

C_TCRM20_72^{Q&As}

SAP Certified Application Associate - CRM Fundamentals with SAP
CRM 7.0 EHP2

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QUESTION 1

Which assignments do you need to make in Customizing when setting up organizational data determination in business transactions?

Note: There are 2 correct answers to this question.

- A. You must assign at least one determination rule to a transaction type.
- B. For the "Organizational Model" determination rule type, you have to assign responsibilities directly in the rule.
- C. You have to assign an organizational data profile to a transaction type.
- D. You must assign at least one determination rule to an organizational data profile.

Correct Answer: CD

QUESTION 2

Which of the following object types can you define in the CRM Middleware administration console?

Note: There are 3 correct answers to this question.

- A. Business objects
- B. Publications
- C. Customizing objects
- D. Subscriptions
- E. Sites

Correct Answer: BDE

QUESTION 3

A business scenario requires you to create a new customer-specific transaction type for quotations. Which of the following are possible subsequent tasks after you create this transaction type?

Note: There are 2 correct answers to this question.

- A. Maintain item category determination.
- B. Maintain copying control.
- C. Maintain a business context profile.
- D. Maintain a dispatching rule policy.

Correct Answer: AB

QUESTION 4

In a marketing training you explain the functions to create segmentation models, segments and target groups.

Which key point should the users remember?

- A. A segmentation model can contain segments, target groups, or target groups that are based on a segment.
- B. A target group that is already based on a segment can be assigned to another segment.
- C. A target group is updated automatically.
- D. A segment is a finite list of business partners that match a corresponding profile.

Correct Answer: A

QUESTION 5

What is the function of business partner roles?

- A. To identify the business partner number range
- B. To specify the tax rate
- C. To classify a business partner
- D. To determine the responsible sales organization

Correct Answer: C

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