



# C\_TCRM20\_73<sup>Q&As</sup>

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

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### QUESTION 1

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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### QUESTION 2

You can start condition maintenance directly from CRM objects. Some of these objects are?

There are 4 correct answers to this question.

Response:

- A. Business Partners
- B. Business Partner hierarchies
- C. Sales Orders
- D. Campaigns
- E. Contracts

Correct Answer: ABCD

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### QUESTION 3

In the ERP system you can only use a customer with the correct account group (for example, sold-to party). In SAP CRM you can use any business partner for a specific purpose, regardless of their role.

Please choose the correct answer.

Response:



- A. True
- B. False

Correct Answer: A

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#### QUESTION 4

You have to configure the download of business objects from SAP ERP to SAP CRM. Which steps are part of the initial downloads of business objects from ERP to CRM?

There are 2 correct answers to this question.

Response:

- A. Monitor download via the download monitor (Transaction R3AS).
- B. Define clock size for Adaptor objects (Transaction R3AC1).
- C. Assign subscription in the Administration Console (Transaction SMOEAC).
- D. Activate the replication and Realignment Queue (Transaction SMOHQUEUE).

Correct Answer: AB

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#### QUESTION 5

Which of the following statements regarding marketing attributes are correct?

There are 2 correct answers to this question.

Response:

- A. Marketing attributes can be assigned to a business partner.
- B. Marketing attributes can be used in the SAP CRM Web Channel.
- C. Marketing attributes always can have only one value selected.
- D. Marketing attributes can only be assigned to one attribute set

Correct Answer: AB

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