C_TCRM20_72^{Q&As}

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

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QUESTION 1

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 2

Your company runs SAP ERP and SAP CRM but does not utilize the SAP NetWeaver Portal or any other portal product.

What would you do if a SAP CRM user required access to the SAP ERP transaction "Display Bill of Material"?

A. Start the Virtual Machine Container.

B. Implement Single Sign-On certificates.

C. Use the transaction launcher.

D. Install the MapBox.

Correct Answer: C

QUESTION 3

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

QUESTION 4

You want to download existing SAP ERP customers to SAP CRM.

Which Customizing steps must you perform?

A. Create your own account group for the data transfer from SAP ERP to SAP CRM.

B. Create the business partner account life cycle.

C. Set up the mapping for the classification customer and an account group (PIDE).

D. Set up the same number ranges in both systems (they must be equal).

Correct Answer: C

QUESTION 5

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

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