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1. While reading, a student comes across the unknown word "sanitize." He notices in the sentence the words "dirty," "but," and "now clean." He determines that sanitize must be the opposite of dirty. Which strategy did he use to define the unknown word?
 - a. defining meaning using phonetic awareness
 - b. defining meaning from context clues
 - c. defining meaning using a homograph
 - d. defining meaning from structural clues and morphology
2. Ongoing assessment is extremely important in writing and the writing process. Which of the following is the least important reason for ongoing assessment?
 - a. ensuring that there are many scores so no one low grade will too significantly impact their average
 - b. analyzing how well students can write for different purposes and audiences
 - c. assessing students' abilities to use competencies such as apostrophes, capitalization, and punctuation
 - d. analyzing the students' understanding of one or more areas of the writing process
3. Mrs. Morgan has been working to teach her students alphabetic principles. Monday, she began by describing the sound made by the letter s. Which of the following would be the most logical next step of instruction?
 - a. Read a book where many words start with the letter "s" and ask students to tally how many times they hear

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To prepare for the Salesforce Manufacturing-Cloud-Professional exam, individuals can take various training courses offered by Salesforce. Manufacturing-Cloud-Professional courses cover topics such as manufacturing sales and operations planning, demand management, and order management. Additionally, individuals can access study materials, including practice exams and guides, to prepare for the exam. Manufacturing-Cloud-Professional exam is challenging, and individuals need to have a good understanding of Salesforce's Manufacturing Cloud to pass it.

Earning the Salesforce Manufacturing-Cloud-Professional Certification is a great way to demonstrate your expertise in the Manufacturing Cloud solution. Manufacturing Cloud Accredited Professional Exam certification validates your ability to design and implement Manufacturing Cloud solutions that meet your organization's business requirements. By earning this certification, you will gain recognition as a skilled Manufacturing Cloud professional, which can help you advance your career in the manufacturing

industry.

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The Salesforce Manufacturing-Cloud-Professional exam consists of 60 multiple-choice questions, and you will have 105 minutes to complete it. The passing score is 68%, and the exam fee is \$200. Manufacturing-Cloud-Professional Exam is available in English, Japanese, and Spanish.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q152-Q157):

NEW QUESTION # 152

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- B. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- D. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object

Answer: A

NEW QUESTION # 153

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- A. Decrease By
- B. Update With
- C. Increase By
- D. Multiply By
- E. Replace With

Answer: A,C,E

Explanation:

Explanation

The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can choose from three actions when using this function:

Increase By: This action increases the selected values by a specified amount or percentage. For example, you can increase the planned quantity of a product by 10% or by 100 units1.

Decrease By: This action decreases the selected values by a specified amount or percentage. For example, you can decrease the price of a product by 5% or by \$0.501.

Replace With: This action replaces the selected values with a new value. For example, you can replace the status of a term with Approved or Expired1. References: Mass Update Values in Sales Agreement Terms

NEW QUESTION # 154

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Orders, Accounts, Sales Agreement, Sales Agreement Products
- B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

Answer: B

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers.

Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION # 155

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: C

Explanation:

Explanation

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance1. References: Considerations for Working with Manufacturing

NEW QUESTION # 156

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Account Based Forecast in Manufacturing Cloud
- B. Contracts in Manufacturing Cloud
- C. Account Manager Targets in Manufacturing Cloud
- D. Rebate Management in Manufacturing Cloud
- E. Sales Agreement in Manufacturing Cloud

Answer: E

Explanation:

Explanation

A consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities, can be found in the Sales Agreement in Manufacturing Cloud. The Sales Agreement is the core object that represents the long-term agreement between a manufacturer and a customer.

It contains the details of the agreement, such as the start date, end date, period group, currency, and status. It also contains the terms of the agreement, which are the products or product categories that are included in the agreement, along with their prices, planned quantities, and actual quantities. You can view the terms of a sales agreement in the Sales Agreement Terms tab or in the Sales Agreement Terms related list2. References: Sales Agreement Object, View Sales Agreement Terms

NEW QUESTION # 157

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