

C_TCRM20_72^{Q&As}

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

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QUESTION 1

Which assignments do you have to make in Customizing when setting up the condition technique for pricing?

Note: There are 3 correct answers to this question.

- A. Assignment of condition types to access sequence
- B. Assignment of condition tables to access sequence
- C. Assignment of condition types to pricing procedure
- D. Assignment of access sequence to pricing procedure
- E. Assignment of access sequence to condition type

Correct Answer: BCE

QUESTION 2

Sales representatives using the CRM WebClient UI complain that the navigation bar has recently changed. Links they used in the past are no longer available. You have to investigate this issue. Which of the following changes definitely does not cause this behavior and can be excluded?

- A. Changes in the organizational model
- B. Changes in the navigation bar profile
- C. Changes in the business transaction profile
- D. Changes in business role Customizing

Correct Answer: C

QUESTION 3

Which profile is required in a business role to work with the Central Sharing Tool?

- A. A specific layout profile
- B. A specific function profile
- C. A specific technical profile
- D. A specific navigation bar profile

Correct Answer: B

QUESTION 4

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 5

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

Note: There are 2 correct answers to this question.

- A. Billing
- B. Financial Accounting
- C. Business Partner Management
- D. Logistics Execution System

Correct Answer: BD

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