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## PRAXIS Praxis Business Education: Content Knowledge (5101)Exam Sample Questions (Q75-Q80):

**NEW QUESTION # 75**

Which of the following best describes the market structure of the soft drink industry?

- A. An oligopoly that carries tight government restrictions
- **B. An oligopoly that requires a huge upfront investment**
- C. A monopoly that suffers from excessive competition
- D. A monopoly that restricts further competition

**Answer: B**

Explanation:

The soft drink industry is an oligopoly, dominated by a few major firms (e.g., Coca-Cola, PepsiCo), requiring significant upfront investment for production, branding, and distribution. Option A is incorrect, as government restrictions are not uniquely tight. Option B (monopoly) is incorrect, as multiple firms compete.

Option D (monopoly with excessive competition) is contradictory and incorrect. This question falls under the Economics category, focusing on market structures.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; Industrial Organization, Chapter 7.

### NEW QUESTION # 76

The process of gathering and analyzing information about customers and markets is called

- **A. market research**
- B. financial research
- C. consumer research
- D. relationship research

**Answer: A**

Explanation:

Market research involves gathering and analyzing data about customers, competitors, and market trends to inform business decisions. Option A (financial research) focuses on financial data. Option B (consumer research) is a subset of market research, less comprehensive. Option D (relationship research) is not a standard term. This question falls under the Management and Marketing category, emphasizing market analysis.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 4.

### NEW QUESTION # 77

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

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

**Answer: D**

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 # 78

Which of the following are commonly considered primary management functions?

- A. Managing, forcing, restricting, commanding, coercing
- **B. Planning, organizing, directing, coordinating, controlling**
- C. Efficiency, effectiveness, resourcefulness, delegating

- D. Measurement, observation, consultation, connecting

**Answer: B**

Explanation:

The primary management functions are planning (setting goals), organizing (allocating resources), directing (leading), coordinating (aligning efforts), and controlling (monitoring performance). Option B includes outcomes, not functions. Option C includes activities, not core functions. Option D includes authoritarian actions, not standard functions. This question falls under the Management and Marketing category, emphasizing management principles.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Management: Leading & Collaborating, Chapter 1.

### NEW QUESTION # 79

Which of the following actions provides the best advantage for an international high-tech business over its global competitors?

- **A. Using developments created from research**
- B. Enacting currency controls
- C. Applying concepts of planned economies
- D. Paying ad valorem tariffs

**Answer: A**

Explanation:

An international high-tech business gains a competitive advantage by leveraging research and development (R&D) to create innovative products or processes, differentiating itself in the market. Option A (paying tariffs) increases costs, not advantages. Option B (currency controls) is a government policy, not a business action. Option C (planned economies) restricts market-driven innovation. This question aligns with the Economics category, emphasizing competitive strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; Strategic Management, Chapter 8.

### NEW QUESTION # 80

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