

SAP EDUCATION

SAMPLE QUESTIONS: P_SD_64

SAP Certified Application Professional – Order Fulfillment with SAP ERP 6.0 EHP4

Disclaimer: These sample questions are for self-evaluation purposes only and do not appear on the actual certification exams. Answering the sample questions correctly is no guarantee that you will pass the certification exam. The certification exam covers a much broader spectrum of topics, so do make sure you have familiarized yourself with all topics listed in the exam competency areas before taking the certification exam.

Questions

1. The customer wants to analyze orders while being able to gain insights from various analyses, and to alter business rules by changing conditions.

Which interactive visual analytical tool do you recommend to fulfill this requirement?

Please choose the correct answer.

- a) SAP BW reporting
- b) Dashboards
- c) Advanced Business Application Programming
- d) Logistic Information System

2. In which sequence does the system check the master data to determine the delivery plant for the sales order?

Please choose the correct answer.

- a) Customer material info => customer master => material master
- b) Material master => customer material info => customer master
- c) Customer material info => material master => customer master
- d) Material master => customer master => customer material info

3. A customer is producing materials according to planned independent requirements.

At what time during the make-to-stock process is the requirement consumption of a new sales order item visible in the system?

Please choose the correct answer.

- a) After saving the order
- b) After a new planning run
- c) After creating the delivery
- d) After posting goods issue

4. Which logistical KPIs are most relevant for a consumer products company?

Please choose the correct answer.

- a) Distribution related KPIs
- b) Production related KPIs
- c) Procurement related KPIs
- d) Research and development related KPIs

5. A company with plants and sales organizations spread all over Europe wants to ensure single points of contact for their customers.

Which process do they need to implement in SAP ERP?

Please choose the correct answer.

- a) Inter-company process
- b) Third-party process
- c) Vendor managed inventory process
- d) Self billing process

6 In an upgrade project, the project manager asks you to clarify the maintenance responsibility for user exits.

Who is responsible?

Please choose the correct answer.

- a) The customer is responsible for all modifications such as user exits.
- b) SAP is always responsible, as user exits are provided as standard interfaces.
- c) SAP is only responsible if the customer has an Enterprise Support contract.
- d) The implementation partner is responsible, if the customer has a Max Attention contract.

7. Which criteria are used for route determination?

Please choose the correct answer.

- a) Shipping condition and loading group
- b) Shipping condition and transportation group
- c) Shipping point and transportation group
- d) Shipping point and loading group

8. Is it possible to work with self billing in the inter-company process?

Please choose the correct answer.

- a) Yes, because the delivery number is known by the selling sales organization.
- b) Yes, because the invoice number is known by the delivering sales organization.
- c) No, because the price is only known by the delivering sales organization.
- d) No, because the GL accounts are only known by the selling sales organization.

9.

In which case should a company work with the "delivery free of charge process"?

Please choose the correct answer.

- a) To send product samples to their customers.
- b) To return goods to the supplier.
- c) To ship goods to another company code.
- d) To relocate goods in a plant.

10.

A user is missing the authorization for a particular transaction.

How can you determine which authorization object is missing in the authorization profile?

Please choose the correct answer.

- a) Execute the transaction 'Executable Transactions' directly after the respective transaction.
- b) Execute the transaction 'Display authorization data for user XY' directly after the respective transaction.
- c) Execute the transaction 'Profiles by Authorizations' directly after the respective transaction.
- d) Execute the transaction 'Roles by complex Selection Criteria' directly after the respective transaction.

11 Which transaction enables you to find out who is locking a specific sales document?

Please choose the correct answer.

- a) Transaction 'Display authorization data for user XY' (SU53)
- b) Transaction 'User List' (SM04)
- c) Transaction 'System Log' (SM21)
- d) Transaction 'Select Lock Entries' (SM12)

12. For which purpose do you use transaction variants?

Please choose the correct answer.

- a) They enable the variants for the materials and bills of material selection screens.
- b) They allow making fields mandatory or hidden beyond the options in field selection.
- c) They enable using variant dependencies to ensure that the correct BOM items are selected.
- d) They allow applying user parameter IDs only in enhancement transactions.

13. A Which applications are integrated with variant configuration in SAP ERP?

Note: There are 3 correct answers to this question.

- a) CRM Internet Pricing and Configurator (IPC)
- b) ERP Finance (FI)
- c) ERP Costing (CO)
- d) ERP Quality Management (QM)
- e) ERP Pricing (SD)

14. A customer calls you with the problem that a couple of sales orders are not processed.

What could be the reason?

Please choose the correct answer.

- a) They are working with production orders and the production status is not approved.
- b) They are using copy management and the copy process has not been started.
- c) They are working with inter-company processes and the sales organization is not assigned to the company code.
- d) They are using production bills of material and the assigned change number is not approved.

