



C_TCRM20_73^{Q&As}

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

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QUESTION 1

Date management enables you to process the dates that are relevant for you in one document. You are planning to use it in contracts (cancellation dates and runtimes).

Which of the following would you need to work with when configuring Date Management?

There are 2 correct answers to this question.

Response:

A. Date Profile

B. Date Availability You are going to customize SAP CRM billing, which of the statements are correct? There are 2 correct answers to this question.

C. Date Type

D. Date Category

Correct Answer: AC

QUESTION 2

Which of the following statements are correct for Partner Determination Procedure customizing?

There are 3 correct answers to this question.

Response:

A. Access sequence is assigned to Partner function.

B. Access sequence is assigned to partner determination procedure.

C. Partner determination procedure can not be assigned to item category.

D. Partner function category is assigned to partner function.

E. Partner function set up can influence calendar maintenance.

Correct Answer: ADE

QUESTION 3

Which of the following type of condition is not used by CRM actions?

Please choose the correct answer.

Response:



- A. Start Condition
- B. Schedule Condition
- C. Execute Condition
- D. Stop Condition

Correct Answer: B

QUESTION 4

Account classification can be used to classify your account according to any criteria you choose. In that context, which of the following statements is correct?

There are 3 correct answers to this question.

Response:

- A. Account classification influences the header fields that are displayed within an account.
- B. Classification categories are fixed and cannot be enhanced.
- C. To each classification category, any number of criteria and attributes can be assigned.
- D. To each classification category, a fixed number of criteria and any number of attributes can be assigned.

Correct Answer: ABD

QUESTION 5

Account hierarchies can be mapped in CRM. For example, purchasing collaboration, chains, and so on.

Which of the following statements are true?

There are 3 correct answers to this question.

Response:

- A. Accounts are assigned to defined hierarchy nodes.
- B. Group hierarchies originally maintained in SAP CRM cannot be transferred to the ERP system.
- C. Customer hierarchies from the ERP system can be loaded into SAP CRM, but the changes that can be made to them there are restricted.
- D. There are no prerequisites for transferring a customer hierarchy from the ERP back End

Correct Answer: ABC



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