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**Exam** : **C\_TCRM20\_71**

**Title** : SAP Certified Application  
Associate - CRM Fundamentals  
with SAP CRM 7.0 EhP1

**Vendor** : SAP

**Version** : DEMO

NO.1 Starting with a quotation document, you want to create a follow-up sales order document. Which of the following can you use to influence the copying control for business transactions?(Choose three)

- A. Copying control for transaction history
- B. Copying control for item categories
- C. Copying routines using a BAdI
- D. Copying control for transaction types
- E. Copying control for transaction profile

**Answer:** B,C,D

NO.2 Which of the following statements regarding marketing attributes are correct?

- 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.

**Answer:** A,B

NO.3 You can define the replication of data from the SAP CRM server to other systems. Where is the corresponding replication model created?

- A. In the Data Integrity Manager
- B. In the administration console
- C. In the BDoc Modeler
- D. In the object management

**Answer:** B

NO.4 In CRM Field Applications, which object is used to set up the sites and to influence the data distribution logic from a business perspective?

- A. BDoc Modeler
- B. Administration console
- C. Mobile Application Studio
- D. Object management

**Answer:** B

NO.5 Which assignments do you need to make in Customizing when setting up organizational data determination in business transactions?(Choose two)

- 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.

**Answer:** C,D

NO.6 SAP ERP material master data can be loaded into SAP CRM product master data using CRM

Middleware.

What Customizing is required before this can take place?

- A. Material master classification
- B. Base hierarchies
- C. Item categories
- D. Condition data

**Answer:** B

NO.7 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?

- A. SCM
- B. HCM
- C. BW
- D. SRM

**Answer:** C

NO.8 Which tasks can you accomplish using the design layer?(Choose two)

- A. Define the colors used in the CRM WebClient UI.
- B. Define table paddings in the CRM WebClient UI.
- C. Change field labels.
- D. Hide certain fields.

**Answer:** C,D

NO.9 Which assignments do you have to make in Customizing when setting up the condition technique for pricing?(Choose three)

- A. Assignment of condition types to access sequence
- B. Assignment of condition tables to access sequence
- C. Assignment of condition types to pricing procedure
- D. Assignment of access sequence to pricing procedure
- E. Assignment of access sequence to condition type

**Answer:** B,C,E

NO.10 Which of the following components of SAP Solution Manager support the implementation phase of an SAP CRM project?(Choose two)

- A. Implementation and test tools, for example the IMG or the Test Workbench
- B. Roadmaps providing links to accelerators and tools that perform project tasks
- C. Wizards that support the technical installation of the SAP CRM system
- D. Skill-based allocation reports to assign qualified employees to the project

**Answer:** A,B