

Mahitahi whai mana, me ō tāngata e kitea ana

Village Small Business Course — he whakamārama

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He aha tēnei akoranga

He akoranga kore utu, ā-tō ake tere, mō tētahi pakihī iti e whakatau ana he aha te tikanga o te AI ā-mahi mō āna mahi — he aha ngā mahi e tika ana kia mahia e ngā kaiārahi, me pēhea hoki e piki ake ai ōna tāngata, kua e puta atu. Kāore e hoko i te tino mōhio. He rerekē ngā āhuetanga, he rerekē hoki ngā rongoā; he nui ngā āhuetanga e ārahi ana e ngā kaha kei waho o ō pakitara, ā, he nui ake ngā mea kāore i te mōhio i mua i ngā mea kua mōhio i te huarahi kei mua i a koe. Ko te whāinga kia whakawhanake i te whakatau kia kaha tonu ai koe ki te whakatau tika i ngā wā e rereke ana te āhuetanga — ehara i te matapae, ehara hoki i te take pakihī hei whakaaetanga.

E whā ngā whakamanatanga e rere ana i roto i a ia:

- **Tauā tangata tuatahi** — ko te pātai ā-tangata te arataki; ko te hangarau hei tautoko.
- **Kāore he mōhio pōhēhē** — he rerekē ngā āhuetanga, he rerekē ngā rongoā; he nui ake ngā mea kāore i te mōhio i mua i ngā mea kua mōhio.
- **Whakataunga, ehara i te tohutao** — ko ngā tikanga e whakahaerehia ana e koe mō tō ake pakihī, ehara i ngā whakautu kua hoatu noa ki a koe.
- **Ngā pātai i mua i ngā whakautu** — ko te pūkenga he pātai i te pātai tika mō tō āhuetanga. Kāore he whakautu tauira; ko tō āhuetanga ake te whakamātautau.

Te panoni, hei poto

Ka whakautu te chatbot i tētahi pātai. Ka mahi tētahi māngai — ka tuku, ka whakarite rā, ka penapena, ka whakarite rauemi. He pānga kei te mahi kāore i te rerenga kōrero, ā, me whai paerewa teitei ake mō te tangata e mahi ana i ngā mahi i tō te tangata e whakautu ana i ngā pātai. I te wā ka taea e tētahi taputapu te mahi, kua e noho ki te kōrero anake, ka mutu te pātai “he mātau rānei?” ā, ka huri ki te pātai “he aha tāna e mahi ai, ā, mā wai?”

Ko te mea tuatahi e mahia ana e te nuinga o ngā whakahaere ki te AI he hē: ka whakamahia e rātou hei whakahaere tere ake i ā rātou tukanga o nāiane. Ko te tere i whakamahia ki tētahi tukanga hē, ka whakaputa wawe noa iho i te hē. Ā, ko te whai hua he tohu iti noa iho. Ko te tino uara kei roto i te whai

hua — te mahi i ngā mahi tika, me te mahi pai ake — me te wāhi e whakatuwheratia ana e te AI hei auaha, hei tuku i ngā mea kāore i taea e koe i mua. Ko te whai hua he whakatikatika i te pūnaha; ko te whai hua me te auahatanga e whakatau ana mēnā kei te taraiwa tonu koe i te waka tika.

He take i whakanoho ai i te tangata ki mua, ā, he take hangarau tēnei, ehara i te mea kare ā-roto. He mātau te AI o ēnei rā, engari kāore he tauira o tō ao — kāore e taea e ia te matapae me pēhea te pānga o āna mahi ki tētahi tangata. Kei a te tangata whai wheako i tō pakihiki kē tēnei whakaahua: he aha tā tēnei kiritaki e mahi ai mēnā he hē te nama, te oati kāore e taea te wareware. Kia kore e puta he tauira whakahaere o tō ao, ko taua tangata tonu te tauira o te ao. Ki te tango koe i a ia, ka tango hoki koe i te mea kotahi anake e taea ana te matapae i te kino.

Ngā wāhanga e ono

Module 1 — He aha te tikanga tūturu o te kupu “agentic”. Ehara te whakautu i te mahi. He aha i kore ai e taea e te AI o nāianei te matapae i ngā hua o āna mahi, ā, he aha hoki — mō tēnei wā — ko te tangata whai wheako te tauira o te ao e ngaro ana i a ia. He aha ngā pātai hei pātai ki tētahi taputapu ā-mahi: kei te nui ake āna mahi i te tangata i tētahi mahi herea, ā, kei te whakahoki anō ia, i runga i ngā ture, i ngā mea katoa e tika ana kia noho ki te tangata?

Module 2 — Ko tēhea mahi kua oti, ā, ko tēhea e noho ana hei tōu ake. He tikanga rima-pātai hei whakamātau i tō mahi ake — ture, whakataunga rānei; ka taea te huri; ko wai ka tau te hē ki a ia; me whai whakaahua rānei; me te tangata. Ka whai ake ngā pānui e toru — kaiārahi, whakakaha, tangata — me tētahi whakahau whakakore: mēnā kāore he huarahi mā te tangata kia haere, kia mau tonu, ahakoa ngā kōrero a ērā atu pātai. Ko te nuinga o ngā mahi ka tau ki te “whakakaha”.

