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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 (Q14-Q19):

#### NEW QUESTION # 14

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. store site
- D. pricing analysis

**Answer: C**

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 # 15

Which of the following is the most effective way for a school to ensure that the content of a business program meets the hiring requirements of local employers?

- A. Creating a partnership with the local business community
- B. Hosting a career day that features local employment opportunities
- C. Developing career research projects to engage students
- D. Soliciting feedback from local industry leaders

**Answer: A**

Explanation:

Creating a partnership with the local business community ensures ongoing collaboration, aligning curriculum with employer needs through direct input and real-world integration. Option A (career day) is informative but less comprehensive. Option C (research projects) engages students but doesn't directly involve employers. Option D (soliciting feedback) is part of a partnership but less holistic. This question falls under the Professional Business Education category, emphasizing industry alignment. Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; Career and Technical Education, Chapter 7.

#### NEW QUESTION # 16

Distribution, pricing, and promotion of the product are presented in which section of the business plan?

- A. Production
- B. Marketing

- C. Organization
- D. Merchandising

**Answer: B**

Explanation:

The marketing section of a business plan outlines strategies for distribution (how the product reaches customers), pricing (cost to customers), and promotion (advertising and sales efforts). Option B (production) focuses on manufacturing processes. Option C (merchandising) is a retail function, not a business plan section. Option D (organization) covers management structure. This question falls under the Management and Marketing category, focusing on business planning.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Entrepreneurship: Starting and Operating a Small Business, Chapter 7.

### NEW QUESTION # 17

Which of the following components of a business plan primarily illustrates industry knowledge as well as any industry research findings and conclusions?

- A. Organization and management
- B. Service or product line
- **C. Market analysis**
- D. Executive summary

**Answer: C**

Explanation:

The market analysis section of a business plan details industry knowledge, including market size, trends, competitors, and research findings, to demonstrate an understanding of the business environment. Option A (service or product line) describes offerings, not industry analysis. Option C (executive summary) provides an overview, not detailed research. Option D (organization and management) focuses on structure and leadership. This question falls under the Management and Marketing category, focusing on business planning.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Entrepreneurship: Starting and Operating a Small Business, Chapter 7.

### NEW QUESTION # 18

Which of the following types of statements is referred to as a picture of a company in the future?

- A. Closing statement
- **B. Vision statement**
- C. Mission statement
- D. Value statement

**Answer: B**

Explanation:

A vision statement describes a company's future aspirations, providing a long-term picture of what it aims to become. Option A (closing statement) is not a business term in this context. Option B (mission statement) defines the company's purpose and current operations. Option C (value statement) outlines core beliefs or principles. This question aligns with the Entrepreneurship category, emphasizing strategic planning.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Entrepreneurship; Strategic Management, Chapter 2.

### NEW QUESTION # 19

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