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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 (Q17-Q22):

NEW QUESTION # 17

Karl's Cleaners has been successful in selling spray kitchen cleaners and disinfectants. The company will soon be introducing a new product called Karl's Sponges. Which of the following marketing strategies is Karl's Cleaners most likely using?

- A. Brand licensing
- B. Co-branding
- **C. Brand extension**
- D. Brand insistence

Answer: C

Explanation:

Brand extension involves introducing a new product (Karl's Sponges) under an existing successful brand (Karl's Cleaners), leveraging brand recognition. Option A (co-branding) involves partnering with another brand. Option B (brand licensing) allows another company to use the brand. Option D (brand insistence) is a consumer behavior, not a strategy. This question falls under the Management and Marketing category, focusing on branding strategies.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Management and Marketing; Principles of Marketing, Chapter 9.

NEW QUESTION # 18

Which of the following are used to refine a search on the Internet?

- A. Batch files
- **B. Boolean operators**
- C. Default commands
- D. Macros

Answer: B

Explanation:

Boolean operators (e.g., AND, OR, NOT) are used to refine Internet searches by combining or excluding terms to narrow or expand results. Option B (macros) automates tasks in software, not searches. Option C (default commands) is vague and not specific to search refinement. Option D (batch files) automates computer tasks, not Internet searches. This question falls under the Information Technology category, focusing on information retrieval.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Information Systems, Chapter 7.

NEW QUESTION # 19

Which of the following types of interviews should be conducted to ensure that assessments by key people are included in the hiring process?

- **A. Sequential interviews**
- B. Behavioral interviews
- C. Structured interviews
- D. Stress interviews

Answer: A

Explanation:

Sequential interviews involve multiple interviewers, often key stakeholders, assessing a candidate in separate sessions, ensuring diverse perspectives in the hiring process. Option A (behavioral interviews) focuses on past behavior but does not inherently include multiple assessors. Option B (stress interviews) tests candidate resilience, not broad assessment. Option D (structured interviews) uses standardized questions but does not guarantee multiple evaluators. This question aligns with the Communication and Career Development category, focusing on hiring practices.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Communication and Career Development; Human Resource Management, Chapter 7.

NEW QUESTION # 20

Processing and organizing data to create, store, and retrieve documents is best known as

- A. file management
- B. formatting
- C. database management
- D. outsourcing

Answer: A

Explanation:

File management involves processing and organizing data to create, store, and retrieve documents within a computer system, such as managing folders and files. Option A (database management) focuses on structured data in databases, not general documents. Option C (formatting) refers to document appearance. Option D (outsourcing) involves delegating tasks externally. This question falls under the Information Technology category, emphasizing data organization.

Reference:ETS Praxis Business Education: Content Knowledge (5101) Study Companion, Section on Information Technology; Operating Systems Concepts, Chapter 11.

NEW QUESTION # 21

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

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

Answer: B

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 # 22

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