



C_TCRM20_73^{Q&As}

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

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QUESTION 1

You are a Key member of a CRM implementation project. Which of the following describes an accurate User Interface Strategy?

Please choose the correct answer.

Response:

- A. Business users should use CRM Webclient UI, advance users can use SAP GUI.
- B. Business users should user CRM webclient, Administrators can use SAP GUI.
- C. Business Users should use CRM Webclient, Administrators can use either People Centric User Interface (PCUI) or SAP GUI.
- D. Business users should use Web Client for Interaction centre and PCUI for other processes.

Correct Answer: B

QUESTION 2

Which of the following are used for Billing item category determination?

There are 2 correct answers to this question.

Response:

- A. Source transaction type
- B. Source Payer
- C. Source item category
- D. Source Sold-to-party
- E. Source business partner

Correct Answer: AC

QUESTION 3

Which of the following SAP software components can be integrated with SAP CRM to allow you to compile and synchronize all the relevant data used to monitor and measure the success of your enterprise?

Please choose the correct answer.

Response:



A. SCM

B. HCM

C. BW

D. SRM

Correct Answer: C

QUESTION 4

The CRM system recognizes up to different product types. In this context, which of the following statements are true?

(Choose Correct Answers)

Response:

A. Six different product types are predefined and cannot be changed.

B. ERP material master data can be transferred to the CRM system.

C. If the material master data of a connected ERP system is transferred to the CRM system, only limited changes can be made to the corresponding products.

D. Rest all answers are correct

Correct Answer: D

QUESTION 5

Which of the following type of condition is not used by CRM actions?

Please choose the correct answer.

Response:

A. Start Condition

B. Schedule Condition

C. Execute Condition

D. Stop Condition

Correct Answer: B
