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1. Unified Scenario Simulation
2. Micro Skill Drill Exam

Topic: 1
Unified Scenario Simulation
Halmund Textiles: Positioning a business transformation management case
Business context
Company background
Halmund Textiles is a mid-sized fabric manufacturer based in Graz that sells finished cloth to clothing brands across England and neighbouring markets. Over a decade it has grown from a single mill into several sites, each added at a different time and each running its own mix of systems and habits. Leadership is proud of the product but increasingly uneasy about how the business runs behind the scenes.
The pressure to change
Two large customers now demand faster turnaround and clearer delivery promises, and a competitor has started winning tenders on responsiveness rather than price. The board has agreed that a transformation programme is needed, but it has been burned before by projects that bought new software and saw little change. This time it wants to understand the business first and act on evidence.
How work actually runs
Nobody at Halmund Textiles can describe end to end how an order becomes a shipped roll of fabric. The knowledge is spread across long-serving staff, spreadsheets, and informal habits that differ by site. When something slips, teams blame each other, because no shared picture exists of where one team's responsibility ends and the next begins.
A tangled application landscape
Years of local buying decisions have left the company with many overlapping applications whose purpose and relationships no one has documented. Leadership cannot say with confidence which systems are essential, which duplicate each other, or which quietly carry cost and risk. Any talk of modernising the landscape stalls because the current picture is unclear.
Rollouts that fade
The last two system rollouts started with enthusiasm and then faded as staff drifted back to old workarounds. The features leadership paid for are barely used, and no one measures whether people actually adopt a new way of working after go-live. The pattern worries the sponsor, who suspects the problem is adoption rather than the software itself.
Bringing in a presales advisor
A presales advisor has been asked to help leadership position the SAP Business Transformation Management solutions — SAP Signavio, SAP LeanIX, and WalkMe — so the board understands what each does, how they fit together, and how they complement the SAP Business Suite the company already relies on. The advisor's task is to reason toward sound positioning, not to configure anything.
Your assignment
You are the presales advisor engaged by Halmund Textiles to help leadership position the SAP Business Transformation Management solutions. Your task is advisory: for each challenge you weigh the options a presales advisor faces and recommend the soundest way to frame the transformation case, position SAP Signavio for process understanding, position SAP LeanIX for landscape clarity, and position WalkMe for adoption. You are not configuring anything; you are reasoning toward positioning that the board will trust and act on

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1. CHALLENGE 1 — Framing the Transformation Case for Leadership
• Explain the core problem the solutions address for a transformation leader who lacks a shared fact base.
• Position the solutions as a way to understand the business before changing it, not a rip-and-replace.
• Tie the case to outcomes the board tracks, such as cost, cycle time, risk, and adoption.
• Avoid framing value as tidy documentation produced for its own sake.
Checkpoints
• The problem is framed as missing visibility into process, landscape, and adoption.
• The value is connected to business outcomes rather than artefacts.
• The solutions are positioned as complementary to existing systems, not a replacement.
2. CHALLENGE 2 — Positioning Process Understanding with SAP Signavio
• Identify SAP Signavio as the solution for understanding, modelling, and mining processes.
• Explain how capturing as-is flows and analysing deviations gives an evidence base for redesign.
• Distinguish process understanding from application-landscape work and from in-app guidance.
• Keep the positioning focused on the customer's stated need for evidence before redesign.
Checkpoints
• SAP Signavio is matched to the process-understanding and mining need.
• The evidence base is described as as-is flows, deviations, and bottlenecks.
• The answer does not confuse this with SAP LeanIX or WalkMe capabilities.
Question: 1

CHALLENGE 1 — Framing the Transformation Case for Leadership

Leadership asks what the SAP Business Transformation Management solutions primarily solve for a company that has been burned by software-led projects. How should you frame it?

A. They give leadership a shared, fact-based view of how processes run, how the landscape is structured, and how people adopt software, so decisions rest on evidence.
B. They replace the company's core systems across every site with one new platform that all teams must adopt simultaneously, so the existing landscape need not be understood or documented beforehand at all.
C. They automate weaving tasks on the shop floor so fewer staff are needed each shift.
D. They provide a tool for measuring advertising performance across the company's sales regions.

Answer: A

Explanation:
the solutions close the visibility gap across process, architecture, and adoption so a leader can understand the business before changing it.
Question: 2

CHALLENGE 1 — Framing the Transformation Case for Leadership

The finance sponsor warns against anything that sounds like a diagramming hobby. How should you tie the solutions to value?

A. Promise that value will finally appear only once every legacy system across all of the company's sites has been migrated to the cloud and every older on-premise system has been fully retired first.

