

## Question: 1

How the SAP Revenue Accounting and Reporting solution can be enhanced??

Note: There are 2 correct answers to this question.

- A. Field Extensibility
- B. Business Add-Ins
- C. Company creation

**Answer: A,B**

## Question: 2

The RTOM application toolkit uses the following main entities to configure system integration:

Note: There are 3 correct answers to this question.

- A. Data sources
- B. Infrastructure
- C. Conditions groups
- D. Events

**Answer: A,C,D**

## Question: 3

Which object determines the grouping for transfer to general ledger?

- A. Reconciliation account
- B. Company code group
- C. Reconciliation key
- D. Single document indicator

**Answer: C**

## Question: 4

Search for marketing prospects has been enhanced with the following attributes:

Note: There are 2 correct answers to this question.

- A. Rented information
- B. Company name
- C. Organization information
- D. Marketing attributes
- E. Converted to BP

**Answer: C,D**

### Question: 5

Which technology do you use to replicate the price conditions for recurring charges from SAP CRM to SAP Convergent Charging?

- A. Order Distribution Infrastructure
- B. Remote Function Call
- C. Simple Object Access Protocol
- D. Web services

**Answer: D**

### Question: 6

The following new assignment blocks are available with this business function:

Note: There are 2 correct answers to this question.

- A. Assignment block for complaints on the overview page for accounts
- B. Assignment block for leads on the overview page for contact persons
- C. SAP enhancement package 1 (SP06) for SAP CRM 7.0

**Answer: A,B**

### Question: 7

For the combination of account group, classification, and business partner role, the report shows:

Note: There are 2 correct answers to this question.

- A. For upload from SAP CRM to SAP ERP: non-mandatory field groups in SAP CRM that are mapped to mandatory modification groups in SAP ERP
- B. For download from SAP ERP to SAP CRM: non-mandatory modification groups in SAP ERP that are mapped to mandatory field

groups in SAP CRM  
C. None of these

**Answer: A,B**

### Question: 8

You can now use live rates with trade promotion management to do the following:  
Note: There are 2 correct answers to this question.

- A. Integration with SAP NetWeaver Business Warehouse
- B. Plan and calculate promotional budgets for trade promotion activities
- C. Text determination
- D. Integrate with SAP CRM funds management to post budget amounts based on live rates

**Answer: B,D**

### Question: 9

You have made settings under Basic Functions Access Control Engine in the following activities:  
Note: There are 2 correct answers to this question.

- A. Rules Create Rules
- B. Create Rights
- C. Loyalty Productivity
- D. None of these

**Answer: A,B**

### Question: 10

Where are the charge plans stored after you perform cross-catalog mapping?

- A. SAP Convergent Charging
- B. SAP Convergent Charging and SAP CRM
- C. SAP CRM
- D. SAP Convergent Mediation

**Answer: A**