

## **PRESENTERS**



### **Tai Ahu, Kensington Swan, Wellington**

Tai is an Associate in the Māori Business Law team specialising in commercial and trust law, Māori business governance, governance structuring and Treaty settlement negotiations. Prior to joining Kensington Swan, he worked as a junior lecturer at the Faculty of Law at Victoria University of Wellington. Tai also has interests in te reo Māori, and law and politics. His tribal affiliations are Waikato and Te Paatu.



### **David Jones, Kensington Swan, Wellington**

David is an Associate in the Māori Business Law team. He specialises in commercial law, Māori business governance, post-settlement governance structuring and Treaty settlement negotiations. David is also a recent trustee for the Rongowhakaata Settlement Trust, the post-settlement governance entity for Rongowhakaata. His tribal affiliations are Rongowhakaata and Ngāti Kahungunu.

Cover and text stocks used in this publication are from Forestry Stewardship Council certified mills, manufactured under the environmentally responsible paper manufactured environmental management system ISO 14001, using pulp from well managed forests and other controlled sources.

# **CONTENTS**

<b>1. INTRODUCTION.....</b>	<b>1</b>
AIM.....	1
BACKGROUND – MĀORI COLLECTIVES .....	1
ECONOMIC, COMMERCIAL AND POLITICAL INFLUENCE .....	3
<b>2. TE AO MĀORI – THE MĀORI WORLD .....</b>	<b>5</b>
WHAKAPAPA .....	5
<b>3. TIKANGA MĀORI.....</b>	<b>9</b>
WHANAUNGATANGA .....	9
KAITIAKITANGA .....	9
AROHA.....	10
MANAAKI .....	10
TAPU AND NOA.....	11
<b>4. WORKING WITH MĀORI – CONSIDERATIONS.....</b>	<b>13</b>
ATTITUDE AND APPLICATION .....	13
MUTUALLY BENEFICIAL RELATIONSHIPS .....	13
CURRENT MĀORI COLLECTIVES .....	14
DECISION-MAKING AND BALANCING DIFFERENT DRIVERS .....	14
<b>5. MEETING ETIQUETTE .....</b>	<b>17</b>
<b>6. OTHER MATTERS.....</b>	<b>21</b>
PRONUNCIATION .....	21
LEGISLATIVE FRAMEWORK .....	21
TE TURE WHENUA MĀORI BILL 2016.....	22
<b>7. CASE STUDIES (EXAMPLES FOR DISCUSSION).....</b>	<b>25</b>
SCENARIO 1 .....	25
<i>Project and Proposal Development Considerations</i> .....	25
SCENARIO 1 (CONT) .....	26
<i>Engagement Questions</i> .....	26
SCENARIO 2 .....	28
<i>Questions and Considerations</i> .....	28