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Egal wie attraktiv die Vorstellung ist, ist nicht so überzeugend wie Ihre eigene Empfindung. Die Demo der SAP P_SAPEA_2023 Software können Sie auf unsere Webseite DeutschPrüfung einfach herunterladen. Unser erfahrenes Team bietet Ihnen die zuverlässigsten Unterlagen der SAP P_SAPEA_2023. Wenn Sie noch Fragen über SAP P_SAPEA_2023 Prüfungsunterlagen haben, können Sie sich auf unsere Website online darüber konsultieren. Onlinedienst bieten wir ganztägig.

Das Leben ist mit den Wahlen gefüllt. Wahl kann nicht unbedingt Ihnen das absolute Glück bringen, aber sie kann Ihnen viele Chancen bringen. Wenn Sie die Chance verpasst haben, können Sie nur bereuen. Die Fragenpool zur SAP P_SAPEA_2023 Zertifizierungsprüfung von DeutschPrüfung sind die Grundbedarfsbedürfnisse für jeden Kandidaten. Mit ihr können Sie alle Probleme lösen. Die Fragenpool zur SAP P_SAPEA_2023 Zertifizierungsprüfung von DeutschPrüfung sind umfassend und zielgerichtet, am schnellsten aktualisiert und die vollständigsten. Mit DeutschPrüfung brauchen Sie sich nicht mehr um die P_SAPEA_2023 Zertifizierungsprüfung befürchten. Sie werden alle P_SAPEA_2023 Prüfungen ganz mühelos bestehen.

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Unser DeutschPrüfung hat langjährige Schulungserfahrungen über IT-Zertifizierungsprüfungen. Die Schulungsunterlagen zur SAP P_SAPEA_2023 Prüfung von DeutschPrüfung sind zuverlässig. Unser Eliteteam aktualisiert ständig die neuesten Schulungsunterlagen zur SAP P_SAPEA_2023 Prüfung. Unsere Angestellten haben sich sehr viel Mühe dafür gegeben, um Ihnen zu helfen, eine gute Note in der Prüfung zu bekommen. Es ist sicher, dass DeutschPrüfung Ihnen die realen und besten Schulungsunterlagen zur SAP P_SAPEA_2023 Prüfung bietet.

SAP Certified Professional - SAP Enterprise Architect P_SAPEA_2023 Prüfungsfragen mit Lösungen (Q46-Q51):

46. Frage

Which artifacts does SAP provide as part of the SAP Reference Business Architecture content?

- A. Business Process Model/Solution Process Model
- **B. Business Capability Model/Business Data Model/Business Role Model/Product Map**
- C. Business Capability Model/Business Process Model

Antwort: B

Begründung:

SAP provides a comprehensive set of artifacts as part of its SAP Reference Business Architecture content to support enterprises in designing their business architecture efficiently and effectively. The correct answer, A, encompasses a broad range of these artifacts:

Business Capability Model: Defines the capabilities an organization requires to achieve its business objectives and outcomes.

Business Data Model: Outlines the structure of the data elements within an organization and their relationships.

Business Role Model: Describes roles within the organization and their responsibilities.

Product Map: Provides an overview of the products and services an organization offers and how they relate to business capabilities and processes.

These artifacts are foundational for understanding and designing the enterprise's business architecture, ensuring alignment with strategic goals, technological capabilities, and operational processes.

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SAP Reference Architecture documentation.

SAP Business Architecture Services.

47. Frage

The online marketing channel is targeted only to individual customers, who should be able to choose any of the 50 combinations that Wanderlust offers for its electric cars. Every confirmed online order must be first checked for ready stock availability and, if unavailable, must go for production scheduling. As Chief Enterprise Architect of Wanderlust, along with the SAP Enterprise Architect, you have identified Lead to Cash (L2C) as the key E2E process. However, you have found out that the SAP Reference Business Architecture content has several Business Process Variants of the L2C process, from which you are supposed to choose one suitable variant for Wanderlust's product range and business model. Which of the following combinations of L2C Business Process Variants and business reasons are the most suitable? Note: There are 2 correct answers to this question.

- A. Variant: Lead to Cash - Business to Business (B2B) with Make to Stock Business reason: Each corporate customer may order in bulk for the same variants repeatedly, which may be available in existing stock and met from there.
- B. Variant: Lead to Cash-B2B with Make to Order/Business reason: Each corporate customer may order different variants, which can be produced only upon receipt of customer order.
- C. Variant: Lead to Cash-B2C with Make to Stock/Business reason: Each individual customer may order their preferred variant, which may be available in existing stock and met from there.
- D. Variant: Lead to Cash - Business to Consumer (B2C) with Make to Order Business reason: Each Individual customer may order their preferred variant, which can be produced upon receipt of customer order, if stock is not readily available.

