

# SAP

## Exam P\_SD\_65

**SAP Certified Application Professional - Order Fulfillment with SAP  
ERP 6.0 EhP5**

Version: 5.0

**[ Total Questions: 80 ]**

**Question No : 1**

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**

**Question No : 2**

Your customer is using their own modified condition tables with a large number of condition records. How can you improve the performance of the pricing procedure?

- A. Optimize the access sequence with special requirements.
- B. Buffer the condition table within a modification to reduce the number of accesses.
- C. Use standard formulas to optimize the pricing procedure process.
- D. Split the condition into two by using a customer exit to make the tables smaller.

**Answer: B**

**Question No : 3**

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**

**Question No : 4**

What is the main goal of introducing the make-to-stock process?

- A. To enable planning for a long period
- B. To be independent from customers orders
- C. To be always able to deliver
- D. To have a high efficiency

**Answer: C**

**Question No : 5**

Since release 4.5A, you can value the materials for the sales order together with the materials for the make-to-stock inventory. Prerequisite is that the costs have been collected on a specific order. Which one?

- A. Sales Order
- B. Planned Order
- C. Purchase Order
- D. Production Order

**Answer: D**

**Question No : 6**

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**

**Question No : 7**

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**

**Question No : 8**

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**

**Question No : 9**

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**

**Question No : 10**

A company is creating variants by using combinations of individual material characteristics. They want to use variant configuration in SAP ERP. How do you set up the variant configuration? (Choose two)

- A. Describe configurable materials by using classes that represent characteristics.
- B. Assign the variant classes to plants so that organizational units can use variant configuration.
- C. Assign the characteristics of the configurable product description to a class category.
- D. Define relationship knowledge to describe mutual dependencies between various objects in a configuration.

**Answer: A,D**

**Question No : 11**

The customer is implementing an inter-company process in SAP ERP by only doing the necessary customizing without any enhancements or modifications. Which tax determination strategy is used?

- A. The departure country is determined via the company code and the destination country is determined via customer master of the sales organization.
- B. The departure country is determined via the material master record and the destination country is determined via customer master of the sales organization.
- C. The departure country is determined via the material master record and the destination country is determined via the distribution channel.
- D. The departure country is determined via the origin of the material and the tax code of the destination country.

**Answer: A**