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PRAXIS Praxis Business Education: Content Knowledge (5101) Exam Sample Questions (Q80-Q85):

NEW QUESTION # 80

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. \$20
- B. \$25
- C. \$4

- D. \$45

Answer: A

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 # 81

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 # 82

To accommodate the range of activities required of different occupations and professions, a computer monitor should be

- A. positioned directly in front of the user and within 35 degrees to the left or right
- B. set by the manufacturer for screen height and tilt
- C. placed so the front of the screen is more than 40 inches from the eye
- D. tilted more than 20 degrees to avoid glare on the screen

Answer: A

Explanation:

Ergonomic guidelines recommend positioning a computer monitor directly in front of the user, within 35 degrees left or right, to reduce neck strain and accommodate various tasks. Option B (40 inches from the eye) is excessive for typical use, causing eye strain. Option C (tilted more than 20 degrees) may increase glare, not reduce it. Option D (manufacturer settings) is not universally optimal for all users. This question aligns with the Information Technology category, emphasizing workplace ergonomics. Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Occupational Safety and Health Administration (OSHA) Ergonomics Guidelines.

NEW QUESTION # 83

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. Casual
- C. Selective
- D. Empathetic

Answer: A

Explanation:

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.

NEW QUESTION # 84

Which of the following forms of business ownership is treated as a legal person separate and distinct from its owners and can initiate a legal action on its own behalf?

- A. Homeowners' association
- B. General partnership
- C. Syndicate
- D. For-profit corporation

Answer: D

Explanation:

A for-profit corporation is a legal entity separate from its owners, with the ability to enter contracts, sue, or be sued independently. Option A (homeowners' association) is a nonprofit entity, not a business ownership form.

Option B (syndicate) is a group formed for a specific purpose, not a legal entity. Option C (general partnership) involves shared liability among partners, not separate legal status. This question falls under the Entrepreneurship category, focusing on business structures.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Entrepreneurship; Business Law, Chapter 15.

NEW QUESTION # 85

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