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

NEW QUESTION # 28
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 revolutionary tools to support financial controlling and reporting.
- 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: 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 # 29
What makes SAP Signavio and SAP LeanIX a powerful combination?
(Note: There are 2 correct answers to this question.)

- A. Both solutions focus on transforming businesses from a current state to a future state.
- B. We can help our customers lay off 20 to 30 percent of their workforce and therefore reduce costs tremendously.
- C. They help our customers understand the important aspects of a transformation: processes, people, systems, and applications.
- D. We can reduce the time for financial reporting by 70% on average.

Answer: A,C

NEW QUESTION # 30
What are the main use cases for SAP Signavio and SAP LeanIX solutions?

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

Answer: C

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 # 31

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

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

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 # 32

What are the benefits of SAP Business Transformation Management solutions?
(Note: There are 2 correct answers to this question.)

- A. They are tools limited to IT landscape analysis and financial reporting.
- B. They provide visibility into processes, people, and applications and therefore support our customers in their ERP transformation.
- C. They are process mining tools which can help identifying process and IT infrastructure bottlenecks.
- D. They empower organizations to drive digital transformation by enhancing process efficiency and IT infrastructure management.

Answer: B,D

Explanation:
SAP Business Transformation Management (BTM) Solutions are comprehensive, cross-functional tools designed to give organizations visibility across business processes, people, and technology - empowering them to manage digital transformation effectively.
"SAP BTM solutions provide end-to-end visibility across processes, people, and applications, helping organizations streamline ERP transformation initiatives." Reference:
Visibility Across the Enterprise (Answer B):
SAP BTM combines the analytical power of SAP Signavio (process intelligence), SAP LeanIX (enterprise architecture), and WalkMe (adoption enablement) to support holistic transformation initiatives.
"BTM solutions provide a unified view of the business and IT landscape, ensuring transparency across processes, systems, and stakeholders." Driving Digital Transformation and Efficiency (Answer C):
These solutions enable companies to improve process performance and IT infrastructure through insight-driven optimization and

modernization.

"By enhancing process efficiency and IT infrastructure management, SAP BTM empowers organizations to drive digital transformation with measurable business outcomes." Incorrect Options:

A: BTM solutions go far beyond IT analysis; they connect business, IT, and people perspectives.

D: While process mining is part of the suite (via Signavio), BTM offers much broader transformation management beyond mining alone.

Therefore, the verified answers are:

B: They provide visibility into processes, people, and applications and therefore support our customers in their ERP transformation.

C: They empower organizations to drive digital transformation by enhancing process efficiency and IT infrastructure management.

NEW QUESTION # 33

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