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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

What measures does WalkMe take to enhance data security for enterprise customers?
(Note: There are 3 correct answers to this question.)

- A. Modifying user environments for additional data privacy
- B. Utilizing advanced encryption methods to protect sensitive data
- C. Integrating multi-factor authentication for added security layers
- D. Following international privacy regulations to ensure compliance
- E. Offering localized data storage options based on regional requirements

Answer: B,C,D

Explanation:

WalkMe, as part of the SAP Business Transformation Management (BTM) ecosystem, follows strict enterprise-grade data

protection standards. SAP and WalkMe both adhere to GDPR, SOC 2 Type II, and ISO 27001 compliance frameworks to ensure secure handling of enterprise and user data.

"WalkMe employs advanced encryption protocols, multi-factor authentication, and compliance with global privacy standards such as GDPR and SOC 2 to protect customer data." Reference:

Advanced Encryption Methods (Answer A):

WalkMe uses AES-256 and TLS encryption standards to safeguard sensitive data both at rest and in transit.

"Customer data in WalkMe's systems is protected using industry-standard AES-256 encryption, ensuring data confidentiality and integrity." Multi-Factor Authentication (Answer B):

WalkMe provides multi-factor authentication (MFA) to add additional layers of protection for user access and administrative functions.

"Multi-factor authentication provides enhanced protection for access to WalkMe's administrative environments." Compliance with International Privacy Regulations (Answer D):

WalkMe aligns with international laws such as GDPR, CCPA, and SOC 2, ensuring that customer data is processed and stored securely.

"WalkMe complies with international privacy and data protection regulations to guarantee enterprise-level security compliance."

Incorrect Options:

C: Localized storage is not a standard feature; WalkMe uses globally compliant cloud infrastructure.

E: Modifying user environments is not part of WalkMe's data protection strategy.

Verified Correct Answers: A, B, and D

NEW QUESTION # 21

What makes SAP Signavio and SAP LeanIX a powerful combination?

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

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

Answer: A,C

NEW QUESTION # 22

What are the core solutions provided by SAP LeanIX?

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

- A. Enterprise Architecture Management
- B. SAP Commerce Cloud
- C. Technology Risk and Compliance
- D. SAP Signavio Journey Modeler

Answer: A,C

Explanation:

SAP LeanIX is an integral part of SAP's Business Transformation Management (BTM) portfolio. It provides visibility and control over an organization's IT landscape, supporting enterprise architecture, technology risk management, and transformation planning.

"SAP LeanIX delivers comprehensive Enterprise Architecture Management (EAM) and Technology Risk and Compliance capabilities that enable organizations to align IT with business goals and manage technology landscapes efficiently." Reference:

Enterprise Architecture Management (Answer B):

This solution allows organizations to document, visualize, and analyze their application and technology landscape to support informed decision-making during transformation.

"With Enterprise Architecture Management, customers gain transparency into their application portfolios, dependencies, and business capabilities to optimize transformation efforts." Technology Risk and Compliance (Answer D):

This module helps identify and mitigate technology-related risks, ensuring compliance with internal and external standards while maintaining operational resilience.

"Technology Risk and Compliance enables continuous monitoring of technology standards, risks, and compliance requirements to maintain stability during business transformation." Incorrect Options:

A (SAP Signavio Journey Modeler) belongs to the SAP Signavio suite, not LeanIX.

C (SAP Commerce Cloud) is part of SAP Customer Experience (CX) solutions, unrelated to LeanIX's transformation and

architecture management focus.

Therefore, the correct and verified answers from SAP BTM documentation are:

B: Enterprise Architecture Management

D: Technology Risk and Compliance

NEW QUESTION # 23

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Offering a combination of guidance tools and actionable analytics
- B. Exclusive focus on customer experience workflows
- C. Limited scalability for smaller businesses
- D. Ability to operate without integrating into other software

Answer: A

Explanation:

WalkMe's Digital Adoption Platform (DAP) stands out in the market for its unique combination of real-time user guidance, workflow automation, and actionable analytics. This blend allows organizations to measure and improve digital adoption and employee productivity.

"WalkMe differentiates itself by combining in-app guidance, automation, and actionable analytics that empower organizations to monitor and improve digital adoption at scale." Reference:

Through its AI-driven DeepUI technology, WalkMe provides contextual insights and user behavior analytics to continuously optimize business processes and adoption success.

"The WalkMe platform unifies guidance, engagement, and analytics capabilities - enabling enterprises to measure user experience and optimize adoption journeys." Incorrect Options:

A: WalkMe does integrate with enterprise applications; it overlays them for contextual guidance.

B: Its focus is not exclusive to customer experience workflows; it supports all enterprise systems, including SAP S/4HANA, SuccessFactors, and Ariba.

C: WalkMe is highly scalable and used by global enterprises; it's not limited to small businesses.

Therefore, the correct answer based on SAP BTM and WalkMe documentation is:

D: Offering a combination of guidance tools and actionable analytics.

NEW QUESTION # 24

What are the benefits of SAP Business Transformation Management solutions?

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

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

Answer: A,B

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 # 25

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