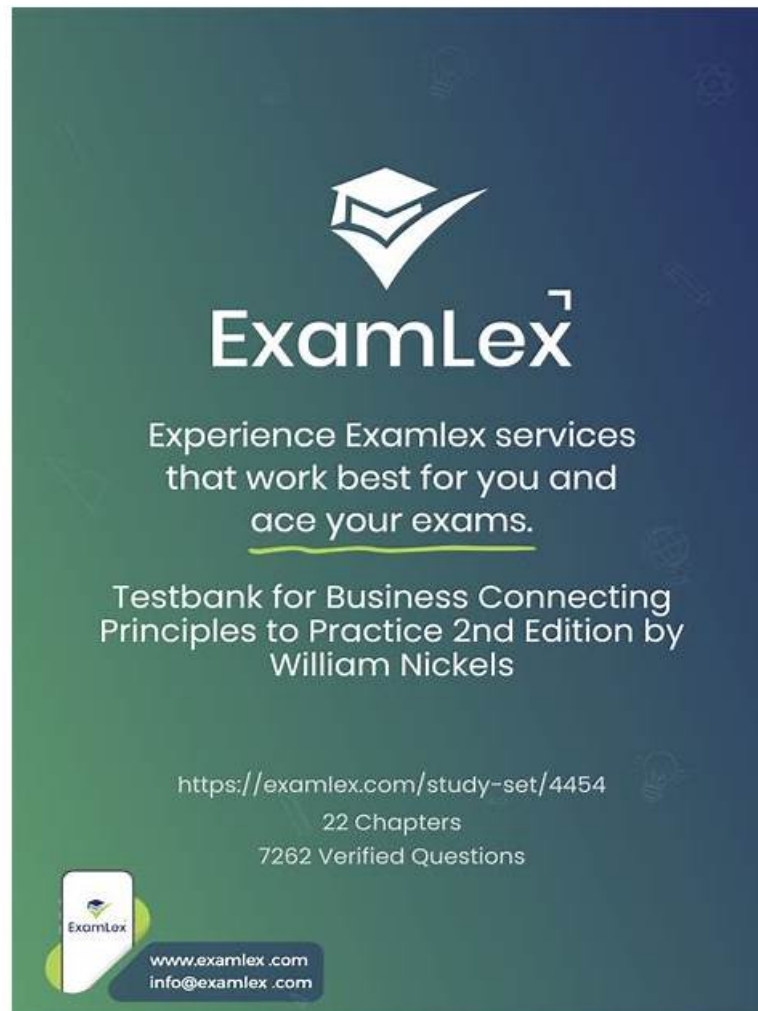


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### PRAXIS Praxis Business Education: Content Knowledge (5101)Exam Sample Questions (Q51-Q56):

#### NEW QUESTION # 51

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

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

**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 # 52

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. Democratic
- D. Paternalistic

**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 # 53

Which of the following is most likely to teach skills that will help students make a smooth transition from school to work?

- A. Joining a student organization
- B. Making an educational plan
- C. Searching for a part-time job
- D. Developing an electronic portfolio

**Answer: D**

Explanation:

Developing an electronic portfolio showcases students' skills, projects, and achievements, directly demonstrating competencies to employers, aiding the school-to-work transition. Option A (educational plan) guides academic paths, not workplace skills. Option B (student organization) builds leadership but is less direct. Option C (part-time job) provides experience but is not curriculum-based. This question falls under the Professional Business Education category, emphasizing career preparation.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Professional Business Education; Career and Technical Education, Chapter 6.

#### **NEW QUESTION # 54**

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 lets the company expand a generic product line.
- C. Expanding a product line limits the company's allocation of preferred shelf space in the marketplace.
- 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 # 55**

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. Pure parity
- B. Premium pricing
- 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 # 56**

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