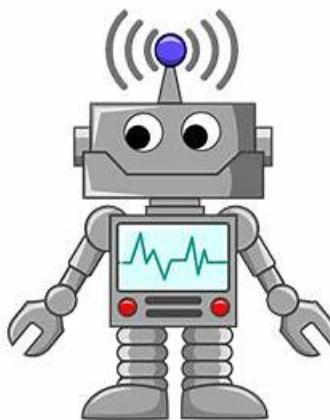


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## SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q14-Q19):

### NEW QUESTION # 14

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Content Creation, Deployment, Analytics & Insights
- B. Digital Adoption, Process Optimization, Compliance Management
- C. Workflow Automation, User Engagement, Security & Privacy
- D. Data & Analytics, Action & Experience, Platform & Admin

#### Answer: D

Explanation:

In WalkMe's new pricing and capability model, its platform capabilities are structured into three primary functional categories: Data & Analytics, Action & Experience, and Platform & Admin.

These categories align with WalkMe's enterprise focus on digital adoption, measurement, and governance.

"WalkMe's new pricing model organizes core capabilities into Data & Analytics, Action & Experience, and Platform & Admin, ensuring clarity, scalability, and measurable outcomes for enterprise customers." Reference:

Data & Analytics provide insights into user behavior and adoption.

Action & Experience focuses on guidance, automation, and in-app user experiences.

Platform & Admin manages security, governance, and deployment administration.

"These capability pillars ensure organizations can measure adoption, act to improve user journeys, and govern platform usage effectively." Incorrect Options:

A: Content creation and deployment are part of "Action & Experience," but not the complete categorization.

C & D: These describe solution outcomes, not the functional capability categories.

Verified Correct answer: B: Data & Analytics, Action & Experience, Platform & Admin.

### NEW QUESTION # 15

How does the integration between SAP Signavio and SAP LeanIX enhance IT and business alignment?

- A. Business processes are directly controlled by SAP LeanIX applications.
- B. The tools only provide visualization without actionable insights.
- C. The integration allows linking of business applications to business processes.
- D. Integration solely enhances reporting capabilities.

#### Answer: C

Explanation:

The integration between SAP Signavio and SAP LeanIX provides a unified view of business and IT, allowing companies to connect business processes (Signavio) with IT applications and systems (LeanIX). This integration bridges operational and architectural perspectives, ensuring full alignment between business goals and IT capabilities.

"Through the SAP Signavio and SAP LeanIX integration, organizations can link business processes to supporting IT applications, creating a shared view that strengthens IT-business alignment." Reference:

This integration supports transformation governance by combining process intelligence (what the business does) with enterprise architecture insights (how IT supports it).

"SAP enables enterprises to visualize dependencies between processes and applications, ensuring coordinated decision-making and improved transformation outcomes." Incorrect Options:

A: Reporting is a secondary feature; integration focuses on alignment, not reporting alone.

B: Both tools provide actionable insights via analytics and process intelligence.

C: LeanIX does not "control" processes; it maps IT dependencies and applications.

Verified Correct answer: D: The integration allows linking of business applications to business processes.

### NEW QUESTION # 16

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

- A. Difficulty in maintaining accurate financial records
- B. Need for upgrading physical infrastructure in organizations

- C. Challenges in adopting and effectively using digital tools
- D. High employee turnover rates

**Answer: C**

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 # 17**

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

- A. SAP Sales and SAP HR
- B. SAP ERP and SAP CRM
- C. SAP Finance and SAP Marketing
- D. SAP Signavio and SAP LeanIX solutions

**Answer: D**

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 # 18**

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. SAP Ecosystem Integration
- B. FedRAMP Certified Platform
- C. Library of Pre-Made Content
- D. DeepUI Technology

**Answer: D**

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 # 19

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