



QUESTION & ANSWER

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Exam : **C_TCRM20_73**

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

Version : DEMO

1.Which of the following are the capabilities of the CRM Solution? There are 3 correct answers to this question.

- A. Partner Channel Management.
- B. Survey Applications.
- C. Field Applications.
- D. E-Commerce.

Answer: A,C,D

2.Which of the following SAP CRM interaction channels focuses on indirect sales and on partner relationship management? Please choose the correct answer.

- A. Interaction Channel.
- B. Partner Channel management.
- C. Web Channel.
- D. Field Applications.

Answer: B

3.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.

- 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.

Answer: C

4.Partner processing involves which of the following? There are 4 correct answers to this question.

- A. Partner function category
- B. Partner function
- C. Partner determination procedure
- D. Access Sequence
- E. Partner Item Category

Answer: A,B,C,D

5.In terms of the levels that the Organization Structure in CRM can have, which of the following statements are True? Please choose the correct answer.

- A. Level are restricted to 128
- B. Levels are restricted to 1024
- C. There is NO limit on the number of levels.

Answer: C