

# Business-Education-Content-Knowledge-5101 Exam Questions Preparation Material By Real4exams

## Business Education Content Knowledge (5101) Study Questions and Answers

According to research, the competency most needed for success in most business occupations today is

- A. computer literacy
- B. communication skills
- C. records management
- D. time management ☒ B. communication skills

Option (B) is correct. Computer literacy, records management, and time management are all skills that can be taught and improved by a business. Communication skills are the one competency that employees must possess as they enter the job.

An employee is concerned about the conduct of a colleague. Which of the following is the most appropriate way for the employee to address the matter?

- A. E-mailing the colleague about the problem and sending a copy to the supervisor
- B. Writing a letter to the colleague and filing a copy with the office manager
- C. Ignoring the problem and focusing on a positive aspect of the colleague
- D. Setting up a face-to-face meeting with the colleague and discussing the problem
- ☒ D. Setting up a face-to-face meeting with the colleague and discussing the problem

Option (D) is correct. A face-to-face meeting permits both parties to exchange ideas, view nonverbal cues, and move more quickly to solving the problem.

Of the following, which primarily benefits an American multinational company?

- A. Implementation of a positive trade agenda
- B. Enactment of policies that reduce foreign direct investments
- C. Increased competition with foreign state-owned enterprises
- D. Exclusion from global supply chains ☒ A. Implementation of a positive trade agenda

Option (A) is correct. A positive trade agenda is beneficial to American multinational companies.

Melinda's mother left a detailed will describing her wishes regarding the division of her real and personal property. Which of the following courts will administer the will and estate?

- A. Municipal court
- B. Circuit court
- C. Federal district court
- D. Probate court ☒ D. Probate court

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### PRAXIS Praxis Business Education: Content Knowledge (5101)Exam Sample Questions (Q20-Q25):

#### NEW QUESTION # 20

Of the following, the factor generally considered to be the most important in determining the success of a typical convenience store is

- A. promotional programs
- B. analysis of distribution
- C. pricing analysis
- **D. store site**

**Answer: D**

Explanation:

The store site is the most critical factor for a convenience store's success, as location drives customer traffic and accessibility. Option A (promotional programs) is secondary to location. Option C (distribution analysis) and Option D (pricing analysis) are important but less critical than site selection. This question aligns with the Management and Marketing category, emphasizing retail strategy. Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Retailing Management, Chapter 7.

#### NEW QUESTION # 21

Of the following software applications, which is most effective for generating pie charts and bar graphs to illustrate a company's end-of-year profits?

- A. A desktop publishing program
- B. A word processing program
- **C. A spreadsheet program**
- D. A database program

**Answer: C**

Explanation:

Spreadsheet programs, such as Microsoft Excel, are designed for data analysis and visualization, making them ideal for creating pie charts and bar graphs to display financial data like end-of-year profits. Option A (word processing) is better for text documents, not charts. Option C (database) is for data storage and querying, not visualization. Option D (desktop publishing) focuses on layout design, not data graphing. This question aligns with the Information Technology category, emphasizing software applications. Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Introduction to Business Information Systems, Chapter 5.

#### NEW QUESTION # 22

The primary goal of just-in-time inventory planning is to

- A. reduce the likelihood of running out of inventory
- B. increase the space allocated for storing inventory
- C. reduce ordering costs
- **D. reduce the amount of inventory kept on hand**

**Answer: D**

Explanation:

Just-in-time (JIT) inventory planning aims to minimize inventory levels by receiving goods only as needed, reducing storage costs and waste. Option A (ordering costs) is a secondary benefit. Option C (avoiding stockouts) is a concern but not the primary goal. Option D (increasing storage) contradicts JIT principles. This question aligns with the Management and Marketing category, emphasizing operations management.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Operations Management, Chapter 12.

### NEW QUESTION # 23

Which of the following is the best way for a person to gain the job experience needed in a particular area?

- A. Networking with friends and family
- B. Visiting an employment agency
- C. Researching employment websites
- **D. Finding and obtaining an internship**

**Answer: D**

Explanation:

Internships provide hands-on, practical experience in a specific field, directly contributing to skill development and job readiness.

Option B (employment agency) focuses on job placement, not experience.

Option C (networking) helps with connections but not direct experience. Option D (researching websites) provides information, not experience. This question is part of the Communication and Career Development category, emphasizing career preparation.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Career Management, Chapter 4.

### NEW QUESTION # 24

Which of the following actions is most likely to be considered a breach of social responsibility by a company?

- A. Underbidding competitors for a government contract
- B. Attempting to maximize profits by reducing overhead
- C. Increasing employee productivity by reducing the number of employee hours used for each unit of production
- **D. Circumventing a zoning board decision that prohibits development of an environmentally sensitive area**

**Answer: D**

Explanation:

Social responsibility involves ethical actions that consider societal and environmental impacts. Circumventing a zoning board decision to develop an environmentally sensitive area violates social responsibility by prioritizing profit over environmental protection. Options A and B (reducing overhead, increasing productivity) are standard business practices, not inherently unethical. Option C (underbidding) is competitive, not necessarily irresponsible. This question aligns with the Business Law category, emphasizing corporate ethics.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Ethics, Chapter 4.

### NEW QUESTION # 25

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