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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 (Q73-Q78):

NEW QUESTION # 73

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. \$25
- B. \$45
- C. \$20
- D. \$4

Answer: C

Explanation:

Gross profit is calculated as total revenue minus the cost of goods sold (COGS). The store purchases 5 hammers at \$5 each, so $\text{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 # 74

A business education teacher is preparing a lesson on contract law and wants to illustrate a scenario where a contract is voidable due to misrepresentation. Which of the following scenarios best demonstrates a voidable contract due to fraudulent misrepresentation?

- A. A company signs a lease agreement with a landlord who mistakenly lists the wrong square footage, but the company signs without verifying the details.
- B. A retailer sells a product with a minor defect that does not affect its functionality, and the buyer does not inspect the product before purchase.
- C. An employer offers a job candidate a salary that is lower than advertised, but the candidate accepts without noticing the discrepancy.
- D. A vendor sells a used laptop to a student, claiming it is new, knowing it was refurbished, and the student relies on this claim when purchasing.

Answer: D

Explanation:

A voidable contract can be canceled by one party due to fraudulent misrepresentation, which requires a false statement of fact, made knowingly or recklessly, with intent to induce reliance, and actual reliance causing harm. In Option A, the vendor's claim that the laptop is new, despite knowing it is refurbished, is a deliberate false statement, inducing the student's purchase, making the contract voidable due to fraud. Option B involves a mistake, not fraudulent misrepresentation, as there's no intent to deceive. Option C is a negotiation issue, not misrepresentation, as the offer was clear. Option D involves a minor defect, not a false statement of fact, and lacks fraudulent intent. This question tests nuanced understanding of contract law, a key area in the Business Law category, challenging candidates to distinguish between types of misrepresentation and contract enforceability, reflecting the Praxis 5101 exam's depth.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 12.

NEW QUESTION # 75

A student is daydreaming about weekend plans instead of listening to a lesson. When the teacher calls upon the student to answer a question, the student cannot recall the content taught. Which of the following types of communication barriers is primarily affecting the student's listening ability?

- **A. Internal**
- B. Physical
- C. External
- D. Attitudinal

Answer: A

Explanation:

Internal barriers to communication arise from within the individual, such as distractions or lack of focus.

Daydreaming about weekend plans is an internal distraction, preventing the student from listening effectively.

Option A (external) refers to outside distractions, like noise. Option C (physical) involves environmental factors, like distance or hearing issues. Option D (attitudinal) relates to biases or attitudes, not daydreaming.

This question aligns with the Communication and Career Development category, emphasizing listening skills.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Business Communication, Chapter 4.

NEW QUESTION # 76

Which of the following best defines a legally enforceable contract?

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

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 # 77

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

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

Answer: C

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 # 78

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