Antwort: C,D

Begründung:

Considering Wanderlust's product range and business model, which targets individual customers and offers a wide range of electric car combinations, the Lead to Cash-B2C with Make to Stock variant would be suitable for orders that can be met from existing stock. Similarly, the Lead to Cash-B2C with Make to Order variant would fit the business model when an individual customer orders a combination not available in stock, necessitating production scheduling. Both variants cater to the business-to-consumer (B2C) model and account for the direct sales approach to individual customers.

= These variants would be documented in SAP's Business Process Architecture content, which includes various Lead to Cash process scenarios, adjusted for different business contexts.

48. Frage

Having identified the appropriate set of Business Activities, as the Chief Enterprise Architect of Wanderlust, assisted by the SAP Enterprise Architects, you have been trying to relate to Lead to Cash Business Capabilities in the SAP Reference Business Architecture content repository. In light of the two key goals outlined by the Wanderlust CIO, what are the most appropriate Business Capabilities? Note: There are 3 correct answers to this question.

- A. Marketing Strategy Management, Brand Management
- B. Marketing Analytics, Recommendation Management
- C. Account Based Marketing, Lead Management
- D. Social Media Management
- E. Marketing Campaign Management

Antwort: B,D,E

Begründung:

The business capabilities 'Marketing Analytics' and 'Recommendation Management' align with the goal of enhancing the number of leads through targeted campaigns and cross-selling opportunities. 'Marketing Campaign Management' is central to designing and executing effective campaigns. 'Social Media Management' is pivotal for achieving high visibility on platforms where potential customers are most active.

= These capabilities should be part of Wanderlust's business architecture to support the CIO's objectives, and they are likely detailed in the SAP Reference Business Architecture content, which includes capabilities needed to execute comprehensive marketing strategies.

49. Frage

Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan "Elk always runs" has recently been changed to "Elk feeds the world". One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. The CIO asks you, the Chief Enterprise Architect, to present an architecture vision to address the aforementioned business challenge. According to the SAP Enterprise Architecture Framework, what is the best approach?

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1. Assess the baseline architecture of Green Elk & Company
 2. Identify the stakeholders and review with the key stakeholders the major gaps identified
 3. Architect against these gaps and propose a target architecture
-
1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map
 - 2 Confirm and elaborate business goals, business drivers, and constraints
 - 3 Evaluate the enterprise capabilities and assess the readiness for business transformation
-
1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map
 - 2 Confirm and elaborate the new business model in support of the Business Model Canvas.
 3. Evaluate the enterprise capabilities and assess the readiness for business transformation.
-
1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map
 - 2 Review the existing principles and adopt these where necessary
 3. Use the principles as guardrails for your subsequent activities.
-
- A. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map/2 Confirm and elaborate the new business model in support of the Business Model Canvas./3. Evaluate the enterprise capabilities and assess the readiness for business transformation.
 - B. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map.2 Review the existing principles and adopt these where necessary3. Use the principles as guardrails for your subsequent activities.
 - C. 1. Identify the stakeholders, their concerns, and business requirements and create a stakeholder map/2 Confirm and elaborate business goals, business drivers, and constraints/3 Evaluate the enterprise capabilities and assess the readiness for business transformation
 - D. 1. Assess the baseline architecture of Green Elk & Company/2. Identify the stakeholders and review with the key stakeholders the major gaps identified/3. Architect against these gaps and propose a target architecture.

Antwort: A

Begründung:

Explanation

According to the SAP Enterprise Architecture Framework, which is based on the TOGAF ADM, the architecture vision is the first

phase of the architecture development cycle. The purpose of this phase is to define the scope, objectives, and stakeholders of the architecture project, and to create a high-level vision of the desired outcome. The steps involved in this phase are:

Identify the stakeholders, their concerns, and business requirements and create a stakeholder map. This step involves identifying and analyzing the key stakeholders of the architecture project, such as business owners, users, customers, partners, vendors, regulators, etc. The stakeholder map is a document that shows the relationships and interests of the stakeholders, as well as their expectations and concerns regarding the architecture project.

Confirm and elaborate the new business model in support of the Business Model Canvas. This step involves confirming and refining the business goals, drivers, and constraints that motivate the architecture project, and defining the new business model that will enable the achievement of those goals. The Business Model Canvas is a tool that helps to describe, design, and analyze the new business model in a structured and visual way. It consists of nine building blocks that cover the key aspects of the business model, such as value proposition, customer segments, revenue streams, cost structure, etc.

