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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 (Q31-Q36):

NEW QUESTION # 31

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Answer:

Explanation:

□

NEW QUESTION # 32

Which of the following is a recommendation statement for a business report?

- A. Over half of the employees could not complete an evaluation of the network.
- B. Employees lack the confidence to use the network.
- C. The network is not functioning correctly.
- **D. All employees should receive formal training on the network.**

Answer: D

Explanation:

A recommendation statement in a business report proposes a specific action to address an issue. Option B ("All employees should receive formal training on the network") suggests a solution, making it a recommendation. Options A, C, and D describe problems or observations without proposing actions. This question falls under the Communication and Career Development category, focusing on effective business reporting.

Reference: ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Business Communication, Chapter 10.

NEW QUESTION # 33

Which of the following is a key advantage of using a performance-based task to assess learning in a business education curriculum?

- A. It allows the performance of individual students to be compared to that of other students.
- **B. It allows affective, cognitive, and psychomotor capabilities to be assessed simultaneously.**
- C. It is easily compared to other traditional forms of assessment based on objective criteria established in the curriculum.
- D. It requires less time to administer than other forms of assessment.

Answer: B

Explanation:

Performance-based tasks assess students' ability to apply knowledge and skills in real-world scenarios, simultaneously evaluating affective (attitudes), cognitive (knowledge), and psychomotor (physical skills) capabilities. Option A is incorrect, as performance tasks often require more time. Option C (comparing students) is not unique to performance tasks. Option D (comparison to traditional assessments) is not a primary advantage. This question falls under the Professional Business Education category,

emphasizing assessment methods.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; Assessment in Career and Technical Education, Chapter 4.

NEW QUESTION # 34

Which of the following is the best example of engaging with an external business communication?

- A. Analyzing an annual draft stock report from the chief financial officer
- **B. Reading a Material Safety Data Sheet for a recently purchased chemical product**
- C. Considering an invitation from quality control to attend a Six Sigma meeting
- D. Studying recruits' personality test scores prepared by human resources

Answer: B

Explanation:

External business communication involves interactions or information exchange with entities outside the organization. Reading a Material Safety Data Sheet (MSDS) for a purchased chemical product involves engaging with information provided by an external supplier or regulatory body, making it the best example.

Option A (Six Sigma meeting) is internal, as quality control is within the organization. Option B (stock report) and Option C (personality test scores) are also internal, generated by the CFO and HR, respectively.

This question aligns with the Communication and Career Development category, emphasizing external communication.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Business Communication, Chapter 2.

NEW QUESTION # 35

Company A is the category leader in the orange juice industry and produces Product A at \$3.00 per unit.

Company B is the second category leader in the industry and produces Product B at \$2.70 per unit. Because an early frost affected the orange crop, Company A raised the price of Product A to \$4.00 per unit. Company B subsequently raised the price of Product B to \$3.60 per unit. Which of the following pricing strategies is Company B using for Product B?

- A. Premium pricing
- **B. Dynamic parity**
- C. Discount pricing
- D. Pure parity

Answer: B

Explanation:

Dynamic parity pricing involves setting prices in response to a competitor's price changes while maintaining a relative price position. Company B raises Product B's price to \$3.60 after Company A increases Product A's price to \$4.00, keeping Product B's price lower but aligned with the market leader's adjustment. Option A (pure parity) implies matching the competitor's price exactly, which is not the case. Option C (premium pricing) involves setting a higher price for perceived superior value, not applicable here. Option D (discount pricing) involves consistently lower prices, not a reactive adjustment. This question aligns with the Management and Marketing category, focusing on pricing strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 10.

NEW QUESTION # 36

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