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SAP C_BCBTM_2509 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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 (Q29-Q34):

NEW QUESTION # 29

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

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

Answer: B

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 # 30

What are the main value drivers of SAP Business Transformation Management solutions?

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

- **A. They help generate insights into both processes and applications and their dependencies.**
- B. They provide advanced capabilities for blockchain development and cryptocurrency management.
- C. They manage physical inventory in warehouses and real-time transaction processing for retail environments.
- **D. They enable customers to discover, analyze, and scope optimization potential during daily operations.**

Answer: A,D

Explanation:

SAP Business Transformation Management (BTM) solutions deliver value by providing visibility, analytics, and optimization across business processes and IT systems. They integrate SAP Signavio, SAP LeanIX, and WalkMe to enable organizations to understand dependencies, identify inefficiencies, and accelerate transformation initiatives.

"SAP BTM solutions help enterprises gain comprehensive insights into processes, applications, and dependencies, enabling them to discover, analyze, and optimize their operations continuously." Reference:

Generating Insights into Processes and Applications (Answer C):

SAP Signavio and LeanIX together provide a data-driven foundation that helps identify how processes and applications interact, uncovering optimization opportunities and transformation risks.

"By linking process intelligence with enterprise architecture management, SAP BTM solutions generate deep insights into process flows, system dependencies, and business value realization." Discovering and Scoping Optimization Potential (Answer D):

The BTM suite empowers users to continuously monitor performance and identify improvement opportunities during daily operations through analytics and observability.

"SAP BTM enables organizations to discover, analyze, and scope optimization potential within their daily business operations using integrated analytical capabilities." Incorrect Options:

A: Inventory and retail transaction management are handled by SAP S/4HANA and not part of BTM.

B: Blockchain and cryptocurrency management are not components of the BTM solution portfolio.

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

C: They help generate insights into both processes and applications and their dependencies.

D: They enable customers to discover, analyze, and scope optimization potential during daily operations.

NEW QUESTION # 31

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To automate recruitment processes
- **B. To reduce digital friction and guide users through complex software**
- C. To manage payroll systems efficiently
- D. To implement advanced hardware solutions

Answer: B

Explanation:

The WalkMe Digital Adoption Platform (DAP) is designed to improve the user experience by reducing friction when interacting with digital systems. It provides on-screen guidance, automation, and analytics that help users complete tasks accurately and efficiently.

"The primary purpose of WalkMe's Digital Adoption Platform is to reduce digital friction and guide users through complex software environments using AI-powered, context-aware assistance." Reference:

The platform enhances employee productivity, adoption success, and process efficiency across SAP and third-party applications by simplifying navigation and ensuring process compliance.

"WalkMe DAP provides contextual guidance directly within applications, enabling users to execute digital workflows with minimal errors or training." Incorrect Options:

A: WalkMe is software-based, not a hardware solution.

B: Recruitment automation is part of SAP SuccessFactors, not WalkMe.

D: Payroll management is unrelated to WalkMe's purpose.

Verified Correct answer: C: To reduce digital friction and guide users through complex software.

NEW QUESTION # 32

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

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

Answer: D

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 # 33

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

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

Answer: B

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 # 34

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