

# Business-Education-Content-Knowledge-5101 Best Study Material & Business-Education-Content-Knowledge-5101 Reliable Test Voucher

## 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 (Q93-Q98):

#### NEW QUESTION # 93

Which of the following actions is most likely to be considered a breach of social responsibility by a company?

- A. Underbidding competitors for a government contract
- B. Attempting to maximize profits by reducing overhead
- C. Circumventing a zoning board decision that prohibits development of an environmentally sensitive area
- D. Increasing employee productivity by reducing the number of employee hours used for each unit of production

**Answer: C**

Explanation:

Social responsibility involves ethical actions that consider societal and environmental impacts. Circumventing a zoning board decision to develop an environmentally sensitive area violates social responsibility by prioritizing profit over environmental protection. Options A and B (reducing overhead, increasing productivity) are standard business practices, not inherently unethical. Option C (underbidding) is competitive, not necessarily irresponsible. This question aligns with the Business Law category, emphasizing corporate ethics.

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

#### NEW QUESTION # 94

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

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

**Answer: D**

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 # 95

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

- A. market research
- B. financial research
- C. consumer research
- D. relationship research

**Answer: A**

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 # 96

Which of the following describes how a company is most likely to benefit from expanding a product line?

- A. Expanding a product line limits the company's allocation of preferred shelf space in the marketplace.
- **B. Customers who are loyal to the company's brands will be likely to try its new products.**
- C. Expanding a product line lets the company expand a generic product line.
- D. Consumers are assured that they can rely on consistency across all the company's brands.

**Answer: B**

Explanation:

Expanding a product line leverages brand loyalty, encouraging existing customers to try new products due to trust in the brand. Option B (generic product line) is unclear and not a primary benefit. Option C (limiting shelf space) is a potential drawback, not a benefit. Option D (consistency) is not guaranteed by expansion alone. This question aligns with the Management and Marketing category, emphasizing product strategy.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 8.

#### NEW QUESTION # 97

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

**Answer: B**

Explanation:

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 (\$25) 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.

#### NEW QUESTION # 98

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