# **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**

With reference to the Organizational data determination, which of the following are true? There are 2 correct answers to this question.

### Response:

- A. It works at the header as well as Item level but not schedule line level.
- B. The Org Data Profile needs to be assigned to the transaction type.
- C. Determination Rules are assigned to the Org Data Profile.
- D. Predefined Determination Rules cannot be changed.

Correct Answer: BC

#### **QUESTION 2**

You can define rules in Customizing for automatic organizational data determination. Which of the following are valid rule types?

There are 2 correct answers to this question.

## Response:

- A. Responsibility rule type
- B. Organization rule type
- C. Territory rule type
- D. Sales Org Rule type
- E. ERP Rule type

Correct Answer: AB

#### **QUESTION 3**

Which of the following SAP software components can be integrated with SAP CRM to allow you to compile and synchronize all the relevant data used to monitor and measure the success of your enterprise?

Please choose the correct answer.

Response:

A. SCM



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B. HCM

C. BW

D. SRM

Correct Answer: C

#### **QUESTION 4**

You need to enhance the product master in CRM with new fields. Which of the following are the steps

required?

There are 2 correct answers to this question.

Response:

- A. Assign a set type to a product hierarchy/
- B. Create new attributes and a set type
- C. Assign a product category to a transaction type

Correct Answer: AB

#### **QUESTION 5**

Which of the following statements are correct regarding CRM Middleware.

There are 3 correct answers to this question.

Response:

- A. There are basically 2 types of Bdocs Messaging and Synchronizing
- B. Data is replicated between CRM and ECC via BAPIMTCS.
- C. CRM system provides customizing and business data to ECC.
- D. Bdoc messages that have been processed with errors can be re-processed.
- E. CRM uses sBDocs to replicate business data between ECC and CRM.

Correct Answer: ABD

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