



Vendor: SAP

Exam Code: P_SD_64

Exam Name: SAP Certified Application Professional -
Order Fulfillment with SAP ERP 6.0 EHP4

Version: DEMO

1. Your customer has added fields to the sales order item table. These should be included into Sales Information System (SIS) and SAP BW reports. How do you ensure data accuracy before activating the respective DataSource?

- A. Prevent document updates
- B. Lock setup table
- C. Delete BW data
- D. Deactivate RFC connections

Answer: A

2. SAP credit management allows you to use predefined analyses in the SAP BW. What is a key benefit of this strategic reporting.?

- A. Automatic handling of the order to cash process in managing the credit limit.
- B. Monitoring credit risks and analysis of customer payment and order behavior.
- C. Immediate analysis of customers to trigger alerts in the invoicing process.
- D. Monitoring of delivery processes to reduce the risk of supplying a bankrupt customer.

Answer: B

3. A customer is still using the Logistic Information System (LIS) but considers introducing SAP BW.

After analyzing the reports, what would be a reason to keep LIS for some of the reports?

- A. The BW reports are unable to handle more than twelve dimensions.
- B. These LIS reports already contain interactive visual analytical views.
- C. The BW is unable to handle the required authorization concept.
- D. The posting of data to LIS is event controlled and allows real-time reporting.

Answer: D

4. Sales documents are extracted from SAP ERP to SAP BW using the Logistics Cockpit. How do you ensure that only changed documents are extracted?

- A. Implement a User Exit.
- B. Activate the supplied Business Add-In.
- C. This requirement is met by standard functionality.
- D. Reduce the frequency of extracts for sales, billing, and delivery documents.

Answer: C

5. How do you characterize the principle of the availability check?

- A. First Come - First Served
- B. Last In - First Out
- C. First In - First Out
- D. First Expired - First Out

Answer: A

6. Your customer is planning to replace the current Excel based capacity planning with an SAP based ATP solution.

How do you prevent overbooking of the plant?

- A. Implement an ATP check against product allocations which are designed as production capacity.
- B. Implement an ATP check against replenishment lead time.
- C. Implement a multi-level ATP check against component availability in PP.
- D. Implement a rescheduling with ATP check.

Answer: A

7. What are the advantages of an ATP check in SAP SCM compared to an ATP check in SAP ERP? (Choose two)

- A. Higher system performance
- B. Simultaneous access to identical products
- C. Reduced master data maintenance
- D. Elimination of stock shortage

Answer: A,B

8. Which object do you use to switch on the ATP check?

- A. Requirement class
- B. Checking rule
- C. Requirement type
- D. Strategy group

Answer: A

9. Your customer is unable to post goods issue, although material availability is confirmed with ATP for that date. Shipment scheduling is carried out in SAP ECC. What is the reason?

- A. The scheduling is progressive and planned receipts are evaluated at the beginning of the day.
- B. The scheduling is conservative and planned receipts are evaluated at the end of the day.
- C. The scheduling is total conservative and planned receipts with confirmed material availability after 12:00 p.m. are evaluated on the next day.
- D. The scheduling is exact and planned receipts are evaluated at 12:00 p.m. of the day.

Answer: A

10. Your customer is using ATP check including replenishment lead time which is not maintained in material master.

Which time indicators are used in this case?

- A. In-house production: goods receipt processing time + pick/pack time
- B. External procurement: purchasing department processing time + planned delivery time
- C. In-house production: in-house production time + pick/pack time
- D. External procurement: planned delivery time + loading time

Answer: B

11. Your customer is regularly facing long time periods between the creation of the delivery and the creation of the invoice for export customers. They are asking you for an option to update the export data in export invoices.

What is a possible solution?

- A. Activate customer BAdI in the invoice.
- B. Configure standard copy control.
- C. Define commodity codes.
- D. Enable direct billing type access to the material export data.

Answer: B

12. Your customer created FI documents but forgot to maintain some foreign trade data.

Where can you add missing foreign trade data?

- A. It is not possible anymore
- B. In the accounting document
- C. In the foreign trade cockpit
- D. In the controlling document

Answer: C

13. How can foreign trade data be determined in a sales document?

- A. They can only be determined during sales order creation.
- B. They can only be maintained by master data maintenance.
- C. They can be added later on in the accounting document.
- D. They can be taken over from customized default values.

Answer: D

14. In which areas does the Business Content that is delivered with SAP Global Trade Services (GTS) enable your customer to perform strategic reporting? (Choose two)

- A. Transport processing
- B. Customs processing
- C. Duty rate procedure
- D. Transit procedure

Answer: B,D

15. Your customer has implemented sales order management using all available scenarios in SAP ERP.

They plan to extend their business processes by using SAP CRM.

For which scenario do you advise them to use CRM?

- A. Contract Management
- B. Inquiry Management
- C. Opportunity Management
- D. Quotation Management

Answer: C