

# KEYS

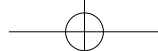
## Chapter 01 Land & People

1

- 1) F    2) F    3) T    4) F    5) T    6) F    7) F    8) T  
9) T    10) T    11) T    12) F

2

- 1) FPP means candidates obtaining the majority in a constituency are returned to parliament; whereas MMP means voters have two votes, one for an individual local MP and the second for a political party. Each party will have a list of parliamentary candidates, in order of priority. In the second vote, the more votes a party secures, the more parliamentary members it will have.
- 2) The advantage is that minor parties have a greater opportunity to enter parliament, while the disadvantage is that coalition and minority government are more likely, with all the attendant problems this will bring; and that a party will put more efforts into accommodating its coalition partner over issues upon which they may differ just to stay in power rather than finding solutions to problems that need addressing.
- 3) Because besides the several political parties of the parliament,



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there are fourteen more registered ones and a further half-dozen unregistered ones in New Zealand.

## Chapter 02 Values & Attitudes

1

- 1) d    2) b    3) a    4) d    5) a    6) c    7) c    8) d  
9) d

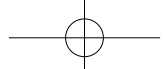
2

- 1) Because in a nation of immigrants, they have learned to be aware of the different backgrounds, treat others as equals and avoid making tactless comments.  
2) It tells us that New Zealand is an egalitarian society and women enjoy equal status as men and have significant influence in society.

## Chapter 03 Customs & Traditions

1

- 1) By the Maori.  
2) New Zealand.  
3) Fish and chips and democracy.  
4) Slumps in various industries and unemployment.  
5) Britain.  
6) Traditions and customs, food, beer, TV programs, sports and architecture.



- 7) Because there was no written language.
- 8) No.
- 9) They not only serve as adornments but also impart details about the bearer.

**2**

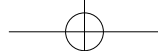
- 1) On the one hand, they are rivals to each other and may hate each other; but on the other hand, they have a lot in common, such as their British ancestry and relationship with the UK and the US, they are each other's major trading partner, and adopt similar stance in international affairs.
- 2) Maori culture is manifested in their religious beliefs, rituals and protocol, art forms (including architecture, music, dance), and tattoos worn by men and women.

**Chapter 04 Daily Life****1**

- 1) T    2) T    3) F    4) F    5) T    6) F    7) T    8) F
- 9) T    10) F

**2**

- 1) There are a number of reasons. First, there have been income tax changes since the 1980s. Second, there were cuts in social security benefits and higher unemployment in the 1990s. Third, property



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prices have soared over the last few years. Fourth, the government has initiated a number of policies to cater to the needs of different groups of people.

- 2) Education is not that important to the average Kiwi. The gap between New Zealand's best and worst achievers is greater than anywhere else in the developed world. New Zealand's educational structure has been decentralized, with schools and tertiary establishments becoming autonomous within guidelines set by government. There are state schools as well as integrated schools and private schools. The academic year is from February to November. The National Certificate of Educational Achievement is the graduation qualification at secondary level.
- 3) Since 1986, the emphasis of immigration policy has been on specific educational, professional, business, age, and skill requirements, regardless of nationality or race. Immigrants from the three categories of skills and business, family ties and humanitarian reasons each take up 60%, 30% and 10% of new immigrants respectively.

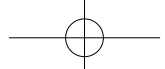
## Chapter 05 Time Out

1

- 1) d    2) b    3) d    4) b    5) c    6) a    7) d    8) c  
9) b

2

- 1) If you are invited to a New Zealander's home, you can ask if you can



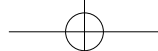
offer some meat. If your offer is declined, you can bring a bottle of wine, instead of chocolates or flowers which are for more formal occasions such as dinner parties. If you are asked to join a few people for the evening, and to “bring a plate”, it means you are expected to contribute a dish of food.

- 2) If you are a sports lover, discussing sports or doing sports with the New Zealanders can be an ice-breaker and win you some respect from the New Zealanders. So you should be aware of what their popular sports are and try to find some topics related to their favorite sports even if they are not your favorites.

## Chapter 06 Traveling

### 1

- 1) It should expire at least three months after the planned departure date.
- 2) The smugglers may have to pay thousands of dollars and be put in prison.
- 3) Bungee jumping, tramping (hiking), skiing, swimming with dolphin, fishing, wine tasting, whale watching and sightseeing.
- 4) By booking further ahead of time and on the Internet.
- 5) Because of the landscape.
- 6) Vehicles have precedence over pedestrians.
- 7) Rare.
- 8) Between 11:00am and 3:00pm.



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2

- 1) I will avoid travelling by plane because air tickets are expensive, but will take buses, trains, ferries and boats instead, because though slower, they are much cheaper and more readily available. I will try cycling as well.
- 2) I should be aware of theft and keep documents such as passports locked up in hotel rooms or in a secure place; avoid some rowdy downtown bars or “no-go” areas late at night.

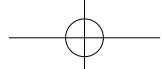
## Chapter 07 Business Briefing

1

- 1) business issues; understood
- 2) positive attitude; business-friendly
- 3) friendly; obliging; courteous
- 4) egalitarian
- 5) wage, leave
- 6) 183; tax
- 7) reliable; superior
- 8) follow-up; tactics; deadlines

2

- 1) The average New Zealander does not understand business issues or the economy, and they do not recognize the importance of business to the economy, particularly the connection between a strong economy and the social well-being of the country.



- 2) Most New Zealanders are friendly, obliging and courteous and expect a similar attitude from you; women are considered equal to men and well respected in the workplace; make use of your personal connections to visit business people and remember to make appointments in advance; be on time for business meetings; don't rush New Zealanders during the negotiation or decision-making process; don't oversell; don't skimp on explaining terms and conditions and be sure you have included everything; be concise, straightforward, honest and direct; stick to your undertakings and do not make promises you cannot keep; write everything down on paper on a business deal to avoid misunderstanding.

## Chapter 08 Communicating

1

- 1) T    2) F    3) T    4) F    5) T    6) T    7) T    8) F

2

- 1) Don't mistake New Zealanders for Australians; learn some typical Newzild and Maori expressions; in your first encounter with the New Zealanders, don't show too much directness or familiarity; feel free to admire their homes, décor, possessions and so on.
- 2) E-mails, EFTPOS transactions, automatic teller machines, Internet banking, cell phones and text messaging, digital cameras and a lot other things which were unimagined in the past have become part of every New Zealander's life.