

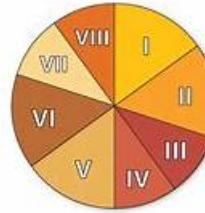
Pass Guaranteed Quiz 2026 Professional PRAXIS Business-Education-Content-Knowledge-5101: Test Praxis Business Education: Content Knowledge (5101) Exam Guide

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 (Q68-Q73):

NEW QUESTION # 68

Distribution, pricing, and promotion of the product are presented in which section of the business plan?

- A. Marketing
- B. Merchandising
- C. Production
- D. Organization

Answer: A

Explanation:

The marketing section of a business plan outlines strategies for distribution (how the product reaches customers), pricing (cost to customers), and promotion (advertising and sales efforts). Option B (production) focuses on manufacturing processes. Option C (merchandising) is a retail function, not a business plan section. Option D (organization) covers management structure. This question falls under the Management and Marketing category, focusing on business planning.

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

NEW QUESTION # 69

Company A is the category leader in the orange juice industry and produces Product A at \$3.00 per unit.

Company B is the second category leader in the industry and produces Product B at \$2.70 per unit. Because an early frost affected the orange crop, Company A raised the price of Product A to \$4.00 per unit. Company B subsequently raised the price of Product B to \$3.60 per unit. Which of the following pricing strategies is Company B using for Product B?

- A. Premium pricing
- B. Pure parity
- C. Discount pricing
- D. Dynamic parity

Answer: D

Explanation:

Dynamic parity pricing involves setting prices in response to a competitor's price changes while maintaining a relative price position. Company B raises Product B's price to \$3.60 after Company A increases Product A's price to \$4.00, keeping Product B's price lower but aligned with the market leader's adjustment. Option A (pure parity) implies matching the competitor's price exactly, which is not the case. Option C (premium pricing) involves setting a higher price for perceived superior value, not applicable here. Option D (discount pricing) involves consistently lower prices, not a reactive adjustment. This question aligns with the Management and Marketing category, focusing on pricing strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 10.

NEW QUESTION # 70

To exchange one currency for another in international transactions, companies rely on a mechanism called the

- A. Eurocurrency market
- B. international equity market
- C. foreign exchange market
- D. international bond market

Answer: C

Explanation:

The foreign exchange market facilitates the exchange of one currency for another, enabling international transactions by determining exchange rates. Option A (Eurocurrency market) deals with currencies held outside their home country. Option C (international

equity market) involves stock trading. Option D (international bond market) pertains to debt securities. This question aligns with the Economics category, focusing on international finance.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; International Economics, Chapter 13.

NEW QUESTION # 71

Which of the following management styles supports the idea that employees are just a replaceable resource and not the core of the organization?

- A. Laissez-faire
- B. Autocratic
- C. Paternalistic
- D. Democratic

Answer: B

Explanation:

Autocratic management views employees as replaceable resources, with managers making decisions unilaterally, prioritizing control over employee input. Option B (paternalistic) treats employees like family, with guidance. Option C (democratic) values employee participation. Option D (laissez-faire) allows employee autonomy. This question falls under the Management and Marketing category, emphasizing management styles.

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

NEW QUESTION # 72

Which of the following best describes the relationship between a firm's assets, liabilities, and owners' equity?

- A. Net worth
- B. The statement of cash flows
- C. An annual report
- D. The accounting equation

Answer: D

Explanation:

The accounting equation, Assets = Liabilities + Owners' Equity, defines the relationship between a firm's resources (assets), obligations (liabilities), and owners' residual claims (equity). Option A (net worth) is a derived value, not the equation itself. Option B (statement of cash flows) tracks cash movements, not this relationship. Option C (annual report) is a comprehensive document, not a specific equation. This is a core concept in the Accounting and Finance category.

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

NEW QUESTION # 73

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