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Business Education: Content Knowledge (5101)

Test at a Glance			
Test Name	Business Education: Content Knowledge		
Test Code	5101		
Time	2 hours		
Number of Questions	120		
Format	Selected-response questions		
Test Delivery	Computer delivered		
	Content Categories	Approximate Number of Questions	Approximate Percentage of Examination
	I. Accounting and Finance II. Communication and Career Development III. Economics IV. Entrepreneurship V. Information Technology VI. Law and International Business VII. Marketing and Management VIII. Professional Business Education	18 18 12 12 18 18 12 12	15% 15% 10% 10% 15% 15% 10% 10%

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PRAXIS Praxis Business Education: Content Knowledge (5101)Exam Sample Questions (Q104-Q109):

NEW QUESTION # 104

Which of the following is the standard guideline for managing financial risk?

- A. Liquidization
- B. Diversification
- C. Capitalization
- D. Securitization

Answer: B

Explanation:

Diversification, spreading investments across different assets or sectors, is the standard guideline for managing financial risk, as it reduces exposure to any single asset's volatility. Option B (liquidization) is not a standard term; liquidation refers to selling assets, not risk management. Option C (securitization) involves pooling assets into securities, not directly managing risk. Option D (capitalization) refers to funding structure, not risk reduction. This question aligns with the Accounting and Finance category, focusing on risk management.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Accounting and Finance; Fundamentals of Financial Management, Chapter 8.

NEW QUESTION # 105

Which of the following is an example of place utility?

- A. A business firm converts raw materials into finished products.
- B. Products requested by the consumer are ordered on demand.
- C. Arrangements are made for the transfer of title from seller to buyer.
- D. Goods or services are available at a convenient location when the consumer wants to buy them.

Answer: D

Explanation:

Place utility refers to making goods or services available at convenient locations and times for consumers, enhancing accessibility. Option A (title transfer) relates to ownership utility. Option C (on-demand ordering) aligns with time utility. Option D (converting raw materials) is form utility. This question falls under the Management and Marketing category, emphasizing marketing utilities.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing: Principles of Marketing, Chapter 1.

NEW QUESTION # 106

Which of the following laws establishes the right to form unions?

- A. National Labor Relations Act
- B. Norris-LaGuardia Act
- C. Fair Labor Standards Act
- D. Taft-Hartley Act

Answer: A

Explanation:

The National Labor Relations Act (NLRA) of 1935, also known as the Wagner Act, establishes workers' rights to form unions, engage in collective bargaining, and participate in strikes. Option B (Norris-LaGuardia Act) limits injunctions against unions but does not establish the right to form them. Option C (Taft-Hartley Act) regulates union activities but does not grant formation rights. Option D (Fair Labor Standards Act) addresses wages and hours, not unions. This question falls under the Business Law category, focusing on labor law.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Business Law; Business Law: Text and Cases, Chapter 34.

NEW QUESTION # 107

Which of the following is a primary reason for a country to employ the policy of protectionism?

- A. Consumers have more choice in the variety, price, and quality of products.
- B. New jobs are created in areas such as global trade.
- C. Competition forces businesses to be more efficient and productive.
- D. Foreign competition can lower the demand for products made domestically.

Answer: D

Explanation:

Protectionism, such as tariffs or quotas, is used to shield domestic industries from foreign competition, which can reduce demand for local products. Option A (new jobs in trade) is not a primary reason, as protectionism focuses on existing industries. Option B (consumer choice) is reduced by protectionism. Option D (efficiency) is a benefit of free trade, not protectionism. This question aligns with the Economics category, focusing on trade policy.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Economics; International Economics, Chapter 9.

NEW QUESTION # 108

According to the marketing concept, the focus of the marketing mix is the

- A. employee
- B. customer
- C. competition
- D. plan

Answer: B

Explanation:

The marketing concept emphasizes customer satisfaction as the core of business activities, with the marketing mix (product, price, place, promotion) designed to meet customer needs. Option A (plan) is a tool, not the focus. Option C (competition) is a consideration, not the primary focus. Option D (employee) is secondary to the customer. This question falls under the Management and Marketing category, emphasizing marketing principles.

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

NEW QUESTION # 109

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