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## SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q22-Q27):

### NEW QUESTION # 22

What makes SAP Signavio and SAP LeanIX a powerful combination?

(Note: There are 2 correct answers to this question.)

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

Answer: C,D

### NEW QUESTION # 23

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

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

**Answer: B**

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 # 24

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

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

**Answer: A**

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 # 25

Of the following options, which technologies does SAP provide to help organizations transform?

- A. SAP ERP and SAP CRM
- **B. SAP Signavio and SAP LeanIX solutions**
- C. SAP Sales and SAP HR

- D. SAP Finance and SAP Marketing

**Answer: B**

Explanation:

SAP enables digital transformation primarily through its Business Transformation Management (BTM) portfolio, led by SAP Signavio and SAP LeanIX. These technologies give organizations the tools to visualize, plan, and manage transformation initiatives effectively.

"SAP helps organizations accelerate transformation with SAP Signavio for business process transformation and SAP LeanIX for enterprise architecture and technology management." Reference:

SAP Signavio enables business process analysis, mining, and optimization, while SAP LeanIX supports enterprise architecture, application portfolio management, and technology risk compliance - together offering full visibility from business to IT.

"The combination of SAP Signavio and SAP LeanIX forms the backbone of SAP's transformation offerings, aligning business process improvements with IT landscape modernization." Incorrect Options:

A, B, and C refer to standard ERP or LOB modules, not transformation-focused solutions.

Verified Correct answer: D: SAP Signavio and SAP LeanIX solutions.

## NEW QUESTION # 26

What makes SAP Signavio and SAP LeanIX a powerful combination?

(Note: There are 2 correct answers to this question.)

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

**Answer: C,D**

Explanation:

The integration of SAP Signavio and SAP LeanIX provides a complete business and IT transformation view, connecting processes and enterprise architecture to enable end-to-end transparency and alignment.

"The combination of SAP Signavio and SAP LeanIX helps organizations understand how their business processes and IT landscapes interact, ensuring seamless transformation from the current to the target state." Reference:

Transforming from Current to Future State (Answer A):

SAP Signavio focuses on business process transformation, while SAP LeanIX manages IT architecture and application landscapes.

Together, they help organizations move from as-is to to-be states with data-driven clarity.

"Both solutions support transformation by mapping the current state of processes and technology and defining the future state to align with business goals." Understanding Processes, People, Systems, and Applications (Answer B):

The combined solution helps organizations identify interdependencies between business processes, IT systems, and people, a critical factor for successful digital transformation.

"SAP Signavio and LeanIX provide 360-degree visibility into the transformation landscape - processes, systems, and people - to drive coordinated change." Incorrect Options:

C: Workforce reduction is not an SAP transformation objective.

D: Financial reporting speed is not the focus of these tools.

Verified Correct Answers: A and B.

## NEW QUESTION # 27

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