



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

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.geekcert.com/c\\_tcr20\\_72.html](https://www.geekcert.com/c_tcr20_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

SAP ERP material master data can be loaded into SAP CRM product master data using CRM Middleware.

What Customizing is required before this can take place?

- A. Material master classification
- B. Base hierarchies
- C. Item categories
- D. Condition data

Correct Answer: B

---

#### QUESTION 2

What can you do in the SAP CRM Web Channel?

Note: There are 2 correct answers to this question.

- A. Create opportunities.
- B. Configure products using the Internet pricing and configurator (IPC).
- C. Create billing plans.
- D. Create orders with reference to a marketing campaign.

Correct Answer: BD

---

#### QUESTION 3

What are Customizing characteristics for a new transaction type?

Note: There are 2 correct answers to this question.

- A. A transaction type can have multiple profiles and procedures assigned to it.
- B. A transaction type can have only one leading transaction category.
- C. A transaction type must have an item category assigned to it.
- D. A transaction type can have multiple internal number range object assignments.

Correct Answer: AB

---

#### 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

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 VCE Dumps](#)

[C\\_TCRM20\\_72 Study Guide](#)

[C\\_TCRM20\\_72 Braindumps](#)