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SAP C-BCBTM-2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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 (Q19-Q24):

NEW QUESTION # 19

How can organizations leverage SAP Business Transformation Management solutions to address challenges in a transformation?

- A. By providing limited transparency and access to relevant process data.
- **B. By offering tailored recommendations and leveraging data-driven insights for process improvement.**
- C. By avoiding collaboration with stakeholders and external experts.
- D. By limiting communication and feedback channels within the organization.

Answer: B

Explanation:

SAP Business Transformation Management (BTM) Solutions - including SAP Signavio, SAP LeanIX, and WalkMe - are built to tackle transformation challenges by providing data-driven insights, personalized recommendations, and collaboration tools.

"SAP BTM solutions enable organizations to leverage analytics, benchmarking, and AI-driven recommendations to overcome transformation challenges and improve process performance." Reference:

These tools help organizations identify inefficiencies, model target states, and manage change efficiently. They also enable data transparency across business processes and IT systems, supporting faster, evidence-based decisions.

"By combining data-driven insights with tailored recommendations, SAP BTM helps organizations continuously improve their transformation outcomes." Incorrect Options:

A, B, and C describe obstacles that BTM solutions are designed to eliminate - not promote.

Verified Correct answer: D: By offering tailored recommendations and leveraging data-driven insights

NEW QUESTION # 20

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 # 21

What primary issue does WalkMe's solution aim to solve for customers?

- A. Need for upgrading physical infrastructure in organizations
- B. Difficulty in maintaining accurate financial records
- C. Challenges in adopting and effectively using digital tools
- D. High employee turnover rates

Answer: C

Explanation:

The WalkMe Digital Adoption Platform (DAP), which is integrated into SAP's Business Transformation Management (BTM) solutions, primarily addresses the challenge of digital adoption - helping users effectively utilize enterprise software and workflows.

"WalkMe is designed to eliminate user friction with digital systems by providing contextual, in-application guidance and automation that accelerates digital adoption." Reference:

The main problem WalkMe solves is difficulty in adopting and effectively using digital tools, which directly impacts productivity, process efficiency, and transformation success.

"Organizations struggle with the complexity of modern applications; WalkMe's solution enables users to navigate and complete digital processes successfully without training dependency." Options B, C, and D do not represent the platform's focus:

WalkMe is not an HR solution to reduce turnover (B).

It does not manage physical infrastructure (C).

It does not handle financial record accuracy (D).

The central goal, as reinforced in SAP BTM documentation, is to bridge the gap between technology implementation and effective user adoption - making A the correct and verified answer.

NEW QUESTION # 22

How can BTM Solutions help organizations manage their business transformation?

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

Answer: B

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

Answer: C

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 DeepUITM 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

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