Module 3 — Te wāhi tangata. Ko te ngākau o te akoranga. Ka whai te tikanga auau, ko te nekehanga tika kia whakapakari i ngā tāngata, ehara i te tango i a rātou. Ko te tangata e whakahaere ana i tētahi tukanga e mōhio ana ki ngā kiritaki, ki te ratonga, me ngā wā e ngoikore ai, i runga i tētahi taumata kāore he AI o nāianei e taea te whakataetae — ko taua mātauranga te painga. Whakaritea mō te tangata i mua i tō tuku i te māngai: ko te raupapa te tikanga.

Module 4 — Te whakahaere i te tere o te whakawhitinga. Tere pēnei i te tere e āhei ai te mahi, āta pēnei i te hiahia o te tangata. Tīmatahia he iti, he mea ka taea te huri whakamuri; kawea mai ngā tāngata ki tō taha; pānuitia ngā tohu e kī ana kia āta, me ngā tohu e kī ana kia whānui ake. Ehara i te mea nōu anake te karaka — tērā pea ka tere ake te neke a te māketete i tō kōwhiringa.

Module 5 — Te pupuri i te tangata hei rangatira. He hanganga te whakahau, ehara i te mataara. He kuaha e whakaterere ana i ngā hua ki tētahi tangata mā tētahi ture kāore e taea e te kaiwhakahaere te huri; he rēhita e whakautu ana ā muri ake nei ko wai i whakatau i ngā mea me te wā; he ture tuhi i whakarerekēhia anake i te mārama; me te papa e rere ana — ko wai tōna hanganga, ko wai tōna mana whakahaere, ko wai tōna AI.

Module 6 — te āhua hou. He pēhea te āhua o tētahi whakahaere iti ina riro te tikanga mahi hei pūnaha aunoa, ā, kua piki ake ngā tāngata — he paparanga angiangi o ngā tikanga mahi, ā, kei ngā pito ngā tāngata, kei reira te noho o te whakataunga me ngā hononga. Kei te huri haere te hanganga ā-tari; kāore ngā tāngata e huri. Ka tauira te mīhini i te ao; ko ngā tāngata tonu ngā kaituhi o taua ao.

Te tikanga: he ripanga mahi

Ka hurihia e te akoranga tōna mātāpono matua hei Rārangi Mahi Tātari Tukanga kotahi-whārangi — ko ngā pātai e rima, ngā panui e toru, me te whakahē matua, e pā ana ki ngā mahi katoa a tō pakihī. He tikanga tēnei, ehara i te mea kotahi anake: tohu ia panui hei wā poto, ā, whakaritea he rā kia whakahaere anō i a ia i te huringa o ngā taputapu me te māketē.

Ngā pātai mā te tūranga — ehara mā te tūranga rangatira

He whakawhitinga whai mahi e pā ana ki te katoa, nō reira ka pānuitia te ara kotahi e te katoa — kotahi te tuara, kāore he ara kua herea. Ka rerekē ngā pātai i runga i ngā tūranga — arataki, tiaki, rōpū mua, me te hunga e mahi ana — engari kei te whakaiti haere ngā tūranga, ā, i roto i tētahi pakihī iti, he tangata kotahi e mau ana i ngā tūranga maha. He kawenga te mārāma, ehara i te manaakitanga: ka pakaru te tikanga mēnā kāore te hunga tata ki te mahi e tuku iho i ngā mōhiotanga ki runga, ā, kāore hoki te hunga e whakarite ana i te aronga e whakaatu i ā rātou whakataunga.

Me mau māmā

He aratohu tēnei hei ārahi, ehara i te ūnga, ehara hoki i te matapae. Ka neke ngā taputapu, ka huri te māketē, ā, kāore anō kia mōhiotia e tētahi te mana ka whakamahia e te AI o Big Tech ki tō hokohoko. Hoki ki te ripanga mahi, ā, kia whai te āhua o tō pakihī i ngā mahi, kua ki tētahi matapae. Ehara i te mea he whakautu mō te huarahi te koha o te akoranga, engari he whakatau kia hikoi i taua huarahi — me ō tāngata e kitea ana, ā, kei ngā ringa tangata tonu ngā whakataunga hira.

Ina rite koe ki te mahi

Ko tēnei akoranga e pā ana ki te whakataunga. Ko te tūāpapa rangatira e taea ai e ēnei whakataunga te whakahaere — arā, ko te Village — he wāhi e whakautu ana ō tuhinga me te AI e pānui ana i aua tuhinga ki ō ture ake, i runga i ngā hanganga e whakahaere ana koe. Kei te whakawhanake hoki mātou i ngā taputapu e hangai ana ki tēnei akoranga; kei runga i te paetukutuku o te akoranga ngā taipitopito.

The full course, the worksheet, the five-minute primer, per-module slide decks, and further reading are at mysovereignty.digital/business-course/. Course material © 2026 My Digital Sovereignty Ltd, licensed CC BY 4.0 — share and adapt with attribution.