Vendor: SAP

Exam Code: P_SD_65

Exam Name: SAP Certified Application Professional - Order Fulfillment with SAP ERP 6.0 EHP5

Version: DEMO

QUESTION 1
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

QUESTION 2
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: BD

QUESTION 3
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

QUESTION 4
How do you enable campaign determination for sales orders in SAP ERP using campaigns from SAP CRM? (Choose two)

A. Maintain the campaign determination procedure in ERP.
B. Download the campaign determination procedure from CRM to ERP.
C. Maintain condition records for campaign determination in ERP.
D. Activate campaign determination in ERP.

Answer: AD

QUESTION 5
The customer wants to exclude taxes for special transactions like goods movement, goods receipt purchase order, and goods receipt production order. What is required to implement this?

A. Define tax determination for each tax condition.

B. Define tax codes for non-tax relevant transactions.
C. Exclude tax codes using responsibilities in an access sequence.
D. Exclude tax codes in the condition type using formulas.

Answer: B

QUESTION 6
The customer wants to see the reference number of the SD billing documents in the FI documents.
Which implementation strategy do you recommend?

A. Use the foreseen customer exit to provide the number to the FI document.
B. Use a modification with a user exit to include the number in the FI document.
C. Use the customizing of the copy control to copy the number from the billing document.
D. Use one of the standard fields that are not used in the billing and the FI document to store and populate
   the number.

Answer: C

QUESTION 7
A customer uses make-to-order production with assembly processing. How do you schedule a sales order when components are already produced and procured?

A. Create a production order directly from the sales order.
B. Use a planning run to generate a planning order for the sales order.
C. Explode the bill of material and plan dependent demands for the sales order.
D. Use heuristic planning for material reservation of the sales order.

Answer: A

QUESTION 8
Your customer uses make-to-order production and assembly. When an item is deleted from a sales order, the production order for this item is not deleted. What do you identify as the reason?

A. The stock level is high enough that the receipt is not necessary for order fulfillment.
B. The production order was created manually for the sales order.
C. The production order was created from the sales order.
D. The production order was created through a planning run in PP.

Answer: B

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