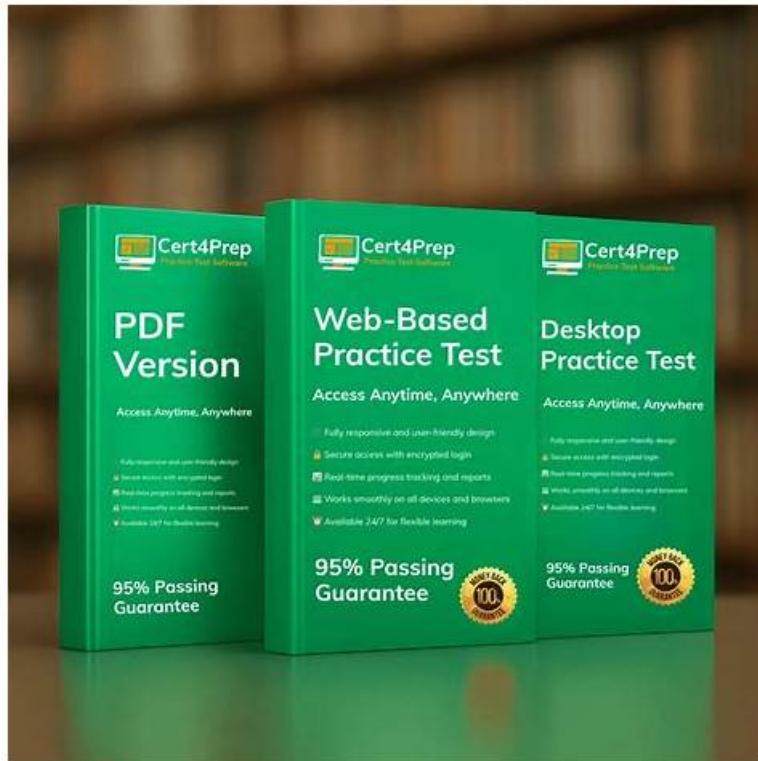


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SAP C_BCBTM_2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 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 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.

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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28

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. SAP Ecosystem Integration
- **C. DeepUI Technology**
- D. FedRAMP Certified Platform

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 # 29

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

- **A. Challenges in adopting and effectively using digital tools**
- B. High employee turnover rates

- C. Difficulty in maintaining accurate financial records
- D. Need for upgrading physical infrastructure in organizations

Answer: A

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 # 30

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 important because they provide direct support for human resource management and payroll processing.
- D. They are revolutionary tools to support financial controlling and reporting.

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 # 31

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

Answer: C

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 # 32

What are the main use cases for SAP Signavio and SAP LeanIX solutions?

- A. Enhancing customer service and managing digital supply chain.
- B. Expanding product offerings and portfolio management.
- C. Improving financial management and material management.
- D. **Enabling business transformation and continuous excellence.**

Answer: D

Explanation:

The SAP Signavio and SAP LeanIX solutions are foundational components of SAP Business Transformation Management (BTM). Their main purpose is to enable enterprise-wide transformation, continuous optimization, and operational excellence by connecting business processes and IT architecture.

"The combined use of SAP Signavio and SAP LeanIX empowers organizations to enable business transformation through a comprehensive view of processes, applications, and technology, driving continuous excellence and improvement." Reference: SAP Signavio provides business process intelligence, while SAP LeanIX delivers enterprise architecture transparency. Together, they support organizations in transforming operations, modernizing IT landscapes, and achieving long-term performance improvement.

"SAP Signavio and SAP LeanIX support use cases centered around continuous business transformation, providing insights that align business goals with IT strategies." Incorrect Options:

B: Product portfolio management is managed under SAP PLM, not BTM solutions.

C: Supply chain management is covered by SAP Digital Supply Chain applications, not LeanIX or Signavio.

D: Financial and material management belong to SAP S/4HANA core ERP modules.

Verified Correct answer: A: Enabling business transformation and continuous excellence.

NEW QUESTION # 33

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