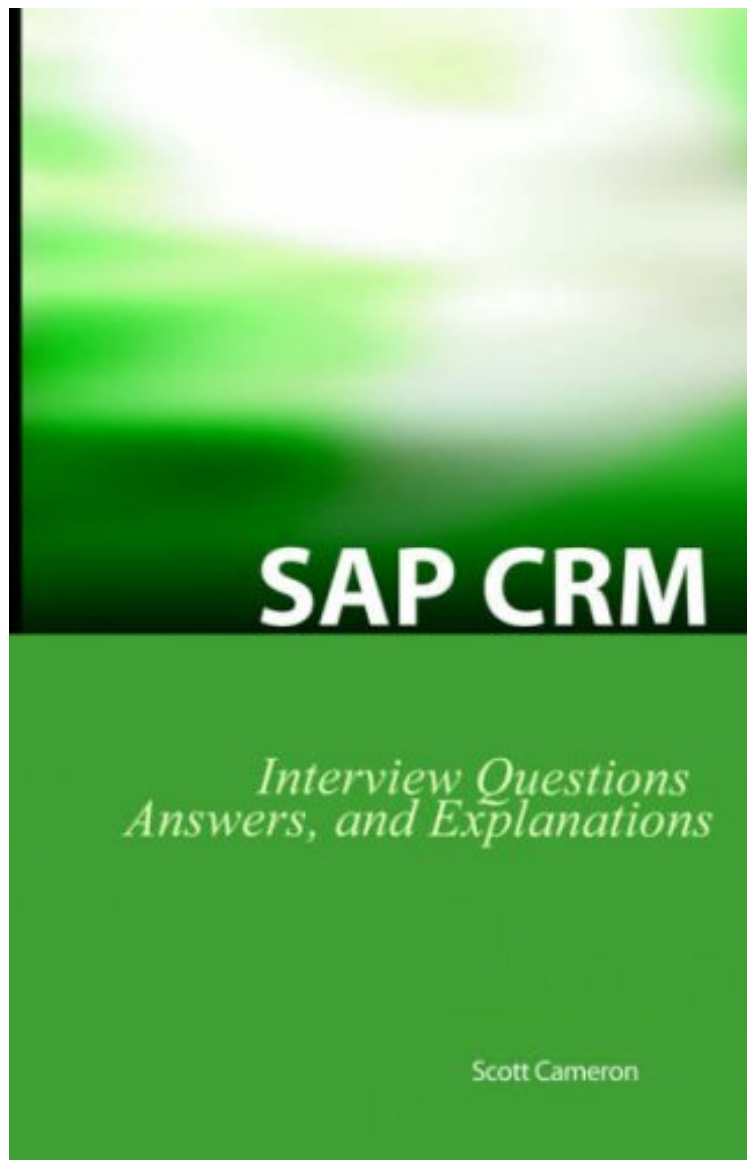


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# SAP CRM Interview Questions, Answers, and Explanations: SAP Customer Relationship Management Certification Review

*Scott Cameron*

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The only use I can see of this book is:  
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By BookieFirst, and frankly the most important thing to understand about interview questions books is that they help you save time. These books help you understand what deserves your attention and further reading, and what does not. These books help you understand what you need to learn, and what you can safely ignore. As an SAP consultant you can spend several hours each week, if not every day, learning about SAP. It is a major part of being an SAP person (especially a good one), and anything that you can do to reduce the amount of time you spend simply learning is very valuable to you. When you're spending time reading and not billing at a client, it can cost you about \$100 each hour. That's expensive reading time! And so why would you even think twice about the cost of a \$50 book if you think it will help you learn something valuable that you can apply at your job.  
Second, the SAP market is evolving. It is evolving in ways that demand SAP people understand more about the product we are working with - It's not uncommon to see requests for an "MM and SD" functional consultant these days. Also, in my consulting practice, I am focusing on SRM - but each day I am called upon to talk about MM, PP, PS, and other areas in SAP. I think that clients are less and less willing to hear, "Well that's a FICO issue - or that's an MM issue."  
Finally, I use these books myself. Each time I'm asked a question that stumps me, and this happens all of the time (despite what my clients may think), I turn to my own books as a reference. A couple of weeks ago someone asked me a question about a work order in PM. As an SRM consultant, I had little exposure to work orders. So I grabbed my PM Interview Questions book, looked up work orders in the index, and the EXACT question someone asked me was answered in the PM book. So the SAP Interview Questions, Answers, and Explanations series of books help save SAP people time because they show you what is important to learn, and I believe they help greatly in cross training - and so that's what these books are all about. They will save you time, and give you more knowledge about the SAP product. And the only group of people that don't want that to happen are consultants who want to keep their skills a secret!  
1 of 1 people found the following review helpful. Too specific and over priced  
By V. Hegde  
The book is very specific to questions and answers - does not provide any overview of CRM or context under which the answers make sense. I expected it to be a better guide of my CRM understanding going by the high price of the book. Unless you are already an expert and want to brush up your CRM before an interview, this book may not be helpful - also overpriced.

The Comprehensive Guide to Screening SAP CRM Candidates Certification Questions, Answers, and Explanations! It's clear that SAP CRM is one of the most challenging areas in SAP. Finding resources can be difficult. SAP CRM Interview Questions, Answers, and Explanations guides you through your learning process. From helping you to assess your CRM skills to evaluating candidates for a job, SAP CRM Certification Questions will put you on the path to understanding what you really need to know. The book is organized around three areas of SAP CRM - Technical installation, Troubleshooting, and Functional use of CRM. Each question includes everything you need to know to master the interview or properly evaluate a candidate. More than just a rehash of SAP documentation and sales presentations, each question is based on project knowledge and experience gained on successful high-profile SAP implementations. Key interview topics include: The most important configuration settings to know SAP CRM tables and transaction codes, Certification examination questions, Organization model, business partners replication, User management, transport system, patches, and upgrades, Sales orders, business warehouse data, and BADIs, Everything a CRM resource needs to know before an interview