



C_TCRM20_73^{Q&As}

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

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QUESTION 1

Which of the following is correct for SAP CRM Interactive reports? There are 2 correct answers to this question.

Response:

- A. They can be created on CRM web UI by users.
- B. They require a separate SAP BW system.
- C. They can be created in SAP CRM GUI.
- D. They are created via in Web UI using a wizard.

Correct Answer: AD

QUESTION 2

You can integrate CRM activity management with groupware applications. This means that you can synchronize business activities and tasks in your CRM calendar and groupware calendar. In this context, which of the following statements are true?

(Choose Correct Answer)

Response:

- A. Data is exchanged in both directions
- B. Groupware integration with CRM Enterprise is server-based
- C. The SAP Groupware Adapter is used
- D. Message transfer is performed using XML-SOAP.
- E. Real all answers are correct

Correct Answer: E

QUESTION 3

Account classification can be used to classify your accounts according to any criteria you choose. Which of the following statements is correct?

Please choose the correct answer.

Response:

- A. You can assign any number of criteria and attributes to each classification category.
- B. Classification categories are fixed and cannot be enhanced.



C. Account classification influences the header fields that are displayed within an account.

D. Account classification allows the assignment of several classification attributes to one account.

Correct Answer: D

QUESTION 4

Which of the following are part of SAP CRM Marketing? There are 2 correct answers to this question. Response:

A. Campaign Management

B. Customer Segmentation

C. Installed Base Management

D. Incentive and Commission Management

Correct Answer: BC

QUESTION 5

You can start condition maintenance directly from CRM objects. Some of these objects are?

There are 4 correct answers to this question.

Response:

A. Business Partners

B. Business Partner hierarchies

C. Sales Orders

D. Campaigns

E. Contracts

Correct Answer: ABCD

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