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SAP Certified Associate - Positioning SAP Business Transformation

Management Solutions Sample Questions (Q21-Q26):

NEW QUESTION # 21
What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Content Creation, Deployment, Analytics & Insights
- B. Workflow Automation, User Engagement, Security & Privacy
- C. Digital Adoption, Process Optimization, Compliance Management
- 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 # 22
What makes SAP Signavio and SAP LeanIX a powerful combination?
(Note: There are 2 correct answers to this question.)

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

Answer: B,D

NEW QUESTION # 23
What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

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

Answer: A

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 DeepUI™ 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 # 24
How does the SAP Signavio Process Collaboration Hub help organizations?

- A. By automatically generating legal compliance reports and enabling collaboration.
- B. By replacing existing process modeling tools with AI-driven automation.
- C. By creating marketing strategies based on customer feedback.
- D. By providing transparency into processes and enabling collaboration.

Answer: D

Explanation:
The SAP Signavio Process Collaboration Hub is designed to make business processes transparent and accessible across the organization while fostering collaboration among stakeholders.
"The SAP Signavio Process Collaboration Hub provides a central entry point for all users to access, share, and collaborate on process-related information, offering transparency across business processes." Reference:
It allows employees, analysts, and management to view, discuss, and contribute to process improvement initiatives, supporting collaborative transformation and process governance.
"It enables everyone in the organization to access process information, provide feedback, and collaborate for continuous improvement." Options A, C, and D are incorrect:
A: Compliance reporting is not a function of Collaboration Hub.
C: Marketing strategy and customer feedback analysis are outside its purpose.
D: It does not replace modeling tools; it integrates with Process Manager and Process Intelligence.
Thus, the correct and SAP-verified answer is B: By providing transparency into processes and enabling collaboration.

NEW QUESTION # 25
What primary issue does WalkMe's solution aim to solve for customers?

- A. Need for upgrading physical infrastructure in organizations
- B. High employee turnover rates
- C. Difficulty in maintaining accurate financial records
- D. Challenges in adopting and effectively using digital tools

Answer: D

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 # 26
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