



C_TCRM20_73^{Q&As}

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

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QUESTION 1

Your customer wants to use a new business activity to capture trade fair contacts. Which of the following settings are mandatory to fulfill this requirement?

There are 2 correct answers to this question.

Response:

- A. Maintain item category determination for the trade fair contact transaction type.
- B. Create a new task type to initiate follow-up activities with the trade fair contacts.
- C. Define a transaction type for the trade fair contacts with leading transaction category "business activity."
- D. Maintain business-activity-relevant data for the trade fair contact transaction type.
- E. Maintain questionnaire determination for the trade fair contact transaction type.

Correct Answer: CD

QUESTION 2

Your customer wants to use a new business activity for capturing trade fair contacts that can be used as follow up documents for leads. Which of the following settings mandatory to fulfil these requirements?

There are 3 correct answers to this question.

Response:

- A. Define a transaction type for the Trade Fair contacts using a leading business transaction category '\\Business Activity\\'.
- B. Set up Copy control for source transaction type '\\Lead\\' and target transaction type '\\Trade fair contact\\'.
- C. Maintain item category determination for the trade fair contact.
- D. Implement a BADI for copy control.

Correct Answer: ABC

QUESTION 3

Which of the following components can be synced between MS outlook or Lotus Notes and SAP CRM?

There are 2 correct answers to this question.

Response:

- A. Task



- B. Interaction log
- C. Business Partners
- D. Appointments

Correct Answer: AC

QUESTION 4

Which tools are used to configure the SAP CRM WebClient UI?

There are 3 correct answers to this question?

Response:

- A. Graphical Modeler
- B. Administration Console
- C. UI Configuration Too
- D. Skin Workbench
- E. Application Enhancement Tool

Correct Answer: CDE

QUESTION 5

Which of the following is correct for SAP CRM Interactive reports? There are 2 correct answers to this question.

Response:

- A. They can created on CRM web UI by users.
- B. They require a separate SAP BW system.
- C. They can be created in SAP CRM GUI.
- D. They are created via in Web UI using a wizard.

Correct Answer: AD

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