



# C\_TCRM20\_72<sup>Q&As</sup>

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

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### QUESTION 1

A customer plans to implement CRM Field Applications.

Which of the following functions and features are available on the customer's laptop without connecting to the back-end system?

Note: There are 3 correct answers to this question.

- A. Determination of prices and discounts
- B. Determination of product availability
- C. Maintenance of calendar entries
- D. Creation of outbound deliveries
- E. Creation of quotations

Correct Answer: ACE

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### QUESTION 2

A business scenario requires you to create a new customer-specific transaction type for quotations. Which of the following are possible subsequent tasks after you create this transaction type?

Note: There are 2 correct answers to this question.

- A. Maintain item category determination.
- B. Maintain copying control.
- C. Maintain a business context profile.
- D. Maintain a dispatching rule policy.

Correct Answer: AB

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### QUESTION 3

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

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#### QUESTION 4

Which of the following objects can be directly assigned to a navigation bar profile? Note: There are 2 correct answers to this question.

- A. Layout profile
- B. Work centers
- C. Business roles
- D. Direct link groups

Correct Answer: BD

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#### QUESTION 5

Starting with a quotation document, you want to create a follow-up sales order document. Which of the following can you use to influence the copying control for business transactions?

Note: There are 3 correct answers to this question.

- A. Copying control for transaction history
- B. Copying control for item categories
- C. Copying routines using a BAdI
- D. Copying control for transaction types
- E. Copying control for transaction profile

Correct Answer: BCD

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