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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 (Q34-Q39):

NEW QUESTION # 34

Membership in which of the following Career and Technical Student Organizations is best for a student interested in an accounting career?

- A. Family, Career and Community Leaders of America
- B. SkillsUSA
- C. Business Professionals of America
- D. Technology Student Association

Answer: C

Explanation:

Business Professionals of America (BPA) focuses on business-related fields, including accounting, offering competitions and activities tailored to finance and accounting careers. Option A (Technology Student Association) emphasizes STEM. Option B (SkillsUSA) focuses on trade and technical skills. Option D (FCCLA) targets family and consumer sciences. This question aligns with the Professional Business Education category, emphasizing student organizations.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; BPA National Guidelines.

NEW QUESTION # 35

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

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

Answer: C

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 # 36

The process of gathering and analyzing information about customers and markets is called

- A. financial research
- B. consumer research
- C. market research
- D. relationship research

Answer: C

Explanation:

Market research involves gathering and analyzing data about customers, competitors, and market trends to inform business decisions. Option A (financial research) focuses on financial data. Option B (consumer research) is a subset of market research, less comprehensive. Option D (relationship research) is not a standard term. This question falls under the Management and Marketing category, emphasizing market analysis.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 4.

NEW QUESTION # 37

Which of the following best describes the market structure of the soft drink industry?

- A. A monopoly that suffers from excessive competition
- B. An oligopoly that carries tight government restrictions
- C. A monopoly that restricts further competition
- **D. An oligopoly that requires a huge upfront investment**

Answer: D

Explanation:

The soft drink industry is an oligopoly, dominated by a few major firms (e.g., Coca-Cola, PepsiCo), requiring significant upfront investment for production, branding, and distribution. Option A is incorrect, as government restrictions are not uniquely tight. Option B (monopoly) is incorrect, as multiple firms compete.

Option D (monopoly with excessive competition) is contradictory and incorrect. This question falls under the Economics category, focusing on market structures.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; Industrial Organization, Chapter 7.

NEW QUESTION # 38

A manager meets with a shift supervisor to discuss the actions of a subordinate. After verifying the supervisor's statements, the manager asks a few questions to clarify and confirm understanding of the issue. Which of the following types of listening is the manager using?

- A. Selective
- B. Empathetic
- **C. Reflective**
- D. Casual

Answer: C

Explanation:

Reflective listening involves actively verifying and clarifying information to ensure understanding, as the manager does by asking questions to confirm the supervisor's statements. Option A (empathetic) focuses on understanding emotions, not necessarily clarifying facts. Option B (casual) is informal and lacks focus.

Option C (selective) involves hearing only parts of the message, which is not the case here. This question aligns with the Communication and Career Development category, emphasizing effective listening skills.

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

NEW QUESTION # 39

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