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

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QUESTION 1

Replication of data from CRM to other systems can be defined in CRM. Where is the corresponding

replication model created?

Please choose the correct answer.

Response:

A. In Object management

B. In the BDOC modeller

C. In the Data Integrity Manager

D. In the Administration Console

Correct Answer: D

QUESTION 2

You would like to classify accounts according to freely defined criteria. What CRM functionality could you

use?

Please choose the correct answer.

Response:

A. BP role

B. BP classification

C. Account Classification

D. BP Category

Correct Answer: B

QUESTION 3

Which of the following are possible sources in access sequences used in partner determination?

There are 2 correct answers to this question.

Response:

A. Buying center

B. Target groups

C. Business partner relationships

D. Preceding transactions

Correct Answer: CD

QUESTION 4

Which of the following statements concerning pricing in SAP CRM business transactions is true?

Please choose the correct answer.

Response:

A. Only pricing procedures defined in CRM can be used in a CRM transaction.

B. Once pricing has been determined for a transaction, it cannot be redetermined.

C. Pricing results can be copied from a Quotation or a Contract into the Sales Order.

D. A transaction type can have only one condition type.

Correct Answer: C

QUESTION 5

You are responsible for the initial data load from SAP ERP to SAP CRM. Which categories of data do you

have to consider?

There are 3 correct answers to this question.

Response:

A. Corporate objects

B. Customizing objects

C. CRM-specific objects

D. Condition objects

E. Business objects

Correct Answer: BDE

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