



# 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

A Sales Order can be created via several channels in SAP CRM (e.g. Customer Webshop). Which application can be integrated with SAP CRM to ensure that the order is delivered in a timely manner?

Please choose the correct answer.

Response:

- A. SAP SCM
- B. SAP EVM
- C. SAP SRM
- D. SAP BI

Correct Answer: A

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### QUESTION 2

You would like to create the Organization Structure in CRM and are exploring various possibilities. Which of the following possibilities exist?

There are 2 correct answers to this question.

Response:

- A. You can create the organizational model automatically.
- B. A prerequisite for the automatic generation is that no organizational model already exists in the CRM system, because existing organizational models could be overwritten.
- C. The generation program can only be executed once. However delta program can be run multiple times.

Correct Answer: AB

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### QUESTION 3

From a technical point of view, the SAP CRM product master is a collection or arrangement of which of the following?

Please choose the correct answer.

Response:

- A. Classifications



B. Set Types

C. Hierarchies

Correct Answer: B

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#### QUESTION 4

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

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#### QUESTION 5

Extended UI enhancements can be implemented using the 'Component Enhancement workbench' concept.

Which of the following is NOT part of this concept?

Please choose the correct answer.

Response:

- A. An enhancement set is used to group several component enhancements together.
- B. An enhancement set can be defined independently of Easy Enhancement Workbench extensions.
- C. An enhancement set can be created using the Easy Enhancement Workbench.

Correct Answer: C

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