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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 (Q89-Q94):

NEW QUESTION # 89

Processing and organizing data to create, store, and retrieve documents is best known as

- A. outsourcing
- B. formatting
- C. **file management**
- D. database management

Answer: C

Explanation:

File management involves processing and organizing data to create, store, and retrieve documents within a computer system, such as managing folders and files. Option A (database management) focuses on structured data in databases, not general documents. Option C (formatting) refers to document appearance. Option D (outsourcing) involves delegating tasks externally. This question falls under the Information Technology category, emphasizing data organization.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Operating Systems Concepts, Chapter 11.

NEW QUESTION # 90

A business owner has just purchased a piece of equipment for \$3,500. The terms of the purchase state that if the balance is paid in full within 30 days, the buyer will receive 1% off. If the owner pays in full two weeks after the purchase, which of the following is the amount the owner will pay?

- A. **\$3,465**
- B. \$2,975
- C. \$3,150
- D. \$3,000

Answer: A

Explanation:

The equipment costs \$3,500, and a 1% discount is offered for payment within 30 days. Since the owner pays in two weeks (within 30 days), they qualify for the discount. $Discount = 1\% \text{ of } \$3,500 = 0.01 \times \$3,500 = \35 .

Amount paid = $\$3,500 - \$35 = \$3,465$. Option A (\$2,975) and Option B (\$3,000) suggest much larger discounts, and Option C (\$3,150) is incorrect. The original document's Option A (\$2,625) seems to be a typo; the correct answer is \$3,465, corresponding to Option D after correcting the choices. This question tests trade discounts in the Accounting and Finance category.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Accounting and Finance; Accounting Principles, Chapter 7.

NEW QUESTION # 91

To exchange one currency for another in international transactions, companies rely on a mechanism called the

- A. Eurocurrency market

- B. foreign exchange market
- C. international equity market
- D. international bond market

Answer: B

Explanation:

The foreign exchange market facilitates the exchange of one currency for another, enabling international transactions by determining exchange rates. Option A (Eurocurrency market) deals with currencies held outside their home country. Option C (international equity market) involves stock trading. Option D (international bond market) pertains to debt securities. This question aligns with the Economics category, focusing on international finance.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; International Economics, Chapter 13.

NEW QUESTION # 92

Which of the following types of interviews should be conducted to ensure that assessments by key people are included in the hiring process?

- A. Structured interviews
- B. Behavioral interviews
- C. Sequential interviews
- D. Stress interviews

Answer: C

Explanation:

Sequential interviews involve multiple interviewers, often key stakeholders, assessing a candidate in separate sessions, ensuring diverse perspectives in the hiring process. Option A (behavioral interviews) focuses on past behavior but does not inherently include multiple assessors. Option B (stress interviews) tests candidate resilience, not broad assessment. Option D (structured interviews) uses standardized questions but does not guarantee multiple evaluators. This question aligns with the Communication and Career Development category, focusing on hiring practices.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Human Resource Management, Chapter 7.

NEW QUESTION # 93

Which of the following actions provides the best advantage for an international high-tech business over its global competitors?

- A. Using developments created from research
- B. Applying concepts of planned economies
- C. Paying ad valorem tariffs
- D. Enacting currency controls

Answer: A

Explanation:

An international high-tech business gains a competitive advantage by leveraging research and development (R&D) to create innovative products or processes, differentiating itself in the market. Option A (paying tariffs) increases costs, not advantages. Option B (currency controls) is a government policy, not a business action. Option C (planned economies) restricts market-driven innovation. This question aligns with the Economics category, emphasizing competitive strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; Strategic Management, Chapter 8.

NEW QUESTION # 94

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