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SAP C_BCBTM_2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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	<ul style="list-style-type: none"> 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 3	<ul style="list-style-type: none"> 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.
Topic 4	<ul style="list-style-type: none"> 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.

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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16

What are typical challenges SAP customers face in an ERP transformation?

(Note: There are 3 correct answers to this question.)

- A. Significant reduction in product quality
- B. Not knowing how and where to start their transformation journey
- C. Inability to generate financial reports due to a lack of data analytics capabilities
- D. Alignment between business and IT
- E. Lack of transparency into processes and system landscapes

Answer: B,D,E

Explanation:

According to SAP's Business Transformation Management (BTM²) and SAP Signavio Transformation Framework, the most common ERP transformation challenges are strategic alignment, starting complexity, and lack of visibility across business and IT landscapes.

"Organizations often face difficulties with aligning business and IT, defining where to start transformation efforts, and gaining transparency across processes and systems." Reference:

A - Alignment between Business and IT:

Misalignment leads to inconsistent objectives between operations and technology strategy.

"Achieving alignment between IT capabilities and business goals remains one of the biggest barriers to transformation." B - Not Knowing Where to Start:

Many organizations lack clarity on prioritization and readiness assessment.

"Determining the starting point and sequencing of transformation steps is a recurring challenge in ERP modernization projects." C - Lack of Transparency:
Without visibility into existing processes, companies struggle to identify inefficiencies or dependencies.
"Insufficient transparency across processes and system landscapes hinders effective transformation planning and execution."
Incorrect Options:
D: Financial reporting challenges are typically ERP operational issues, not transformation barriers.
E: Product quality reduction is not a standard ERP transformation issue.
Verified Correct Answers: A, B, and C.

NEW QUESTION # 17

How does SAP differentiate itself from competitors in the area of business transformation?

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

Answer: D

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 # 18

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

- A. The tools only provide visualization without actionable insights.
- B. Business processes are directly controlled by SAP LeanIX applications.
- **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 # 19

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. Offering localized data storage options based on regional requirements
- D. Integrating multi-factor authentication for added security layers
- E. Following international privacy regulations to ensure compliance

Answer: B,D,E

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 # 20

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 reduce the time for financial reporting by 70% on average.
- C. Both solutions focus on transforming businesses from a current state to a future state.
- D. We can help our customers lay off 20 to 30 percent of their workforce and therefore reduce costs tremendously.

Answer: A,C

NEW QUESTION # 21

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