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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 (Q32-Q37):

NEW QUESTION # 32

Which of the following doctrines entitles a teacher to use portions of copyrighted material?

- A. Fair use
- B. Professional use
- C. Acceptable use
- D. Common use

Answer: A

Explanation:

The fair use doctrine allows limited use of copyrighted material without permission for purposes like education, criticism, or research, provided factors like purpose, amount, and market impact are considered.

Option B (acceptable use) refers to policies for technology use, not copyright. Option C (professional use) and Option D (common use) are not legal doctrines. This question falls under the Business Law category, emphasizing intellectual property law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 8.

NEW QUESTION # 33

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

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

Answer: B

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 # 34

The primary goal of just-in-time inventory planning is to

- A. reduce the likelihood of running out of inventory

- B. increase the space allocated for storing inventory
- **C. reduce the amount of inventory kept on hand**
- D. reduce ordering costs

Answer: C

Explanation:

Just-in-time (JIT) inventory planning aims to minimize inventory levels by receiving goods only as needed, reducing storage costs and waste. Option A (ordering costs) is a secondary benefit. Option C (avoiding stockouts) is a concern but not the primary goal. Option D (increasing storage) contradicts JIT principles. This question aligns with the Management and Marketing category, emphasizing operations management.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing: Operations Management, Chapter 12.

NEW QUESTION # 35

As a consequence of bankruptcies resulting from fraudulent accounting practices and lack of ethical behavior by corporate officials, the United States Congress passed legislation in 2002 in an attempt to increase the accountability of corporate executives. Which of the following laws did Congress pass for this purpose?

- A. Consumer Credit Protection Act
- B. Robinson-Patman Act
- C. Provide Appropriate Tools Required to Intercept and Obstruct Terrorism (PATRIOT) Act
- **D. Sarbanes-Oxley Act**

Answer: D

Explanation:

The Sarbanes-Oxley Act (SOX) of 2002 was enacted to enhance corporate accountability and prevent fraudulent accounting practices following scandals like Enron. It imposes stricter financial reporting and auditing requirements. Option B (PATRIOT Act) addresses terrorism, not corporate governance. Option C (Robinson-Patman Act) prevents price discrimination. Option D (Consumer Credit Protection Act) protects credit consumers, not corporate accountability. 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 Law: Text and Cases, Chapter 41.

NEW QUESTION # 36

The depth and detail presented in a business plan will depend primarily on the

- A. target market of the new venture
- **B. size and scope of the new venture**
- C. experience of the entrepreneur
- D. amount of capital obtained

Answer: B

Explanation:

The depth and detail of a business plan are primarily determined by the size and scope of the new venture, as larger or more complex ventures require more comprehensive planning to address operational, financial, and market complexities. Option A (target market) influences the marketing section but not the overall plan's detail. Option B (entrepreneur's experience) may affect quality but not depth. Option D (capital obtained) is a result of the plan, not its determinant. This question aligns with the Entrepreneurship category, focusing on business planning.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Entrepreneurship; Entrepreneurship: Starting and Operating a Small Business, Chapter 7.

NEW QUESTION # 37

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