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SAP C-BCBTM-2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Understanding Business Transformation: This section of the exam evaluates the abilities of Business Transformation Advisors and covers the fundamental principles of business transformation in the digital age. It emphasizes recognizing transformation drivers, defining strategic objectives, and integrating technological innovations into organizational change processes. Candidates are expected to understand how SAP tools and methodologies enable efficient transformation planning, execution, and sustainability across various industries.
Topic 2	<ul style="list-style-type: none"> Understanding WalkMe: This section of the exam evaluates the competencies of Digital Adoption Specialists and covers the role of WalkMe within the SAP ecosystem. It focuses on how WalkMe enhances user experience, drives digital adoption, and simplifies workflows across SAP solutions. Candidates learn how WalkMe guidance and automation tools support end-users in navigating complex SAP applications, ultimately improving productivity, engagement, and system utilization.
Topic 3	<ul style="list-style-type: none"> Positioning SAP Business Transformation Management Solutions: This section of the exam measures the skills of SAP Solution Consultants and focuses on understanding how to position SAP Business Transformation Management solutions within diverse enterprise environments. It covers identifying the value proposition of these solutions, aligning them with customer transformation strategies, and demonstrating how they support business agility and operational excellence through data-driven insights and process optimization.
Topic 4	<ul style="list-style-type: none"> Understanding SAP Signavio and SAP LeanIX Solutions: This section of the exam measures the expertise of Enterprise Architects and focuses on the core concepts of SAP Signavio and SAP LeanIX. It includes understanding how these solutions enhance enterprise architecture management, process intelligence, and business process transformation. Learners explore how SAP Signavio provides visibility into business processes and how SAP LeanIX supports IT landscape transparency, allowing organizations to improve alignment between business goals and IT systems.

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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q31-Q36):

NEW QUESTION # 31

What are the benefits of SAP Business Transformation Management solutions?

(Note: There are 2 correct answers to this question.)

- A. They are process mining tools which can help identifying process and IT infrastructure bottlenecks.
- **B. They provide visibility into processes, people, and applications and therefore support our customers in their ERP transformation.**
- **C. They empower organizations to drive digital transformation by enhancing process efficiency and IT infrastructure management.**
- D. They are tools limited to IT landscape analysis and financial reporting.

Answer: B,C

Explanation:

SAP Business Transformation Management (BTM) Solutions are comprehensive, cross-functional tools designed to give organizations visibility across business processes, people, and technology - empowering them to manage digital transformation effectively.

"SAP BTM solutions provide end-to-end visibility across processes, people, and applications, helping organizations streamline ERP transformation initiatives." Reference:

Visibility Across the Enterprise (Answer B):

SAP BTM combines the analytical power of SAP Signavio (process intelligence), SAP LeanIX (enterprise architecture), and WalkMe (adoption enablement) to support holistic transformation initiatives.

"BTM solutions provide a unified view of the business and IT landscape, ensuring transparency across processes, systems, and stakeholders." Driving Digital Transformation and Efficiency (Answer C):

These solutions enable companies to improve process performance and IT infrastructure through insight-driven optimization and modernization.

"By enhancing process efficiency and IT infrastructure management, SAP BTM empowers organizations to drive digital transformation with measurable business outcomes." Incorrect Options:

A: BTM solutions go far beyond IT analysis; they connect business, IT, and people perspectives.

D: While process mining is part of the suite (via Signavio), BTM offers much broader transformation management beyond mining alone.

Therefore, the verified answers are:

B: They provide visibility into processes, people, and applications and therefore support our customers in their ERP transformation.

C: They empower organizations to drive digital transformation by enhancing process efficiency and IT infrastructure management.

NEW QUESTION # 32

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To manage payroll systems efficiently
- B. To automate recruitment processes
- **C. To reduce digital friction and guide users through complex software**
- D. To implement advanced hardware solutions

Answer: C

Explanation:

The WalkMe Digital Adoption Platform (DAP) is designed to improve the user experience by reducing friction when interacting with digital systems. It provides on-screen guidance, automation, and analytics that help users complete tasks accurately and efficiently.

"The primary purpose of WalkMe's Digital Adoption Platform is to reduce digital friction and guide users through complex software environments using AI-powered, context-aware assistance." Reference:

The platform enhances employee productivity, adoption success, and process efficiency across SAP and third-party applications by simplifying navigation and ensuring process compliance.

