

# Business-Education-Content-Knowledge-5101 test dumps & Business-Education-Content-Knowledge-5101 pass rate & Business-Education-Content-Knowledge-5101 Test king

## 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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