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

### NEW QUESTION # 22

How can BTM Solutions help organizations manage their business transformation?

- A. They are important because they provide direct support for human resource management and payroll processing.
- B. They are crucial because they exclusively focus on enhancing a company's social media presence and marketing campaigns.
- C. They help businesses better understand and optimize their processes and IT infrastructure, while assisting the end user coping with digital change.
- D. They are revolutionary tools to support financial controlling and reporting.

**Answer: C**

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 # 23

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Lower software maintenance costs
- B. Enhanced physical supply chain management
- C. Increased hiring efficiency
- D. Streamlined user adoption and seamless process integration

**Answer: D**

Explanation:

The partnership between SAP and WalkMe integrates WalkMe's Digital Adoption Platform (DAP) directly into SAP applications (such as SAP S/4HANA, SAP SuccessFactors, and SAP Ariba) to improve user engagement and digital process execution.

"The combined SAP-WalkMe solution helps organizations streamline user adoption and simplify process integration, ensuring users can easily navigate SAP systems and execute digital workflows correctly." Reference:

This integration provides contextual, real-time assistance to users within SAP interfaces, enabling faster onboarding, fewer errors, and improved productivity - all critical for successful transformation under the SAP Business Transformation Management (BTM) framework.

"WalkMe for SAP reduces complexity by guiding users in real time, supporting end-to-end process integration, and driving adoption across the SAP ecosystem." Incorrect Options:

A: Lower maintenance costs are a secondary effect, not the core benefit.

B: WalkMe is not a hiring solution.

D: It does not manage supply chains directly.

Verified Correct answer: C: Streamlined user adoption and seamless process integration.

### NEW QUESTION # 24

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

- A. By avoiding collaboration with stakeholders and external experts.

- B. By limiting communication and feedback channels within the organization.
- **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 # 25

What is the role of generative AI in SAP Signavio solutions?

- A. It translates process models from one modeling language to another.
- B. It is limited to performing routine tasks like data entry.
- **C. It provides instant answers, identifies bottlenecks, and offers recommendations.**
- D. It is primarily focused on creating new AI systems unrelated to SAP solutions.

**Answer: C**

Explanation:

Generative AI in SAP Signavio enhances process intelligence by analyzing complex business process data, identifying inefficiencies, and automatically generating insights and recommendations for optimization.

"Generative AI in SAP Signavio supports business transformation by instantly identifying process bottlenecks, providing intelligent recommendations, and generating process improvement insights based on operational data." Reference:

This AI functionality, embedded in SAP Signavio Process Intelligence and Process Insights, empowers users to accelerate process discovery and analysis using natural language queries and auto-generated improvement suggestions.

"SAP Signavio leverages Generative AI to enable users to query process data conversationally and receive AI-driven insights for faster decision-making." Incorrect Options:

B: Translating process models is done via modeling standards (BPMN), not AI.

C: The AI is purpose-built for SAP's transformation ecosystem, not standalone.

D: It performs high-level analytical and generative tasks, not simple automation.

Verified Correct answer: A: It provides instant answers, identifies bottlenecks, and offers

## NEW QUESTION # 26

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. They automate non-critical business functions without supporting overall ERP transformation.
- **C. The earlier the solutions are leveraged in a transformation project, the more value they can generate.**
- D. They are primarily focused on human resources management.

**Answer: A,C**

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 # 27

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