



# C\_TCRM20\_73<sup>Q&As</sup>

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

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### QUESTION 1

You can define rules in Customizing for automatic organizational data determination. Which of the following are valid rule types?

There are 2 correct answers to this question.

Response:

- A. Responsibility rule type
- B. Organization rule type
- C. Territory rule type
- D. Sales Org Rule type
- E. ERP Rule type

Correct Answer: AB

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### QUESTION 2

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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### QUESTION 3

You would like to mark the External Reference field as a required entry field in standard sales orders. How can you achieve this using standard functionality?

Please choose the correct answer.

Response:



- A. Implement a BADI
- B. Use Incompleteness procedure
- C. Use Status Profile
- D. Use Item Category
- E. Implement an enhancement

Correct Answer: B

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#### QUESTION 4

A brand manager works with his channel partners to launch new products in the market. Therefore SAP CRM Channel Management should be implemented.

Which of the following statements are correct in this regard?

Please choose the correct answer.

Response:

- A. The brand owner and partners have access to SAP CRM UI via different roles.
- B. Workflow can be used to distribute leads created by the brand owner to appropriate partner.
- C. Collaborative showrooms can be used to incorporate partners into your overall ecommerce strategy.
- D. Rest all answers are correct

Correct Answer: D

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#### QUESTION 5

You have to configure the download of business objects from SAP ERP to SAP CRM. Which steps are part of the initial downloads of business objects from ERP to CRM?

There are 2 correct answers to this question.

Response:

- A. Monitor download via the download monitor (Transaction R3AS).
- B. Define clock size for Adaptor objects (Transaction R3AC1).
- C. Assign subscription in the Administration Console (Transaction SMOEAC).
- D. Activate the replication and Realignment Queue (Transaction SMOHQUEUE).

Correct Answer: AB

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