15. A company with a heavily distributed system landscape has problems with the consolidation of credit relevant information.

What are arguments for implementing SAP Credit Management to overcome these problems?

Note: There are 2 correct answers to this question.

- a) You can connect non-SAP systems using standard XML interfaces.
- b) You can monitor the credit limit of business partners centrally.
- c) You have to do less extensive master data maintenance.
- d) You can enable an online interface to your banking account.

16. Which function do you use to transfer a cost component split that has been calculated in a sales order cost estimate to Profitability Analysis?

Please choose the correct answer.

- a) Product cost estimate
- b) Planned cost estimate
- c) Unit cost estimate
- d) Additive cost estimate

17. Where is it possible to carry out a new price determination?

Note: There are 2 correct answers to this question.

- a) Invoice document
- b) Copy control from delivery to invoice
- c) Invoice transfer to FI
- d) Controlling document

18. A company asks you to develop a week day's specific pricing for exceptional cases.

How can you cover that requirement?

Note: There are 2 correct answers to this question.

- a) Implement a new sales document type and assign a specific document pricing procedure
- b) Implement a user exit for a scale base routine and enter its name in the scale formula field of the relevant condition type.
- c) Activate the group conditions field of the relevant condition type.
- d) Specify a routine and enter its name in the group condition routine field of the relevant condition type.

19. Your customer wants to connect their SAP ECC with their SAP CRM system.

What activity is required to enable the integration?

Please choose the correct answer.

- a) Install the XIF adapter on the ECC system and connect to the R/3 adapter in the CRM system.
- b) Install the XIF adapter on the CRM system and connect to the R/3 adapter in the ECC system.
- c) Install a plug-in on the CRM system and connect to the R/3 adapter in the ECC system.
- d) Install a plug-in on the ECC system and connect to the R/3 adapter in the CRM system.

20. A customer wants to implement the revenue recognition functionality in sales and distribution.

What do they need to consider?

Please choose the correct answer.

- a) This functionality must be implemented by SAP or a certified Partner.
- b) The functionality needs the installation of a special security pack delivered in a support package.
- c) This functionality must be individually released by SAP at least four weeks prior to go live.
- d) The functionality requires the release ECC 6.0 or higher.

21. Your customer considers implementing decentralized business applications in more than one SAP system.

Why?

Note: There are 2 correct answers to this question.

- a) Decentralization allows a better allocation of available resources for outsourcing sales planning functionalities.
- b) Increasing market globalization leads to physical separation of organizational units.
- c) Customers and vendors get broader access to a range of foreign products and services.
- d) Business processes are not limited to a single company and customers and vendors are becoming increasingly involved.

Solutions

1 a) Incorrect

1 b) Correct

1 c) Incorrect

1 d) Incorrect

2 a) Correct

2 b) Incorrect

2 c) Incorrect

2 d) Incorrect

3 a) Incorrect

3 b) Correct

3 c) Incorrect

3 d) Incorrect

4 a) Correct

4 b) Incorrect

4 c) Incorrect

4 d) Incorrect

5 a) Correct

5 b) Incorrect

5 c) Incorrect

5 d) Incorrect

6 a) Correct

6 b) Incorrect

6 c) Incorrect

6 d) Incorrect

7 a) Incorrect
7 b) Correct
7 c) Incorrect
7 d) Incorrect

8 a) Correct
8 b) Incorrect
8 c) Incorrect
8 d) Incorrect

9 a) Correct
9 b) Incorrect
9 c) Incorrect
9 d) Incorrect

10 a) Incorrect
10 b) Correct
10 c) Incorrect
10 d) Incorrect

11 a) Incorrect
11 b) Incorrect
11 c) Incorrect
11 d) Correct

12 a) Incorrect
12 b) Correct
12 c) Incorrect
12 d) Incorrect

13 a) Correct
13 b) Incorrect
13 c) Correct
13 d) Incorrect
13 e) Correct

14 a) Correct
14 b) Incorrect
14 c) Incorrect
14 d) Incorrect

15 a) Correct
15 b) Correct
15 c) Incorrect
15 d) Incorrect

16 a) Correct
16 b) Incorrect
16 c) Incorrect
16 d) Incorrect

17 a) Correct
17 b) Correct
17 c) Incorrect
17 d) Incorrect

18 a) Correct
18 b) Correct
18 c) Incorrect
18 d) Incorrect

19 a) Incorrect
19 b) Incorrect
19 c) Incorrect
19 d) Correct

20 a) Incorrect
20 b) Incorrect
20 c) Correct
20 d) Incorrect

21 a) Incorrect
21 b) Correct
21 c) Incorrect
21 d) Correct