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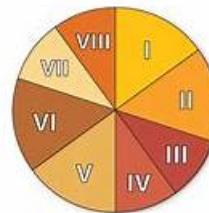
Praxis Business Education: Content Knowledge (5101)

Exam Outline

Content Categories	Questions	Percentage of Examination
I. Accounting and Finance	18	15%
II. Communication and Career Development	18	15%
III. Economics	12	10%
IV. Entrepreneurship	12	10%
V. Information Technology	18	15%
VI. Law and International Business	18	15%
VII. Marketing and Management	12	10%
VIII. Professional Business Education	12	10%

Mometrix TEST PREPARATION

Time limit: 2 hours
Total questions: 120
Question format: Selected-response
Delivery format: Computer-delivered



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PRAXIS Praxis Business Education: Content Knowledge (5101) Exam Sample Questions (Q103-Q108):

NEW QUESTION # 103

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. Hosting a career day that features local employment opportunities
- **C. Creating a partnership with the local business community**
- D. Soliciting feedback from local industry leaders

Answer: C

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 # 104

Membership in which of the following Career and Technical Student Organizations is best for a student interested in an accounting career?

- A. SkillsUSA
- B. Family, Career and Community Leaders of America
- **C. Business Professionals of America**
- D. Technology Student Association

Answer: C

Explanation:

Business Professionals of America (BPA) focuses on business-related fields, including accounting, offering competitions and activities tailored to finance and accounting careers. Option A (Technology Student Association) emphasizes STEM. Option B (SkillsUSA) focuses on trade and technical skills. Option D (FCCLA) targets family and consumer sciences. This question aligns with the Professional Business Education category, emphasizing student organizations.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; BPA National Guidelines.

NEW QUESTION # 105

In international trade, the practice of dumping refers to

- **A. exporting normal-quality products at a price below the home market cost**
- B. exporting low-quality products at a price above the normal value
- C. exporting high-quality products at a price equivalent to the cost of production
- D. exporting unwanted products out of the country of origin

Answer: A

Explanation:

Dumping in international trade involves exporting products at a price below their home market cost or production cost, often to gain market share or harm competitors. Option A (unwanted products) is incorrect, as dumping involves normal products. Option C (low-quality, high-price) and Option D (high-quality, cost- price) do not define dumping. This question falls under the Economics category, emphasizing trade practices.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; International Economics, Chapter 6.

NEW QUESTION # 106

Which of the following describes how a company is most likely to benefit from expanding a product line?

- A. Customers who are loyal to the company's brands will be likely to try its new products.
- B. Expanding a product line limits the company's allocation of preferred shelf space in the marketplace.
- C. Expanding a product line lets the company expand a generic product line.
- D. Consumers are assured that they can rely on consistency across all the company's brands.

Answer: A

Explanation:

Expanding a product line leverages brand loyalty, encouraging existing customers to try new products due to trust in the brand. Option B (generic product line) is unclear and not a primary benefit. Option C (limiting shelf space) is a potential drawback, not a benefit. Option D (consistency) is not guaranteed by expansion alone. This question aligns with the Management and Marketing category, emphasizing product strategy.

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

NEW QUESTION # 107

Which of the following is a market in which a group of companies buys and resells goods to companies that use these goods to create other products?

- A. Organizational market
- B. Consumer market
- C. Demographic market
- D. Governmental market

Answer: A

Explanation:

The organizational market (also called the business-to-business or B2B market) involves companies purchasing goods to use in producing other products or for resale. Option A (consumer market) involves end consumers. Option B (demographic market) is not a standard term but refers to consumer segments. Option C (governmental market) involves government purchases, not necessarily for production. This question aligns with the Management and Marketing category, emphasizing market types.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing: Principles of Marketing, Chapter 6.

NEW QUESTION # 108

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