

C_TCRM20_72^{Q&As}

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

Pass SAP C_TCRM20_72 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.pass2lead.com/c_tcrm20_72.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by SAP Official
Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers



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

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

QUESTION 3

What is the advantage of the SAP enhancement package concept?

- A. When you use SAP enhancement packages, you no longer need to do any customizing, anything is preconfigured.
- B. You can selectively activate business functions to use specific functions or processes.
- C. You no longer need to run test cases because they are automatically triggered in the background when you implement an SAP enhancement package.
- D. When you use SAP enhancement packages, you no longer need to implement SAP Support Packages.

Correct Answer: B

QUESTION 4

Through a marketing campaign call list, an agent made a call to a prospect, who expressed interest.

Which transaction types can the agent use to capture the prospect's interest?

Note: There are 2 correct answers to this question.

- A. Quotation
- B. Opportunity
- C. Activity
- D. Lead

Correct Answer: CD

QUESTION 5

A brand owner works together with some partners to position new products in the market. They implement partner channel management.

Which functions can they now use?

Note: There are 3 correct answers to this question.

- A. Collaborative Showrooms can be used to incorporate partners in the e-commerce strategy.
- B. Distributed order management can be used for brand owners to let partners fulfill their orders.
- C. Marketing and sales processes - but not service processes - can be integrated within partner channel management.
- D. Distributed knowledge management can be used to set up an indexed search between the partners.
- E. Workflow capabilities can be used to distribute leads that are created by the brand owner to the appropriate partner.

Correct Answer: ABE

QUESTION 6

Which of the following are controlled directly by a business role? Note: There are 3 correct answers to this question.

- A. The assignment of the role configuration key and the associated PFCG role
- B. The navigation bar profile
- C. The role profile key for access to SAP GUI-based transactions
- D. The assignment of layout profiles, technical profiles, and function profiles
- E. The assignment of users to a position in the organizational model

Correct Answer: ABD

QUESTION 7

You can implement extended UI enhancements by using the component enhancement concept.

Which of the following aspects is part of this concept?

Note: There are 3 correct answers to this question.

- A. An enhancement set can be determined by a BAAdI, depending on user, profile, or other criteria.
- B. An enhancement set is used to group several component enhancements together.
- C. An enhancement set is used to determine the navigation bar profile.
- D. An enhancement set is created in the Application Enhancement Tool (AET).
- E. An enhancement set can be assigned to a client.

Correct Answer: ABE

QUESTION 8

You want to assign a key account manager to a customer.

How can you do this in the standard SAP CRM system?

- A. Create a business partner template
- B. Create a business partner relationship
- C. Create an account hierarchy
- D. Create an account classification

Correct Answer: B

QUESTION 9

You want to create a product promotion to be used in the Interaction Center or in the Web shop, and want to offer accessories for the new product.

Where do you maintain accessories for the new product?

- A. In product master maintenance
- B. In Trade Promotion Management
- C. In the cross-sell/ up-sell/ down-sell rules
- D. In the top n list

Correct Answer: A

QUESTION 10

You are responsible for data loads of business objects, such as business partners and sales orders, from SAP ERP to SAP CRM.

Where do you apply filters to reduce the data load?

- A. In the Customizing objects
- B. In the administration console
- C. In the BDoc Modeler
- D. In the business adapter objects

Correct Answer: D

QUESTION 11

Where is data replicated when you use CRM Middleware?

- A. To sites as defined in Publications
- B. To external systems, based on the definition in the respective adapters
- C. To sites as defined in Subscriptions
- D. To individual users for mobile application data

Correct Answer: C

QUESTION 12

Which of the following components of SAP Solution Manager support the implementation phase of an SAP CRM project?

Note: There are 2 correct answers to this question.

- A. Implementation and test tools, for example the IMG or the Test Workbench
- B. Roadmaps providing links to accelerators and tools that perform project tasks
- C. Wizards that support the technical installation of the SAP CRM system
- D. Skill-based allocation reports to assign qualified employees to the project

Correct Answer: AB

QUESTION 13

What is the common way to define multiple organizational structures in SAP CRM?

- A. Define multiple organizational structures using a matrix within the organizational model.
- B. Maintain organizational structures in SAP ERP and replicated them to SAP CRM.
- C. Integrate organizational structures for sales, service, and marketing in one organizational model.
- D. Use SAP GUI.

Correct Answer: C

QUESTION 14

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

QUESTION 15

You want to be notified when BDoc messages are not executed properly.

What would you configure?

- A. qRFC monitor
- B. Error handler
- C. Middleware broker
- D. Subscription in admin console

Correct Answer: B

[C_TCRM20_72 PDF Dumps](#)

[C_TCRM20_72 VCE
Dumps](#)

[C_TCRM20_72 Study
Guide](#)