



C_TCRM20_73^{Q&As}

SAP Certified Application Associate - CRM Foundation with SAP CRM
7.0 EhP3

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QUESTION 1

You need to enhance the product master in CRM with new fields. Which of the following are the steps required?

There are 2 correct answers to this question.

Response:

- A. Assign a set type to a product hierarchy/
- B. Create new attributes and a set type
- C. Assign a product category to a transaction type

Correct Answer: AB

QUESTION 2

Which of the following steps are part of CRM Billing? There are 3 correct answers to this question. Response:

- A. Input Processing.
- B. Order integration.
- C. Billing
- D. Output processing.

Correct Answer: ACD

QUESTION 3

Your company is adding SAP CRM to a landscape that includes SAP ERP. You need to evaluate options to reuse SAP ERP functionality.

Which of the following functions related to SAP CRM processes are available in SAP ERP?

There are 3 correct answers to this question.

Response:

- A. Logistics execution.
- B. Billing.
- C. Campaign management.
- D. Service Contracts.



Correct Answer: ABD

QUESTION 4

Which of the following statements are correct regarding Transaction processing?

There are 2 correct answers to this question.

Response:

- A. Sales assistant is a part of CRM Sales order processing.
- B. Delivery documents can be replicated from ECC to CRM.
- C. Sales orders can be created as a follow up document from an opportunity.
- D. ATP check for a sales order can be done using SAP BW.

Correct Answer: AC

QUESTION 5

When you create an activity and then see that it should have been created as a follow-up transaction to an existing case, you can use subsequently linking functionality to link this activity to an existing transaction.

Under these circumstances, which of the following statements hold true?

There are 3 correct answers to this question.

Response:

- A. You can subsequently link header to header
- B. You can subsequently link Item to Item but not schedule line to schedule line
- C. You have configured object relationship profile.
- D. The document flow is updated automatically.

Correct Answer: ACD

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