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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 (Q23-Q28):

#### NEW QUESTION # 23

During the interview of a new teacher for a job, the principal says, "Tell me a little about yourself." Which of the following types of questions best describes the dialogue?

- A. Motivational
- B. Closed-ended
- C. Open-ended
- D. Behavioral

**Answer: C**

Explanation:

An open-ended question allows for a broad, narrative response, encouraging the interviewee to provide detailed information. "Tell me a little about yourself" invites a comprehensive answer, fitting the open-ended category. Option A (closed-ended) refers to questions with specific, limited responses (e.g., yes/no). Option C (motivational) is not a standard interview question type. Option D (behavioral) asks for specific past experiences (e.g., "Describe a time when..."). This question falls under the Communication and Career Development category, focusing on interview techniques.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Human Resource Management, Chapter 7.

#### NEW QUESTION # 24

Which of the following is a primary purpose of financial markets?

- A. Lowering the yield on bonds
- B. Increasing the price of common stock
- C. Controlling inflation
- D. Allocating capital efficiently

**Answer: D**

Explanation:

Financial markets facilitate the allocation of capital by connecting investors with businesses and governments needing funds, ensuring resources are directed to productive uses. Option B (controlling inflation) is a monetary policy function, primarily handled by central banks. Option C (increasing stock prices) is not a primary purpose, as stock prices fluctuate based on market dynamics. Option D (lowering bond yields) is an outcome of market conditions, not a purpose. This question aligns with the Accounting and Finance category, emphasizing the role of financial systems.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Accounting and Finance; Financial Markets and Institutions, Chapter 1.

#### NEW QUESTION # 25

Which of the following is a primary characteristic of successful entrepreneurs?

- A. Willingness to fail
- B. Reluctance to change
- C. Strong desire for isolation
- D. Flexible code of ethics

**Answer: A**

Explanation:

Successful entrepreneurs often exhibit a willingness to fail, viewing setbacks as opportunities to learn and innovate. This resilience drives risk-taking and persistence. Option A (desire for isolation) is incorrect, as entrepreneurs typically collaborate and network. Option B (flexible ethics) is not a positive trait, as integrity is crucial. Option D (reluctance to change) hinders adaptability, a key entrepreneurial quality. This question aligns with the Entrepreneurship category, emphasizing entrepreneurial traits.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Entrepreneurship; Entrepreneurship: Theory, Process, and Practice, Chapter 3.

#### NEW QUESTION # 26

There are many factors of production that contribute to the output of a final product. Place the descriptions below into the appropriate categories.

□

**Answer:**

Explanation:

□

Explanation:

□

The factors of production are categorized as Land (natural resources, e.g., minerals, water), Labor (human effort, e.g., workers' skills), Capital (physical assets, e.g., machinery, buildings), and Entrepreneurship (organizing resources and taking risks, e.g., business innovation). The question requires matching descriptions to these categories, a common task in economics education. The provided answer image correctly aligns the descriptions with each category. This question falls under the Economics category, emphasizing production factors.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; Principles of Economics, Chapter 2.

#### NEW QUESTION # 27

Which of the following steps should always be completed before entering records in a database software file?

- A. Determining the number of records to be input
- **B. Defining the fields for the record layout**
- C. Designing the output layout
- D. Developing formulas for processing the data

**Answer: B**

Explanation:

Before entering records in a database, defining the fields for the record layout is essential to establish the structure, including data types and field names, ensuring accurate data entry and retrieval. Option A (number of records) is useful for planning but not mandatory. Option B (output layout) is relevant for reporting, not data entry preparation. Option C (formulas) applies to data processing, not initial setup. This question aligns with the Information Technology category, emphasizing database management.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Database Systems: Design, Implementation, and Management, Chapter 4.

#### NEW QUESTION # 28

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