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## **PRAXIS Praxis Business Education: Content Knowledge (5101)Exam Sample Questions (Q12-Q17):**

### NEW QUESTION # 12

The depth and detail presented in a business plan will depend primarily on the

- A. size and scope of the new venture
- B. target market of the new venture
- C. experience of the entrepreneur
- D. amount of capital obtained

**Answer: A**

Explanation:

The depth and detail of a business plan are primarily determined by the size and scope of the new venture, as larger or more complex ventures require more comprehensive planning to address operational, financial, and market complexities. Option A (target market) influences the marketing section but not the overall plan's detail. Option B (entrepreneur's experience) may affect quality but not depth. Option D (capital obtained) is a result of the plan, not its determinant. This question aligns with the Entrepreneurship category, focusing on business planning.

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

### NEW QUESTION # 13

The primary goal of just-in-time inventory planning is to

- A. reduce the amount of inventory kept on hand
- B. reduce the likelihood of running out of inventory
- C. increase the space allocated for storing inventory
- D. reduce ordering costs

**Answer: A**

Explanation:

Just-in-time (JIT) inventory planning aims to minimize inventory levels by receiving goods only as needed, reducing storage costs and waste. Option A (ordering costs) is a secondary benefit. Option C (avoiding stockouts) is a concern but not the primary goal. Option D (increasing storage) contradicts JIT principles. This question aligns with the Management and Marketing category, emphasizing operations management.

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

### NEW QUESTION # 14

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

**Answer: B**

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 # 15

Which of the following best describes the purpose of tabs in word-processing software?

- A. To create graphics
- B. To single-space lines of text
- **C. To position text within a line**
- D. To wrap text around a graphic

**Answer: C**

Explanation:

Tabs in word-processing software are used to position text at specific points within a line, creating aligned columns or indentations. Option A (create graphics) is unrelated to tabs. Option C (single-space lines) pertains to line spacing settings. Option D (wrap text around graphics) involves text-wrapping features, not tabs. This question falls under the Information Technology category, focusing on software functionality.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Introduction to Business Information Systems, Chapter 4.

### NEW QUESTION # 16

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

**Answer: D**

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 # 17

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