Evaluate the enterprise capabilities and assess the readiness for business transformation. This step involves evaluating the current state of the enterprise in terms of its capabilities, resources, processes, systems, and culture, and assessing how ready it is for undergoing a business transformation. This step also involves identifying the gaps and risks that need to be addressed or mitigated in order to achieve the desired future state.

The other options (A, B, D) are not correct for the architecture vision according to the SAP Enterprise Architecture Framework, because they either skip or misrepresent some of the steps in this phase. For example:

Option A is not correct because it does not include creating a stakeholder map or confirming and elaborating the new business model in support of the Business Model Canvas, which are essential steps to define and communicate the scope and objectives of the architecture project.

Option B is not correct because it does not include creating a stakeholder map or defining a new business model in support of the Business Model Canvas, which are essential steps to understand and align with the needs and expectations of the stakeholders.

Option D is not correct because it does not include confirming and elaborating the new business model in support of the Business Model Canvas or evaluating the enterprise capabilities and assessing the readiness for business transformation, which are essential steps to define and validate the desired outcome and identify the gaps and risks.

For more information on the SAP Enterprise Architecture Framework and its phases, you can refer to SAP Enterprise Architecture | SAP Help Portal or SAP Certified Professional - SAP Enterprise Architect.

50. Frage

The CIO of Wanderlust strongly feels that the seldom-used legacy Marketing application cannot be the platform to rejuvenate their online marketing business. As Chief Enterprise Architect, the CIO has entrusted you with the responsibility of finding a suitable replacement that can support all current processes and also address the issues plaguing the existing application. Which of the following should you do to conclusively shortlist possible applications to replace the existing one? Note: There are 2 correct answers to this question.

- A. Understand the features of leading online marketing applications available in the market through product demonstrations and rank the applications in terms of features.
- B. Adopt a process centric approach, relate Wanderlust processes to industry standard processes, and identify applications/ solutions which deliver such processes.
- C. Start with current processes, map business capabilities to these processes, and identify which application(s) in the market can deliver such capabilities.
- D. Compare the costs of those market leading online marketing applications and rank the top applications in terms of license, implementation, maintenance and subscription cost.

Antwort: B,C

Begründung:

Starting with the current processes will help to understand the capabilities that are needed in a new application. This will help to narrow down the field of potential applications and identify those that are most likely to meet the needs of Wanderlust.

Mapping business capabilities to these processes will help to identify the gaps in the current capabilities and the areas where improvement is needed. This will help to ensure that the new application meets the needs of Wanderlust and addresses the issues plaguing the existing application.

Relating Wanderlust processes to industry standard processes will help to identify applications that are already being used by other organizations. This can be a good way to ensure that the new application is compatible with other systems and that it can be easily integrated with existing systems.

The other two options, Comparing the costs of those market leading online marketing applications and Understanding the features of leading online marketing applications available in the market through product demonstrations and ranking the applications in terms of features, are not as critical at this stage. The costs of the applications can be compared once the shortlist of applications has been finalized. The features of the applications can be understood through product demonstrations once the shortlist has been finalized. Therefore, the best course of action is to start with the current processes, map business capabilities to these processes, and identify

which application(s) in the market can deliver such capabilities. This will help to narrow down the field of potential applications and identify those that are most likely to meet the needs of Wanderlust.

Here are some of the benefits of taking a process-centric approach to selecting a new marketing application:

It can help to ensure that the new application meets the needs of the business.

It can help to identify applications that are already being used by other organizations.

It can help to ensure that the new application is compatible with other systems and that it can be easily integrated with existing systems.

51. Frage

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Alle wünschen sich Erfolg. Die im IT-Bereich arbeitende Leute wissen sicherlich die Wichtigkeit der Zertifizierung der SAP P_SAPEA_2023 für die Karriere. Immer mehr Leute nehmen an der SAP P_SAPEA_2023 Prüfung teil. Wie kann man beim immer schweren Wettbewerb noch siegen? Den richtigen Hilfspartner auszuwählen ist am wichtigsten. DeutschPrüfung hat die SAP P_SAPEA_2023 Prüfung schon mehrere Jahre geforscht. Wir haben gute Kenntnisse in dieser Prüfung. Mit Hilfe der SAP P_SAPEA_2023 Prüfungssoftware von uns wird Ihr Sieg bei der Prüfung gesichert.

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