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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	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%
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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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