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Test Labs

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SAP C_BRSOM_2020 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Describe the Billing and Revenue Innovation Management Solution (BRIM) componentsMaster Data (Business Partner, Contract Account and Product Master Data)
Topic 2	<ul style="list-style-type: none">Explain the BRIM Processes starting from Provider Order, Rate Usage, Run DunningIntegration to CCIntegration to CI and SAP Fiori
Topic 3	<ul style="list-style-type: none">Explain integration aspects within the SAP BRIM architecture (flow of data objects)Material and the need for the BRIM Solution
Topic 4	<ul style="list-style-type: none">Describe the creation and change processes of Subscription ContractExplain the data objects Business Partner, Subscription OrderContract
Topic 5	<ul style="list-style-type: none">Partner Agreement, Sharing Contract, Master Agreement, and Solution QuotationData objects, integration technology and replication of the contract within BRIM

SAP Certified Application Associate - SAP Billing and Revenue Innovation Mgmt. - Subscription Order Management Sample Questions (Q63-Q68):

NEW QUESTION # 63

Which business partner role is required to trigger the business partner replication from SAP S/4HANA to SAP Convergent Charging?

- A. Service Recipient
- B. Sold-to-Party
- C. Contract partner
- D. FI Customer

Answer: C

NEW QUESTION # 64

Which Allowance possibilities do Allowance Definition groups offer for creating an allowance in SAP Convergent Charging? Note: There are 3 correct answers to this question.

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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: B

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 # 28

How does SAP Signavio Process Manager help with business transformations?

- **A. By allowing organizations to model processes.**
- B. By eliminating the need for human oversight in process execution.
- C. By generating automated financial reports for management.
- D. By replacing existing ERP systems with a new workflow engine.

Answer: A

Explanation:

SAP Signavio Process Manager is the core process modeling and design component of the SAP Signavio Business Transformation Suite. It allows organizations to visualize, document, and optimize processes as part of transformation initiatives.

"SAP Signavio Process Manager enables organizations to model, analyze, and document business processes in a collaborative environment to support transformation and continuous improvement." Reference:

Through its BPMN 2.0-based process modeling, businesses can capture current (as-is) processes, simulate new (to-be) designs, and align stakeholders for change management.

"Organizations use Process Manager to design and optimize processes before implementation in ERP systems, ensuring standardization and efficiency." Incorrect Options:

A: It does not remove human oversight; it supports collaboration and governance.

C: It does not replace ERP systems but complements them by providing modeling and process documentation.

D: Financial reporting is handled by ERP systems, not Signavio.

Verified Correct answer: B: By allowing organizations to model processes.

NEW QUESTION # 29

How does SAP differentiate itself from competitors in the area of business transformation?

- A. By limiting transparency and accessibility of insights and recommendations.
- B. By focusing on traditional methodologies without leveraging data-driven insights.
- C. By avoiding collaboration with ecosystem partners and other stakeholders.
- **D. By providing a comprehensive suite of capabilities across all project phases with high integration.**

Answer: D

Explanation:

SAP distinguishes itself in the transformation landscape through its comprehensive and fully integrated suite of Business Transformation Management (BTM) solutions. This suite connects business process intelligence (SAP Signavio), enterprise architecture management (SAP LeanIX), and digital adoption (WalkMe) into one end-to-end transformation framework.

"SAP differentiates itself by offering a comprehensive suite of integrated capabilities that cover every phase of business transformation - from discovery and design to implementation and adoption." Reference:

Unlike competitors that provide isolated tools, SAP enables continuous, data-driven transformation through unified visibility across business, IT, and adoption layers.

"SAP's integrated transformation platform supports data-driven insights, ecosystem collaboration, and transparency throughout the transformation journey." Incorrect Options:

A: SAP promotes transparency, not limits it.

B: SAP actively collaborates with partners (e.g., WalkMe, LeanIX, Signavio).

D: SAP uses modern, insight-driven approaches - not traditional static ones.

Verified Correct answer: C: By providing a comprehensive suite of capabilities across all project

NEW QUESTION # 30

What is the primary function of SAP Signavio Process Intelligence?

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

Answer: B

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 # 31

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

- A. To automate recruitment processes
- B. To manage payroll systems efficiently
- **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 # 32

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