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# SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q22-Q27):

#### **NEW QUESTION #22**

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

• A. Data & Analytics, Action & Experience, Platform & Admin

- B. Digital Adoption, Process Optimization, Compliance Management
- C. Content Creation, Deployment, Analytics & Insights
- D. Workflow Automation, User Engagement, Security & Privacy

#### Answer: A

### 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 OUESTION #23**

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

#### Answer: C,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 #24**

What makes SAP Signavio and SAP LeanIX a powerful combination?

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

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

#### Answer: B,D

#### **NEW OUESTION #25**

How can BTM Solutions help organizations manage their business transformation?

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

#### Answer: C

#### 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 #26**

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

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

- A. They manage physical inventory in warehouses and real-time transaction processing for retail environments.
- B. They provide advanced capabilities for blockchain development and cryptocurrency management.
- 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.

#### Answer: C,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 #27**

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