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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 (Q119-Q124):

NEW QUESTION # 119

Research indicates that government warnings can affect buying patterns. A recent federal research report links red-meat consumption to poor health. Another report praises chicken as a healthy meat alternative. If other market conditions remain the same, the price of chicken will probably

- A. rise, then fall
- **B. increase**
- C. remain unchanged
- D. decrease

Answer: B

Explanation:

Government warnings linking red meat to poor health and praising chicken as a healthier alternative are likely to increase consumer demand for chicken. With other conditions constant, increased demand shifts the demand curve right, raising the equilibrium price of chicken. Option B (decrease) would occur with decreased demand. Option C (unchanged) ignores the demand shift. Option D (rise, then fall) lacks evidence for a subsequent decline. This question aligns with the Economics category, focusing on demand and price dynamics.

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

NEW QUESTION # 120

Which of the following doctrines entitles a teacher to use portions of copyrighted material?

- A. Common use
- B. Professional use
- C. Acceptable use
- **D. Fair use**

Answer: D

Explanation:

The fair use doctrine allows limited use of copyrighted material without permission for purposes like education, criticism, or research, provided factors like purpose, amount, and market impact are considered.

Option B (acceptable use) refers to policies for technology use, not copyright. Option C (professional use) and Option D (common use) are not legal doctrines. This question falls under the Business Law category, emphasizing intellectual property law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 8.

NEW QUESTION # 121

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

- A. financial research

- B. consumer research
- C. relationship research
- **D. market research**

Answer: D

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 # 122

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. Business Professionals of America**
- C. Technology Student Association
- D. SkillsUSA

Answer: B

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 # 123

Which of the following is the best example of eminent domain?

- A. The state government grants property ownership to homeowners who discover the property line runs through the middle of their home.
- B. The local government lays pipeline beneath the surface of privately owned land.
- C. The local government tells homeowners that they may not build a multifamily dwelling in an area containing only single-family dwellings.
- **D. The state government intends to build a ramp to the highway and takes privately owned land to complete the building project.**

Answer: D

Explanation:

Eminent domain is the government's power to take private property for public use, with compensation, such as taking land to build a highway ramp. Option B (zoning restriction) is a regulatory action, not eminent domain. Option C (pipeline) could involve eminent domain but is less clear without mention of compensation or taking. Option D (granting ownership) is unrelated to eminent domain. This question falls under the Business Law category, emphasizing property law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 24.

NEW QUESTION # 124

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