

PRAXIS Business-Education-Content-Knowledge-5101 Dumps [2026] - Try Free Business-Education-Content-Knowledge-5101 Exam Questions Demo

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 (Q93-Q98):

NEW QUESTION # 93

Which of the following is the best method to emphasize the value of customer service within a company?

- A. Focusing attention on poor examples of customer service
- B. Requiring employees to wear clothing that has the company logo
- C. Using interactive activities to acclimate new company employees
- **D. Rewarding examples of excellence in customer service**

Answer: D

Explanation:

Rewarding excellence in customer service reinforces its value by recognizing and incentivizing positive behavior, fostering a customer-focused culture. Option A (focusing on poor examples) may demoralize staff.

Option B (logo clothing) promotes branding, not service. Option D (interactive activities) is useful for training but less impactful than rewards. This question aligns with the Management and Marketing category, emphasizing customer service strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Services Marketing, Chapter 5.

NEW QUESTION # 94

Martha sold 1,000 poinsettia plants at \$9 each and had 100 remaining in inventory. Joe sold 1,000 poinsettia plants at \$8 each and had none remaining in inventory. Which of the following can be inferred from the scenario?

- A. Joe's price and Martha's price are above equilibrium
- B. Martha's price is below equilibrium
- **C. Only Joe's price is at equilibrium**
- D. Joe's price and Martha's price are at equilibrium

Answer: C

Explanation:

In a market, equilibrium price clears inventory (no surplus or shortage). Joe sold all 1,000 plants at \$8 with no inventory left, suggesting his price is at equilibrium. Martha sold 1,000 plants at \$9 but has 100 left, indicating a surplus, so her price is above equilibrium. Option A is incorrect, as Martha's price is not below equilibrium. Option B is incorrect, as Martha's price is not at equilibrium. Option D is incorrect, as Joe's price is at equilibrium. This question falls under the Economics category, focusing on supply and demand.

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

NEW QUESTION # 95

A manager meets with a shift supervisor to discuss the actions of a subordinate. After verifying the supervisor's statements, the manager asks a few questions to clarify and confirm understanding of the issue. Which of the following types of listening is the manager using?

- A. Empathetic
- B. Casual
- **C. Reflective**
- D. Selective

Answer: C

Explanation:

Reflective listening involves actively verifying and clarifying information to ensure understanding, as the manager does by asking questions to confirm the supervisor's statements. Option A (empathetic) focuses on understanding emotions, not necessarily clarifying facts. Option B (casual) is informal and lacks focus.

Option C (selective) involves hearing only parts of the message, which is not the case here. This question aligns with the Communication and Career Development category, emphasizing effective listening skills.

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

NEW QUESTION # 96

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

- A. international bond market
- B. Eurocurrency market
- C. foreign exchange market
- D. international equity 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 # 97

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

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

Answer: C

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 # 98

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