"WalkMe DAP provides contextual guidance directly within applications, enabling users to execute digital workflows with minimal errors or training." Incorrect Options:

A: WalkMe is software-based, not a hardware solution.

B: Recruitment automation is part of SAP SuccessFactors, not WalkMe.

D: Payroll management is unrelated to WalkMe's purpose.

Verified Correct answer: C: To reduce digital friction and guide users through complex software.

NEW QUESTION # 33

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Lower software maintenance costs
- **B. Streamlined user adoption and seamless process integration**
- C. Enhanced physical supply chain management
- D. Increased hiring efficiency

Answer: B

Explanation:

The partnership between SAP and WalkMe integrates WalkMe's Digital Adoption Platform (DAP) directly into SAP applications (such as SAP S/4HANA, SAP SuccessFactors, and SAP Ariba) to improve user engagement and digital process execution.

"The combined SAP-WalkMe solution helps organizations streamline user adoption and simplify process integration, ensuring users can easily navigate SAP systems and execute digital workflows correctly." Reference:

This integration provides contextual, real-time assistance to users within SAP interfaces, enabling faster onboarding, fewer errors, and improved productivity - all critical for successful transformation under the SAP Business Transformation Management (BTM) framework.

"WalkMe for SAP reduces complexity by guiding users in real time, supporting end-to-end process integration, and driving adoption across the SAP ecosystem." Incorrect Options:

A: Lower maintenance costs are a secondary effect, not the core benefit.

B: WalkMe is not a hiring solution.

D: It does not manage supply chains directly.

Verified Correct answer: C: Streamlined user adoption and seamless process integration.

NEW QUESTION # 34

What are typical challenges SAP customers face in an ERP transformation?

(Note: There are 3 correct answers to this question.)

- A. Inability to generate financial reports due to a lack of data analytics capabilities
- B. Significant reduction in product quality
- **C. Not knowing how and where to start their transformation journey**
- **D. Lack of transparency into processes and system landscapes**
- **E. Alignment between business and IT**

Answer: C,D,E

Explanation:

According to SAP's Business Transformation Management (BTM²) and SAP Signavio Transformation Framework, the most common ERP transformation challenges are strategic alignment, starting complexity, and lack of visibility across business and IT landscapes.

"Organizations often face difficulties with aligning business and IT, defining where to start transformation efforts, and gaining transparency across processes and systems." Reference:

A - Alignment between Business and IT:

Misalignment leads to inconsistent objectives between operations and technology strategy.

"Achieving alignment between IT capabilities and business goals remains one of the biggest barriers to transformation." B - Not Knowing Where to Start:

Many organizations lack clarity on prioritization and readiness assessment.

"Determining the starting point and sequencing of transformation steps is a recurring challenge in ERP modernization projects." C -

Lack of Transparency:

Without visibility into existing processes, companies struggle to identify inefficiencies or dependencies.

"Insufficient transparency across processes and system landscapes hinders effective transformation planning and execution."

Incorrect Options:

D: Financial reporting challenges are typically ERP operational issues, not transformation barriers.

E: Product quality reduction is not a standard ERP transformation issue.

Verified Correct Answers: A, B, and C.

NEW QUESTION # 35

What is the primary function of SAP Signavio Process Intelligence?

- **A. A process mining solution that provides process analytics and insights.**
- B. A cloud-based process modeling tool for documenting workflows.
- C. A collaboration platform for managing business decisions.
- D. An ERP system for managing financial transactions.

Answer: A

Explanation:

SAP Signavio Process Intelligence is the process mining and analytics component of the SAP Signavio Business Transformation Suite. It allows organizations to analyze real process data to identify inefficiencies and improvement opportunities.

"SAP Signavio Process Intelligence is a process mining solution that enables customers to analyze and visualize process flows, uncovering performance issues and improvement opportunities." Reference:

It connects to operational systems, extracts event logs, and reconstructs end-to-end business processes to deliver data-driven process insights.

"The solution provides process analytics and actionable insights by comparing actual process execution data against designed models." Incorrect Options:

A: Refers to SAP Signavio Process Manager, not Process Intelligence.

B: SAP Signavio is not an ERP; it integrates with SAP ERP systems for analysis.

C: Collaboration capabilities are provided via SAP Signavio Collaboration Hub, not Process Intelligence.

Therefore, the verified and correct answer based on SAP's official documentation is:

D: A process mining solution that provides process analytics and insights.

NEW QUESTION # 36

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