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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 (Q87-Q92):

NEW QUESTION # 87

Which of the following best describes a balance sheet?

- A. A record of the cash flow in and out of a company that divides cash into operating, investing, and financing activities
- **B. A record of a point-in-time snapshot of the assets, liabilities, and equity of a company**
- C. A record of a company's financial activities for parties including investors, management, and tax officials
- D. A record of a company's profits and expenses that shows whether the company made or lost money

Answer: B

Explanation:

A balance sheet provides a snapshot of a company's financial position at a specific point in time, detailing its assets, liabilities, and equity. Option A describes financial reporting broadly, not specifically the balance sheet. Option B describes the income statement. Option C refers to the statement of cash flows. This question aligns with the Accounting and Finance category, emphasizing financial statements.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Accounting and Finance; Financial Accounting, Chapter 2.

NEW QUESTION # 88

Which of the following file extensions indicates that the data are compressed?

- A. .epub
- B. .exe
- C. .xml
- **D. .zip**

Answer: D

Explanation:

The .zip file extension indicates a compressed file, reducing file size for storage or transfer using formats like ZIP. Option A (.exe) denotes executable programs. Option B (.epub) is for e-books. Option D (.xml) is for structured data, not compression. This question falls under the Information Technology category, focusing on file formats.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Introduction to Business Information Systems, Chapter 6.

NEW QUESTION # 89

Which of the following is the most effective way for a school to ensure that the content of a business program meets the hiring requirements of local employers?

- A. Developing career research projects to engage students
- B. Soliciting feedback from local industry leaders
- C. Hosting a career day that features local employment opportunities
- **D. Creating a partnership with the local business community**

Answer: D

Explanation:

Creating a partnership with the local business community ensures ongoing collaboration, aligning curriculum with employer needs through direct input and real-world integration. Option A (career day) is informative but less comprehensive. Option C (research projects) engages students but doesn't directly involve employers.

Option D (soliciting feedback) is part of a partnership but less holistic. This question falls under the Professional Business Education category, emphasizing industry alignment.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; Career and Technical Education, Chapter 7.

NEW QUESTION # 90

Which of the following steps in new product development should occur first?

- **A. Idea generation**
- B. Business analysis
- C. Idea evaluation
- D. Commercialization

Answer: A

Explanation:

Idea generation is the first step in new product development, involving brainstorming and identifying potential product concepts.

Option B (idea evaluation) follows to screen ideas. Option C (business analysis) assesses feasibility after screening. Option D (commercialization) is the final launch step. This question aligns with the Management and Marketing category, focusing on product development processes.

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

NEW QUESTION # 91

Which of the following best defines a legally enforceable contract?

- A. Agreement, consideration, and the mandatory requirement that only one of the parties is required to be rational and sane
- B. Consideration without the mandatory requirement of mutual assent by the parties of the offer and acceptance
- **C. Agreement, consideration, contractual capacity, and the mandatory requirement that the object of the contract is lawful**
- D. Agreement, consideration, and the mandatory inclusion of gift promises and moral obligations

Answer: C

Explanation:

A legally enforceable contract requires an agreement (offer and acceptance), consideration (something of value exchanged), contractual capacity (parties must be competent), and a lawful object (purpose must be legal). Option A is incorrect, as both parties must have capacity. Option B is incorrect, as gift promises and moral obligations are not enforceable. Option C lacks mutual assent, a key element. This question aligns with the Business Law category, focusing on contract law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 10.

NEW QUESTION # 92

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