

C_TCRM20_72^{Q&As}

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

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QUESTION 1

You can define the replication of data from the SAP CRM server to other systems.

Where is the corresponding replication model created?

- A. In the Data Integrity Manager
- B. In the administration console
- C. In the BDoc Modeler
- D. In the object management

Correct Answer: B

QUESTION 2

Which Customizing settings are required to bill an SAP CRM sales order?

Note: There are 2 correct answers to this question.

- A. Billing Relevance setting in CRM sales order Customizing
- B. Billing Relevance setting in ERP sales item Customizing
- C. Billing Relevance setting in CRM sales item Customizing
- D. Item category determination of the CRM billing item category

Correct Answer: CD

QUESTION 3

Which actions can you perform using the UI Component Workbench?

Note: There are 2 correct answers to this question.

- A. Enhance views to redefine controller methods.
- B. Create SAP design objects to change field labels.
- C. Launch the Application Enhancement Tool to create new fields.
- D. Perform layout changes using the UI Configuration Tool.

Correct Answer: AD

QUESTION 4

The sales manager at your company needs a tool that can provide statistics for the number of activities completed in certain categories by the sales manager's department this month.

Which tool do you recommend?

- A. Activity journal
- B. Action monitor
- C. Pipeline analysis
- D. Activity monitor

Correct Answer: D

QUESTION 5

Which of the following are key capabilities of the SAP CRM application?

Note: There are 3 correct answers to this question.

- A. Business planning
- B. Field applications
- C. Partner channel management
- D. Analytics
- E. Profitability analysis

Correct Answer: BCD

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