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

**Answer: A**

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

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

**Answer: A**

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

Which use cases are central to SAP LeanIX solutions?

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

- A. Application Portfolio Management
- B. Blockchain Analytics
- C. Spend Management
- D. Technology Risk and Compliance

**Answer: A,D**

Explanation:

SAP LeanIX is primarily focused on providing Enterprise Architecture Management (EAM) and Technology Risk and Compliance (TRC) capabilities, both essential for enabling data-driven transparency and governance in transformation projects.

"Core SAP LeanIX use cases include Application Portfolio Management (APM) and Technology Risk & Compliance (TRC), which help organizations streamline IT landscapes and mitigate risks." Reference:

Application Portfolio Management (Answer B):

SAP LeanIX enables organizations to document, analyze, and optimize their application landscape to ensure efficiency and alignment with business goals.

"The Application Portfolio Management use case helps enterprises assess application value, cost, and redundancy, improving decision-making and IT governance." Technology Risk and Compliance (Answer C):

This feature supports continuous evaluation of IT technology standards and compliance requirements, helping to manage risk exposure and regulatory alignment during transformation.

"Technology Risk and Compliance offers visibility into technology obsolescence, compliance, and cybersecurity risks to support

resilient IT operations." Incorrect Options:

A: Spend management belongs to SAP Ariba and SAP Concur, not LeanIX.

D: Blockchain analytics is not a LeanIX function; LeanIX focuses on architecture and compliance, not blockchain technologies.

Verified Correct Answers:

B: Application Portfolio Management

C: Technology Risk and Compliance

### NEW QUESTION # 33

How can BTM Solutions help organizations manage their business transformation?

- A. They are important because they provide direct support for human resource management and payroll processing.
- 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 crucial because they exclusively focus on enhancing a company's social media presence and marketing campaigns.
- D. They are revolutionary tools to support financial controlling and reporting.

**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 # 34

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

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

**Answer: A**

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:

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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 # 35

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