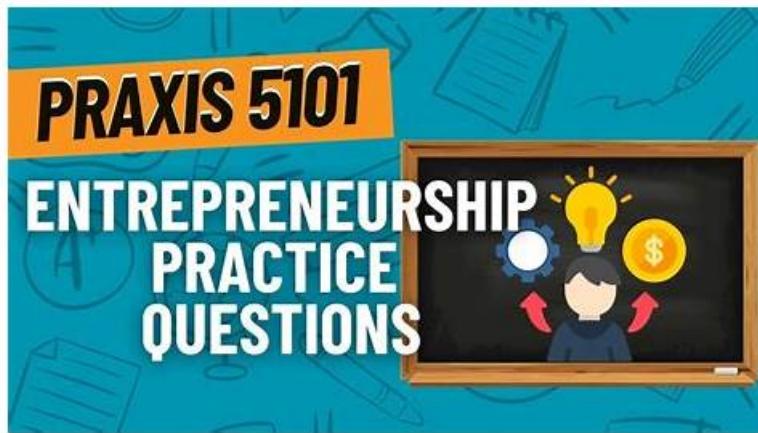


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## PRAXIS Praxis Business Education: Content Knowledge (5101) Exam Sample Questions (Q60-Q65):

### NEW QUESTION # 60

A business education teacher is designing a lesson on effective workplace communication and wants to emphasize the importance of adapting communication styles to diverse audiences. Which of the following scenarios best illustrates the need for adapting communication style to ensure effective message delivery in a professional setting?

- A. A supervisor posts a general announcement on a bulletin board, expecting all staff to read and act on it promptly.

- B. A manager uses technical jargon during a presentation to a group of new interns, causing confusion among the audience.
- C. An employee sends a detailed email to a colleague who prefers brief, in-person updates, leading to delayed response.
- D. A team leader conducts a performance review using a standardized form, ignoring the employee's unique contributions.

**Answer: B**

Explanation:

Adapting communication style to the audience is critical for effective message delivery in professional settings. In Option A, the manager's use of technical jargon fails to account for the new interns' lack of familiarity with the terminology, causing confusion and illustrating the need to tailor language to the audience's knowledge level. Option B involves a preference for communication medium (email vs. in-person), not style adaptation. Option C pertains to performance evaluation, not communication style. Option D addresses communication channel choice, not style. This question tests the ability to recognize the importance of audience analysis in workplace communication, a key concept in the Communication and Career Development category. It challenges candidates to apply nuanced communication principles, reflecting the depth and complexity of the Praxis 5101 exam.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Business Communication, Chapter 3.

**NEW QUESTION # 61**

Students are creating a digital storyboard that includes music. According to Fair Use Guidelines for Educational Multimedia, which of the following is the most students may use of any one song in their presentation?

- A. No more than 30 seconds
- B. Between 100 and 150 of the lyrics
- C. No more than 1,000 words
- D. Less than 3 minutes

**Answer: A**

Explanation:

According to the Fair Use Guidelines for Educational Multimedia, students may use up to 10% or 30 seconds of a copyrighted song, whichever is less, for educational projects like a digital storyboard, without requiring permission. Option B (less than 3 minutes) exceeds the guideline. Option C (1,000 words) applies to text, not music. Option D (100-150 lyrics) is incorrect, as the limit is time-based for music. This question aligns with the Business Law category, emphasizing copyright law in education.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Fair Use Guidelines for Educational Multimedia, Section 4.2.

**NEW QUESTION # 62**

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

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

**Answer: A**

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 # 63**

Which of the following is a national association of marketing education students that provides teachers and members with activities to develop career skills in marketing, entrepreneurship, and management?

- A. National Tech Prep Network (NTPN)
- B. **Distributive Education Clubs of America (DECA)**
- C. National Association of Supervisors for Business Education (NASBE)
- D. National Council on Economic Education (NCEE)

**Answer: B**

Explanation:

Distributive Education Clubs of America (DECA) is a national association for marketing education students, offering activities and competitions to develop skills in marketing, entrepreneurship, and management. Option A (NTPN) supports tech prep programs, not marketing. Option C (NASBE) is for educators, not students.

Option D (NCEE) focuses on economic education. This question falls under the Professional Business Education category, emphasizing student organizations.

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

#### **NEW QUESTION # 64**

The Robinson-Patman Act was initially enacted for which of the following purposes?

- A. To eliminate price discrimination in intrastate commerce
- B. To protect employees from job discrimination
- C. **To eliminate price discrimination in interstate commerce**
- D. To provide employees with a safe work environment

**Answer: C**

Explanation:

The Robinson-Patman Act (1936) was enacted to prevent price discrimination in interstate commerce, ensuring fair competition by prohibiting sellers from offering different prices to similar buyers without justification. Option B (intrastate commerce) is incorrect, as the act applies to interstate transactions. Option C (job discrimination) and Option D (work environment) are unrelated, addressed by other laws. This question falls under the Business Law category, emphasizing antitrust law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 45.

#### **NEW QUESTION # 65**

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