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

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QUESTION 1

Which of the following are used for Billing item category determination?

There are 2 correct answers to this question.

Response:

A. Source transaction type

B. Source Payer

C. Source item category

D. Source Sold-to-party

E. Source business partner

Correct Answer: AC

QUESTION 2

Within activity transactions, which of the following can be used to record and update product related

information gathered from customer visits or telephone calls?

Please choose the correct answer.

Response:

A. Actions

B. Activity Journals

C. Product promotion list

D. Texts

Correct Answer: B

QUESTION 3

Which of the following are factors used in the item category determination customizing? There are 3 correct answers to this question.

Response:

A. Item Category Group

B. Transaction Type

C. Org Data Profile

D. Item Category of higher level item

Correct Answer: ABD

QUESTION 4

Your customer wants to do billing from CRM rather than from ERP or external systems. Where is

controlled that billing will take place in CRM?

Please choose the correct answer.

Response:

A. Item Category of the Sales transaction item

B. Transaction Type

C. Leading transaction type of the Sales Transaction

D. Middleware Settings

Correct Answer: A

QUESTION 5

Which of the below are processing types are used by SAP CRM Actions?

There are 3 correct answers to this question.

Response:

A. Smart form

B. SAP Script

C. Workflow

D. Methods

E. Classes

Correct Answer: ACD