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SAP C-BCBTM-2509 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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	• 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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After successful competition of the SAP C-BCBTM-2509 certification, the certified candidates can put their career on the right track and achieve their professional career objectives in a short time period. For the recognition of skills and knowledge, more career opportunities, professional development, and higher salary potential, the SAP Certified Associate - Positioning SAP Business Transformation Management Solutions (C-BCBTM-2509) certification exam is the proven way to achieve these tasks quickly.

SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25
How does SAP differentiate itself from competitors in the area of business transformation?

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

Answer: A

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 # 26
How can organizations leverage SAP Business Transformation Management solutions to address challenges in a transformation?

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

Answer: A

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 # 27

How can BTM Solutions help organizations manage their business transformation?

- A. They are revolutionary tools to support financial controlling and reporting.
- 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 help businesses better understand and optimize their processes and IT infrastructure, while assisting the end user coping with digital change.

Answer: D

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 # 28

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 (BTM²) 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 # 29
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 empower organizations to drive digital transformation by enhancing process efficiency and IT infrastructure management.
- D. They are process mining tools which can help identifying process and IT infrastructure bottlenecks.

Answer: B,C

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 # 30
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