



SAP Certified Application Associate - CRM Fundamentals with SAP CRM 7.0 EhP2

Version: 6.0

[Total Questions: 80]

http://www.maitiku.com QQ:860424807



Topic break down

Торіс	No. of Questions
Topic 1: CRM Middleware	9
Topic 2: CRM User Interface	15
Topic 3: SAP CRM Basic Functions	13
Topic 4: SAP CRM Interaction Channels	10
Topic 5: SAP CRM Master Data	12
Topic 6: SAP CRM Scenarios	10
Topic 7: SAP CRM Transactional	7
Processing	
Topic 8: SAP Technology and	4
Integration	



Topic 1, CRM Middleware

Question No : 1 - (Topic 1)

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

Answer: B,D,E

Question No : 2 - (Topic 1)

Where is data replicated when you use CRM Middleware?

- A. To sites as defined in Publications
- B. To external systems, based on the definition in the respective adapters
- C. To sites as defined in Subscriptions
- D. To individual users for mobile application data

Answer: C

Question No : 3 - (Topic 1)

You are responsible for data loads of business objects, such as business partners and sales orders, from SAP ERP to SAP CRM.

Where do you apply filters to reduce the data load?

- **A.** In the Customizing objects
- **B.** In the administration console

C. In the BDoc ModelerD. In the business adapter objects

Answer: D

Question No : 4 - (Topic 1)

When setting up data transfer of Customizing objects from SAP ERP to SAP CRM, what do you need to consider?

A. Filtering is possible. Filter criteria defined in SAP CRM will be automatically synchronized with SAP ERP.

B. Filtering is possible. Filter criteria defined in SAP CRM must be manually synchronized with SAP ERP.

C. Filtering is possible. Filter criteria defined in SAP ERP will be automatically synchronized with SAP CRM.

D. Filtering is not possible. Manual deletion of unwanted data in CRM is required after the data transfer has completed.

Answer: A

Question No : 5 - (Topic 1)

Which of the following statements best describes the structure of adapter objects in Customizing?

- **A.** They always contain a maximum of two database tables.
- B. They always contain exactly one database table.
- **C.** They always contain more than two database tables.
- **D.** They always contain one or more database tables.

Answer: D

Question No : 6 - (Topic 1)

You have to configure the replication of business objects from SAP ERP to SAP CRM.

Which of the following are relevant process steps?

Note: There are 2 correct answers to this question.

- A. Define the block size for adapter objects.
- **B.** Monitor downloads via the download monitor.
- **C.** Assign BDocs in the administration console.
- **D.** Activate the replication and realignment queue.

Answer: A,B

Question No : 7 - (Topic 1)

You want to be notified when BDoc messages are not executed properly.

What would you configure?

- A. qRFC monitor
- **B.** Error handler
- **C.** Middleware broker
- **D.** Subscription in admin console

Answer: B

Question No : 8 - (Topic 1)

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



Question No : 9 - (Topic 1)

Business partners created in SAP CRM are not transferred to SAP ERP.

What do you need to do to resolve this CRM-Middleware-related problem?

Note: There are 3 correct answers to this question.

- A. Check erroneous BDoc messages in SAP CRM.
- B. Check object management in SAP CRM.
- C. Check erroneous BDoc messages in SAP ERP.
- D. Check number range assignments in SAP ERP and SAP CRM for business partners.
- E. Check RFC connections between CRM and ERP.

Answer: A,D,E

Topic 2, CRM User Interface

Question No : 10 - (Topic 2)

Which tasks can you accomplish using the design layer?

Note: There are 2 correct answers to this question.

- 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

Question No : 11 - (Topic 2)

Sales representatives using the CRM WebClient UI complain that the navigation bar has recently changed. Links they used in the past are no longer available. You have to investigate this issue.