

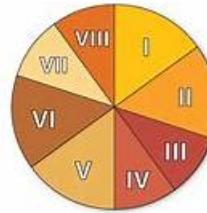
# PRAXISのBusiness-Education-Content-Knowledge-5101 認証試験の最新の訓練の手引き

## Praxis Business Education: Content Knowledge (5101) Exam Outline

Content Categories	Questions	Percentage of Examination
I. Accounting and Finance	18	15%
II. Communication and Career Development	18	15%
III. Economics	12	10%
IV. Entrepreneurship	12	10%
V. Information Technology	18	15%
VI. Law and International Business	18	15%
VII. Marketing and Management	12	10%
VIII. Professional Business Education	12	10%

Mometrix TEST PREPARATION

Time limit: 2 hours  
Total questions: 120  
Question format: Selected-response  
Delivery format: Computer-delivered



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>> Business-Education-Content-Knowledge-5101試験復習赤本 <<

## Business-Education-Content-Knowledge-5101模擬対策 & Business-Education-Content-Knowledge-5101テスト問題集

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**PRAXIS Praxis Business Education: Content Knowledge (5101)Exam 認定 Business-Education-Content-Knowledge-5101 試験問題 (Q103-Q108):**

### 質問 # 103

According to the marketing concept, the focus of the marketing mix is the

- A. customer
- B. competition
- C. employee
- D. plan

正解: A

解説:

The marketing concept emphasizes customer satisfaction as the core of business activities, with the marketing mix (product, price, place, promotion) designed to meet customer needs. Option A (plan) is a tool, not the focus. Option C (competition) is a consideration, not the primary focus. Option D (employee) is secondary to the customer. This question falls under the Management and Marketing category, emphasizing marketing principles.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing: Principles of Marketing, Chapter 1.

### 質問 # 104

A business education teacher is preparing a lesson on contract law and wants to illustrate a scenario where a contract is voidable due to misrepresentation. Which of the following scenarios best demonstrates a voidable contract due to fraudulent misrepresentation?

- A. An employer offers a job candidate a salary that is lower than advertised, but the candidate accepts without noticing the discrepancy.
- B. A retailer sells a product with a minor defect that does not affect its functionality, and the buyer does not inspect the product before purchase.
- C. A company signs a lease agreement with a landlord who mistakenly lists the wrong square footage, but the company signs without verifying the details.
- D. A vendor sells a used laptop to a student, claiming it is new, knowing it was refurbished, and the student relies on this claim when purchasing.

正解: D

解説:

A voidable contract can be canceled by one party due to fraudulent misrepresentation, which requires a false statement of fact, made knowingly or recklessly, with intent to induce reliance, and actual reliance causing harm. In Option A, the vendor's claim that the laptop is new, despite knowing it is refurbished, is a deliberate false statement, inducing the student's purchase, making the contract voidable due to fraud. Option B involves a mistake, not fraudulent misrepresentation, as there's no intent to deceive. Option C is a negotiation issue, not misrepresentation, as the offer was clear. Option D involves a minor defect, not a false statement of fact, and lacks fraudulent intent. This question tests nuanced understanding of contract law, a key area in the Business Law category, challenging candidates to distinguish between types of misrepresentation and contract enforceability, reflecting the Praxis 5101 exam's depth.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 12.

### 質問 # 105

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 team leader conducts a performance review using a standardized form, ignoring the employee's unique contributions.
- B. A supervisor posts a general announcement on a bulletin board, expecting all staff to read and act on it promptly.
- C. A manager uses technical jargon during a presentation to a group of new interns, causing confusion among the audience.
- D. An employee sends a detailed email to a colleague who prefers brief, in-person updates, leading to delayed response.

正解: C

解説:

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.

#### 質問 # 106

A small hardware store purchases 5 hammers for \$5 each and sells the hammers for \$9 each. Which of the following amounts represents the total gross profit?

- A. \$4
- B. \$45
- C. \$20
- D. \$25

正解: C

解説:

Gross profit is calculated as total revenue minus the cost of goods sold (COGS). The store purchases 5 hammers at \$5 each, so COGS =  $5 \times \$5 = \$25$ . The hammers are sold at \$9 each, so total revenue =  $5 \times \$9 = \$45$ . Gross profit =  $\$45 - \$25 = \$20$ . Option A (\$4) represents the profit per hammer, not the total. Option C (\$20) is the COGS, and Option D (\$45) is the total revenue. This question tests basic accounting principles under the Accounting and Finance category. Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Accounting and Finance; Accounting Principles, Chapter 5.

#### 質問 # 107

A manager meets with a shift supervisor to discuss the actions of a subordinate. After verifying the supervisor's statements, the manager asks a few questions to clarify and confirm understanding of the issue. Which of the following types of listening is the manager using?

- A. Reflective
- B. Empathetic
- C. Casual
- D. Selective

正解: A

解説:

Reflective listening involves actively verifying and clarifying information to ensure understanding, as the manager does by asking questions to confirm the supervisor's statements. Option A (empathetic) focuses on understanding emotions, not necessarily clarifying facts. Option B (casual) is informal and lacks focus.

Option C (selective) involves hearing only parts of the message, which is not the case here. This question aligns with the Communication and Career Development category, emphasizing effective listening skills.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Business Communication, Chapter 4.

#### 質問 # 108

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## 効率的なBusiness-Education-Content-Knowledge-5101試験復習赤本一回合格-ハイパスレートのBusiness-Education-Content-Knowledge-5101模擬対策

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