ki te kohikohi moni?

1. Tonoa ia kia whāngai atu i tana kōrero whakamahere ki a koe, kia whakapuaki tauira, tīwhiri rānei hei āwhina atu i a koe.
2. He aha ngā mahi kohikohi moni i oti i a ia? He hua rānei kei roto hei whakaaweawe i āu anō rautaki kohikohi moni?

Tuhia āna kōrero, ka tuhia rānei he tākupu. Mā tēnei e takatika ake ai tō anga whakamua ki te anamata ina whakamaheretia tētahi haerenga, tētahi hui, tētahi mahi rānei, ā, ka pūrangiaho hoki ki te hirahira o te whakamahere, o te penapena, me te whakatakoto whāinga ahumoni.



He pātai hei ui atu pea māu:

- He aha te kaupapa o tōna haerenga?
- He aha te tōpū ā-pūtea i penapena ai ia kia taea ai tana haerenga?
- I pēhea tana whakamahere ki te penapena mō tōna haerenga?
- I whakatakoto whāinga ahumoni rānei?
- He aha ngā tukanga whakamahere i whāia rā e ia ki te whakatutuki i tana haerenga?
- I oti rānei tētahi mahere mō ngā utu whawhati tata?
- He kupu ārahi, he tohutohu rānei āna hei āwhina i a koe ki te whakarite haerenga ā tōna wā?
- I mate rānei ia ki te kōhi pūtea? He aha te huarahi i tutuki ai tēnei?

I a koe e kohikohi ana i āna kōrero, me huritao, me tuhi, me tāhopu rānei:

- He aha ngā mea matua i kite rā koe?
- He aha te āwhina o ēnei pito kōrero ki a koe hei a raurangi?
- He aha te pānga o te wā o te tau ki te utu o te haere?
- Kua whakaaro rānei koe ki te utu o ngā kai i te rā, i tāwāhi?
- He aha te tōpū o te moni whakapau me āta penapena?



Te rautaki ahumoni a _____ i haere ai ia ki tawāhi

Ngā kōrero matua	
He aha ngā mea ka tino whai hua mai ā tōna wā?	
He arotakenga	

He ngohe whakawhanake

Kia tautauāmoa te waihanga i tētahi pānui toi piripiri e whakaatu ana i a koutou ko tō whānau e hāereere ana i tawāhi, ki ngā wāhi pērā i Disneyland, i Dreamworld rānei.

Kaupapa 3

Ngā paearu S.M.A.R.T

Me hoki ngā whakaaro ki a Māui me ōna tuākana e whakapōturi ana i a Tamanuiterā. E ai ki ngā kōrero tuku iho, he rakahinonga auaha a Māui, i whakamahi rā i ngā rauemi o te taiao hei whiri taura ki te whakapōturi i a Tamanuiterā. Nāna tonu āna whāinga poto, whāinga pae tata anō hoki i whakatakoto hei whakatutuki māna, me tana manawaū ki tana whāinga matua kia whakatōroatia te awatea, e whai hua ai tā rātou ko tana whānau mahi i ngā māra kūmara, e taea ai hoki te maha ake o ngā kūmara te whakatipu hei hokohoko atu i te wāhi tauhokohoko o ngā atua.

Whakaarohia te āhua o tēnei mēnā i a ia ngā paearu S.M.A.R.T hei āwhina atu.

Ngā paearu S.M.A.R.T

He whakarāpopototanga te S.M.A.R.T, he aratohu rānei hei āwhina ki te whakatakoto whāinga.

E whāiti ana (specific)

- I pai rānei te tautuhi i te whāinga?
- E whāiti ana rānei te whāinga nei?

E taea ana te ine (measurable)

- Ka taea te whakatutuki te whāinga?
- Ka taea te ine te whāinga?

E taea ana te whakatutuki (achievable)

- Ka tutuki rānei te whāinga?
- I whakaae katoa mai ērā e whai pānga ana ki te whāinga nei?

E hāngai ana (realistic)

- E hāngai ana rānei te whāinga ki te horopaki whānui?
- Ka whakaaro ana koe ki ngā rauemi, ki ō mōhioanga, me te wā, ka whai kiko tonu rānei te whāinga?

E herea ana ki te wā (time-based)

- He wā rānei kua whakaritea hei whakatutuki i te whāinga?



Ngohe 1: Ko Māui me te tātauirā paearu S.M.A.R.T

Whakamahia ngā paearu o S.M.A.R.T, ā, me wānanga ā-rōpū ngā mahi a Māui. Ko tā koutou he tautuhi mehemea āe rānei, kāore rānei, i tutuki tāna i whai ai, e ai ki ngā paearu nei.

Tōmua mai i tō koke, whakaarohia ēnei pātai:

- He aha ō tātou mōhiotanga ki ngā paearu o S.M.A.R.T?
- Me pēhea te tātari i te tutuki rānei, i te kore rānei i tutuki o tā Māui whai kia whakapōturitia a Tamanuiterā?
- He aha ētahi mea me whakaaro e tātou ina whakamahere whāinga ahumoni tātou?
- Tuhia ō whakautu ki te tātauirā kei raro iho nei.

Hei whakawhānui ake: Whakaarohia te pēheatanga o tō whakamahi i ngā paearu o S.M.A.R.T hei tātari i tā Māui whāinga kia whakapōturihia a Tamanuiterā. Me tuku pea ō kōrero ki te akomanga.



Ngā pātai nui hei whakaarotanga ake

- He aha te whāinga a Māui?
- I pēhea tā Māui whakamahere i te whakatutukitanga o tana whāinga?
- I takatū rānei a Māui ki ngā mate whawhati tata?
- He aha āu kupu āwhina kia pai ake ai te whakatutuki haeretanga o tēnei whāinga?

Te tātauirā o ngā paearu o S.M.A.R.T

Te whāinga: Te whakapōturi ake i a Tamanuiterā I pēhea te angitu o tā Māui whāinga ki te whakapōturi i te rā?	
Te whāiti • I pai rānei te tautuhi i te whāinga? • I whāiti rānei te whāinga?	
Te ine • I taea rānei te whāinga te ine me te whakatutuki?	
Te whakatutuki • I whakaae katoa rānei ērā e whai pānga ana ki te whāinga?	
Te hāngai • I whai kiko rānei te whāinga i ngā rauemi, i ngā mōhiotanga, i ngā mātauranga, i te roa hoki o te wā?	
Te wā • I mātua rānei te wā hei whakatutuki i te whāinga?	
Te arotakenga • He aha tā tātou i kite ai? • He aha te hua o ērā pitopito kōrero ki tāku/tā tātou whakamahere ā haere ake nei? • He aha ētahi mea me āta whakaaro ina whakamahere whāinga ahumoni tātou?	

Hei whakawhānui ake:

- Waihanga takiruatia tētahi pānui paearu S.M.A.R.T. Whakaatuhia ki tō akomanga, ka whakamahuki ai i te āhua o tō whakatakoto whāinga ahumoni hei hoko i tētahi mea e pīrangi nā koe ki te hoko atu.
- Me matapaki ā-rōpū ngā hua o te paearu SMART ki te āhua o ōu nā whakaaro me tana whakaaweawe i te āhua o tō titiro ki te whakatakoto whāinga, ahumoni ki te whakamahere i tō anamata.

