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### SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q30-Q35):

#### NEW QUESTION # 30

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

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

**Answer: C**

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 # 31

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**

Explanation:

The integration of SAP Signavio and SAP LeanIX provides a complete business and IT transformation view, connecting processes and enterprise architecture to enable end-to-end transparency and alignment.

"The combination of SAP Signavio and SAP LeanIX helps organizations understand how their business processes and IT landscapes interact, ensuring seamless transformation from the current to the target state." Reference:

Transforming from Current to Future State (Answer A):

SAP Signavio focuses on business process transformation, while SAP LeanIX manages IT architecture and application landscapes. Together, they help organizations move from as-is to to-be states with data-driven clarity.

"Both solutions support transformation by mapping the current state of processes and technology and defining the future state to align with business goals." Understanding Processes, People, Systems, and Applications (Answer B):

The combined solution helps organizations identify interdependencies between business processes, IT systems, and people, a critical factor for successful digital transformation.

"SAP Signavio and LeanIX provide 360-degree visibility into the transformation landscape - processes, systems, and people - to drive coordinated change." Incorrect Options:

C: Workforce reduction is not an SAP transformation objective.

D: Financial reporting speed is not the focus of these tools.

Verified Correct Answers: A and B.

### NEW QUESTION # 32

How can BTM Solutions help organizations manage their business transformation?

- A. They are revolutionary tools to support financial controlling and reporting.
- B. They help businesses better understand and optimize their processes and IT infrastructure, while assisting the end user coping with digital change.
- C. They are important because they provide direct support for human resource management and payroll processing.
- D. They are crucial because they exclusively focus on enhancing a company's social media presence and marketing campaigns.

**Answer: B**

Explanation:

SAP Business Transformation Management (BTM) Solutions combine tools like SAP Signavio, SAP LeanIX, and WalkMe to give enterprises complete visibility and control over both business and IT transformation efforts.

"SAP BTM solutions enable companies to understand and optimize their processes and IT landscapes, while supporting users through change and adoption." Reference:

Process Optimization & IT Alignment:

SAP Signavio provides process mining and analytics, SAP LeanIX maps IT architecture, and WalkMe ensures user adoption. Together, they deliver an integrated framework for sustainable transformation.

"By integrating business process management, enterprise architecture, and user enablement, SAP BTM helps organizations manage complexity and digital adoption simultaneously." User Adoption and Change Management:

WalkMe, a core BTM component, assists employees in adapting to new systems, minimizing disruption during digital transitions.

"BTM solutions assist end users in coping with digital change by delivering in-application guidance and real-time support." Incorrect Options:

A: Financial controlling is an ERP capability, not a BTM function.

B: Marketing is unrelated to BTM's transformation scope.

C: HR and payroll are managed in SAP SuccessFactors, not BTM.

Verified Correct answer: D: They help businesses better understand and optimize their processes and

### NEW QUESTION # 33

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

**Answer: B,D,E**

Explanation:

According to SAP's Business Transformation Management (BTM<sup>2</sup>) 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 # 34

What is the primary function of SAP Signavio Process Insights?

- A. It analyses SAP processes to identify process weaknesses and improvements.
- B. It performs cloud-based professional process modeling based on best practices content.
- C. It is the collaborative process mining solution for experience data analysis.
- D. It is the single source of truth for business processes within any organization.

**Answer: A**

Explanation:

SAP Signavio Process Insights is part of the SAP Signavio Business Transformation Suite and focuses on analyzing SAP business processes using live system data. It automatically identifies inefficiencies, bottlenecks, and opportunities for process improvement across SAP ERP and S/4HANA systems.

"SAP Signavio Process Insights analyzes SAP system data to identify process performance issues, weaknesses, and areas for improvement while providing recommendations for optimization." Reference:

It provides actionable process metrics, benchmarks against best practices, and suggestions for transformation initiatives.

"The solution offers automated process analysis and best-practice-based insights to help organizations achieve continuous improvement and business excellence." Incorrect Options:

A: Process mining is a function of SAP Signavio Process Intelligence, not Process Insights.

C: Process modeling is handled by SAP Signavio Process Manager.

D: "Single source of truth" is best represented by SAP Signavio Collaboration Hub.

Verified Correct answer: B: It analyses SAP processes to identify process weaknesses and

## NEW QUESTION # 35

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