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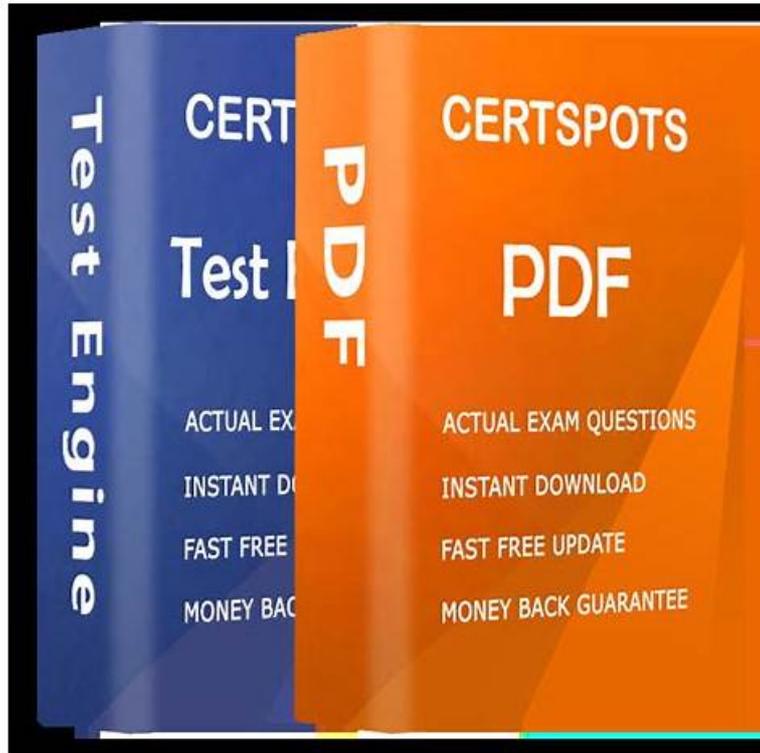

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SAP C-BCBTM-2509 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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.
Topic 3	• 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	• 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.

SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13
How does SAP Signavio Process Manager help with business transformations?

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

Answer: C

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 # 14
How can organizations leverage SAP Business Transformation Management solutions to address challenges in a transformation?

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

Answer: C

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 # 15
What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

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

Answer: B

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 # 16
What is the primary benefit of using SAP Business Transformation Management solutions early in a RISE project?
(Note: There are 2 correct answers to this question.)

- A. They make ERP transformations more cost efficient by providing faster insights into operations.
- B. The earlier the solutions are leveraged in a transformation project, the more value they can generate.
- C. They are primarily focused on human resources management.
- D. They automate non-critical business functions without supporting overall ERP transformation.

Answer: A,B

Explanation:
Leveraging SAP Business Transformation Management (BTM) Solutions early in a RISE with SAP project allows organizations to gain critical insights into their existing processes, applications, and technology landscape. This helps accelerate transformation readiness and reduces rework during design and implementation.
"Early adoption of SAP BTM Solutions within RISE projects maximizes value by providing transparency and actionable insights into

business processes and IT landscapes, ensuring cost-efficient and faster ERP transformation." Reference:
Early Value Realization (Answer A):
The earlier BTM tools such as SAP Signavio, SAP LeanIX, and WalkMe are applied, the faster organizations can identify inefficiencies and define transformation scope, which increases long-term value generation.
"The earlier SAP BTM tools are introduced, the more transformation value can be realized through early visibility, stakeholder alignment, and optimized process design." Cost Efficiency through Faster Insights (Answer B):
SAP BTM solutions provide data-driven visibility into as-is processes and dependencies, enabling companies to reduce transformation costs by addressing inefficiencies early.
"SAP BTM enables customers to accelerate decision-making and reduce transformation cost and effort through real-time operational insights." Incorrect Options:
C: BTM solutions do not focus on non-critical automation; they support end-to-end ERP transformation.
D: They are not specific to HR; they span all business domains (Finance, Supply Chain, IT, etc.).
Therefore, the verified and correct answers are:
A: The earlier the solutions are leveraged in a transformation project, the more value they can generate.
B: They make ERP transformations more cost efficient by providing faster insights into operations.

NEW QUESTION # 17

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

- A. By avoiding collaboration with ecosystem partners and other stakeholders.
- B. By limiting transparency and accessibility of insights and recommendations.
- C. By focusing on traditional methodologies without leveraging data-driven insights.
- 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 # 18

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