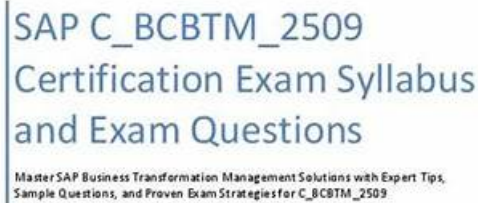


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This comprehensive guide helps candidates prepare for the SAP Certified Associate - Positioning SAP Business Transformation Management Solutions (C\_BCBTM\_2509) exam. It covers key areas such as SAP BTM methodology, SAP Signavio, SAP LeanIX, and WalkMe. The guide includes topic breakdowns, success factors for transformation, and detailed sample questions with answers. Perfect for consultants and professionals aiming to master SAP Business Transformation practices and achieve certification success.

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## SAP C-BCBTM-2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>

## SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q21-Q26):

### NEW QUESTION # 21

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Data & Analytics, Action & Experience, Platform & Admin
- B. Workflow Automation, User Engagement, Security & Privacy
- C. Content Creation, Deployment, Analytics & Insights
- D. Digital Adoption, Process Optimization, Compliance Management

**Answer: A**

Explanation:

In WalkMe's new pricing and capability model, its platform capabilities are structured into three primary functional categories: Data & Analytics, Action & Experience, and Platform & Admin.

These categories align with WalkMe's enterprise focus on digital adoption, measurement, and governance.

"WalkMe's new pricing model organizes core capabilities into Data & Analytics, Action & Experience, and Platform & Admin, ensuring clarity, scalability, and measurable outcomes for enterprise customers." Reference:

Data & Analytics provide insights into user behavior and adoption.

Action & Experience focuses on guidance, automation, and in-app user experiences.

Platform & Admin manages security, governance, and deployment administration.

"These capability pillars ensure organizations can measure adoption, act to improve user journeys, and govern platform usage effectively." Incorrect Options:

A: Content creation and deployment are part of "Action & Experience," but not the complete categorization.

C & D: These describe solution outcomes, not the functional capability categories.

Verified Correct answer: B: Data & Analytics, Action & Experience, Platform & Admin.

### NEW QUESTION # 22

How can BTM Solutions help organizations manage their business transformation?

- A. They help businesses better understand and optimize their processes and IT infrastructure, while assisting the end user coping with digital change.
- B. They are crucial because they exclusively focus on enhancing a company's social media presence and marketing campaigns.
- C. They are revolutionary tools to support financial controlling and reporting.
- D. They are important because they provide direct support for human resource management and payroll processing.

**Answer: A**

Explanation:

SAP Business Transformation Management (BTM) Solutions combine tools like SAP Signavio, SAP LeanIX, and WalkMe to give enterprises complete visibility and control over both business and IT transformation efforts.

"SAP BTM solutions enable companies to understand and optimize their processes and IT landscapes, while supporting users through change and adoption." Reference:

Process Optimization & IT Alignment:

SAP Signavio provides process mining and analytics, SAP LeanIX maps IT architecture, and WalkMe ensures user adoption. Together, they deliver an integrated framework for sustainable transformation.

"By integrating business process management, enterprise architecture, and user enablement, SAP BTM helps organizations manage complexity and digital adoption simultaneously." User Adoption and Change Management:

WalkMe, a core BTM component, assists employees in adapting to new systems, minimizing disruption during digital transitions.

"BTM solutions assist end users in coping with digital change by delivering in-application guidance and real-time support." Incorrect Options:

A: Financial controlling is an ERP capability, not a BTM function.

B: Marketing is unrelated to BTM's transformation scope.

C: HR and payroll are managed in SAP SuccessFactors, not BTM.

Verified Correct answer: D: They help businesses better understand and optimize their processes and

### NEW QUESTION # 23

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. SAP Ecosystem Integration
- B. Library of Pre-Made Content
- C. FedRAMP Certified Platform
- D. DeepUI Technology

**Answer: D**

Explanation:

DeepUI Technology is the core AI capability within WalkMe's Digital Adoption Platform (DAP). It enables the platform to understand, interpret, and interact with user interfaces dynamically without requiring code-level integration.

"WalkMe's DeepUI™ technology leverages AI to recognize and interact with any user interface element, allowing context-aware guidance and automation across applications." Reference:

Within SAP's BTM context, DeepUI allows WalkMe to seamlessly overlay SAP applications, providing real-time assistance and ensuring users complete digital processes correctly - a core aspect of digital adoption enablement.

"DeepUI powers WalkMe's AI-first approach, enabling contextual understanding of SAP Fiori, S/4HANA, and other applications for consistent adoption experiences." Option B (SAP Ecosystem Integration) describes compatibility, not the underlying AI engine.

Option C (Library of Pre-Made Content) is a feature, not a technology.

Option D (FedRAMP Certified Platform) refers to compliance for U.S. federal systems, not functionality.

Therefore, the verified and accurate answer based on SAP BTM and WalkMe documentation is A: DeepUI Technology.

### NEW QUESTION # 24

What makes SAP Signavio and SAP LeanIX a powerful combination?

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

- A. Both solutions focus on transforming businesses from a current state to a future state.
- B. They help our customers understand the important aspects of a transformation: processes, people, systems, and applications.
- C. We can reduce the time for financial reporting by 70% on average.
- D. We can help our customers lay off 20 to 30 percent of their workforce and therefore reduce costs tremendously.

**Answer: A,B**

#### NEW QUESTION # 25

What does WalkMe Discovery help organizations achieve?

- A. Automates training development processes
- B. Enhances employee satisfaction scores by 50%
- C. Identifies underutilized tools and compliance risks
- D. Translates all tools into multiple languages automatically

**Answer: C**

Explanation:

WalkMe Discovery is a key component of the SAP Business Transformation Management (BTM) suite through SAP's partnership with WalkMe. It is designed to provide visibility into the digital application landscape and analyze software usage across the enterprise.

"WalkMe Discovery automatically discovers all web-based applications used across the organization, revealing underutilized tools, shadow IT, and potential compliance risks." Reference:

The tool allows transformation leaders to map actual system usage, understand license utilization, and identify areas of inefficiency or non-compliance, which directly supports SAP's Business Transformation Management (BTM) framework goals for transparency and optimization.

"By identifying unused or redundant applications, WalkMe Discovery helps organizations reduce costs and mitigate compliance risks as part of their transformation initiatives." Option A (translation automation) and C (automated training development) are functions more aligned with WalkMe Digital Adoption Platform (DAP), not the Discovery module.

"While the WalkMe DAP provides in-app guidance and user training automation, Discovery focuses on discovering and analyzing app usage." Option D (enhancing satisfaction by 50%) is not a defined or measurable objective of the Discovery module; SAP does not claim specific numerical outcomes related to satisfaction.

Therefore, the correct answer - verified from SAP's official transformation documentation and WalkMe integration materials - is B: Identifies underutilized tools and compliance risks.

#### NEW QUESTION # 26

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