C_TCRM20_72^{Q&As}

SAP Certified Application Associate - CRM Fundamentals with SAP CRM 7.0 EHP2

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QUESTION 1

When setting up data transfer of Customizing objects from SAP ERP to SAP CRM, what do you need to consider?

A. Filtering is possible. Filter criteria defined in SAP CRM will be automatically synchronized with SAP ERP.

B. Filtering is possible. Filter criteria defined in SAP CRM must be manually synchronized with SAP ERP.

C. Filtering is possible. Filter criteria defined in SAP ERP will be automatically synchronized with SAP CRM.

D. Filtering is not possible. Manual deletion of unwanted data in CRM is required after the data transfer has completed.

Correct Answer: A

QUESTION 2

Your customer is upgrading a system from SAP CRM 7.0 to SAP EHP2 for SAP CRM 7.0.

What should you consider during this upgrade project?

Note: There are 2 correct answers to this question.

A. "Core" business functions are automatically activated after the technical upgrade.

B. Test catalogs for the business functions are included.

C. Enhancements delivered with EHP1 are part of the new software.

D. Enhancement package installation replaces Support Package installation.

Correct Answer: BC

QUESTION 3

Which of the following areas in SAP CRM focuses on an indirect sales process?

A. Web Channel Management

B. Partner Channel Management

C. Live Web Collaboration

D. Lead Management

Correct Answer: B

QUESTION 4

Your company runs SAP ERP and SAP CRM but does not utilize the SAP NetWeaver Portal or any other portal

product.

What would you do if a SAP CRM user required access to the SAP ERP transaction "Display Bill of Material"?

A. Start the Virtual Machine Container.

B. Implement Single Sign-On certificates.

C. Use the transaction launcher.

D. Install the MapBox.

Correct Answer: C

QUESTION 5

You want to define when an action should be processed, for example, \\'immediate\\', \\'when saving\\', or \\'using selection report\\'.

Which of the following can you use?

A. Start condition

B. Post Processing Framework

C. Processing time

D. Schedule condition

Correct Answer: C

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