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SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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. Data & Analytics, Action & Experience, Platform & Admin**
- D. Digital Adoption, Process Optimization, Compliance Management

Answer: C

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 # 20

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

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

Answer: C

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 # 21

Of the following options, which technologies does SAP provide to help organizations transform?

- A. SAP Signavio and SAP LeanIX solutions
- B. SAP ERP and SAP CRM
- C. SAP Sales and SAP HR
- D. SAP Finance and SAP Marketing

Answer: A

Explanation:

SAP enables digital transformation primarily through its Business Transformation Management (BTM) portfolio, led by SAP Signavio and SAP LeanIX. These technologies give organizations the tools to visualize, plan, and manage transformation initiatives effectively.

"SAP helps organizations accelerate transformation with SAP Signavio for business process transformation and SAP LeanIX for enterprise architecture and technology management." Reference:

SAP Signavio enables business process analysis, mining, and optimization, while SAP LeanIX supports enterprise architecture, application portfolio management, and technology risk compliance - together offering full visibility from business to IT.

"The combination of SAP Signavio and SAP LeanIX forms the backbone of SAP's transformation offerings, aligning business process improvements with IT landscape modernization." Incorrect Options:

A, B, and C refer to standard ERP or LOB modules, not transformation-focused solutions.

Verified Correct answer: D: SAP Signavio and SAP LeanIX solutions.

NEW QUESTION # 22

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Increased hiring efficiency
- B. Enhanced physical supply chain management
- C. Lower software maintenance costs
- D. Streamlined user adoption and seamless process integration

Answer: D

Explanation:

The partnership between SAP and WalkMe integrates WalkMe's Digital Adoption Platform (DAP) directly into SAP applications (such as SAP S/4HANA, SAP SuccessFactors, and SAP Ariba) to improve user engagement and digital process execution.

"The combined SAP-WalkMe solution helps organizations streamline user adoption and simplify process integration, ensuring users can easily navigate SAP systems and execute digital workflows correctly." Reference:

This integration provides contextual, real-time assistance to users within SAP interfaces, enabling faster onboarding, fewer errors, and improved productivity - all critical for successful transformation under the SAP Business Transformation Management (BTM) framework.

"WalkMe for SAP reduces complexity by guiding users in real time, supporting end-to-end process integration, and driving adoption across the SAP ecosystem." Incorrect Options:

A: Lower maintenance costs are a secondary effect, not the core benefit.

B: WalkMe is not a hiring solution.

D: It does not manage supply chains directly.

Verified Correct answer: C: Streamlined user adoption and seamless process integration.

NEW QUESTION # 23

How does the SAP Signavio Process Collaboration Hub help organizations?

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

Answer: A

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 # 24

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