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B. Explain that the main value is reducing licence spend by standardising on a single diagramming tool for everyone.
C. Show that by revealing weak processes, costly landscape, and low adoption, the solutions link transformation actions to cost, cycle time, risk, and adoption.
D. Argue that producing thorough documentation is itself the return, independent of any operational change.

Answer: C

Explanation:
the value drivers are the measurable outcomes the solutions surface and help improve.
Question: 3

CHALLENGE 2 — Positioning Process Understanding with SAP Signavio

The board wants its order-handling redesign grounded in how work truly runs. Which solution and capability do you position?

A. SAP LeanIX, to inventory the applications used in order handling and assess the portfolio.
B. SAP Signavio, to understand, model, and mine the as-is order flow and analyse deviations and bottlenecks as an evidence base.
C. WalkMe, to overlay in-app guidance so staff follow the current order-handling steps.
D. SAP Business AI on its own, to redesign the order process automatically without first capturing how the work is done today at each site.

Answer: B

Explanation:
SAP Signavio supplies the process fact base needed before redesign.
Question: 4

CHALLENGE 2 — Positioning Process Understanding with SAP Signavio

A manager assumes the current process is fine and only staff discipline is lacking. Why position process mining anyway?

A. Because mining lets the company retire its ERP entirely and run all of its order handling inside the modelling tool from that point onward, with no system of record behind it.
B. Because mining is mainly a way to produce audit documentation that proves staff followed the rules.
C. Because mining guarantees faster order handling immediately, with no redesign or change needed afterwards.
D. Because mining shows where the real process deviates and stalls, testing the assumption that discipline alone is the issue.

Answer: D

Explanation:
evidence from mining can confirm or overturn the discipline assumption before any change.

Topic: 2
Micro Skill Drill Exam
Question: 5

Halvik Aerospace, a precision parts supplier in Sheffield with a plant in Croatia, already runs its core end-to-end processes on SAP Business Suite. Its leadership is wary of adding tools that might duplicate or fight the ERP they depend on, and asks the presales team to explain plainly how the SAP Business Transformation Management solutions fit alongside the suite rather than competing with it. The advisor must position the relationship correctly so the customer sees complement, not conflict.
Which positioning of BTM solutions relative to SAP Business Suite is correct?

A. They are a standalone toolset that must be kept entirely separate from SAP applications and cannot share data or context with the SAP Business Suite under any circumstances whatsoever.
B. They replace the ERP's transactional processing with their own execution engine for daily operations.
C. They complement the suite by helping understand, design and improve the end-to-end processes it executes, and they integrate with the SAP portfolio rather than replacing it.
D. They are only relevant for non-SAP systems and offer nothing where SAP Business Suite is in use.

Answer: C

Explanation:
BTM is positioned as complementary — improving and steering the processes the suite runs, and integrating with the broader SAP portfolio.
Question: 6

Velané Robotics, an industrial automation maker in Turku selling into Poland, wants to redesign its order-to-delivery flow but has been burned before by redesigns based on how managers assume work happens rather than how it actually happens. Leadership insists the next redesign start from evidence: where does the real process deviate, where does it stall, and how often. A presales advisor is positioning SAP Signavio and must emphasise the capability that most directly answers this need, without straying into architecture or in-app guidance topics that belong to other solutions in the portfolio.
Which capability should the advisor emphasise as the core value of SAP Signavio for this need?

A. It lets the business understand, model and mine how processes actually run, capturing as-is flows and analysing deviations and bottlenecks so redesign rests on evidence.
B. It is a payroll and time-management suite that records employee working hours and posts the results to finance for downstream reporting at the close of each period.
C. It overlays step-by-step in-application guidance so users can complete tasks in a live system.
D. It maintains an enterprise repository of applications and their dependencies for landscape planning.

Answer: A

Explanation:
SAP Signavio is positioned for process understanding, modelling and mining, giving the fact base the customer requires before redesign.
Question: 7

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A finance sponsor at Veldahl Cabling, a components manufacturer based in Bilbao that exports across Germany, is sceptical. The presales team has shown process diagrams, but the sponsor asks why the business should invest in SAP Business Transformation Management solutions beyond producing tidy documentation. The sponsor wants to hear the value drivers in terms the board will accept, and warns that anything sounding like a diagramming hobby will be rejected. The team must connect the solutions to outcomes the sponsor already tracks rather than to artefacts that sit unused after a workshop ends.
Which statement best captures how SAP Business Transformation Management solutions drive measurable business value?

A. Value is only realised after the company has migrated every legacy application to the cloud and retired all on-premise systems, since no benefit can be measured before that entire migration is fully complete.
B. By surfacing where processes underperform, where the landscape carries cost and risk, and where users fail to adopt, they tie transformation actions to outcomes like cost, cycle time, risk and adoption.
C. The primary value is reducing software licensing spend by consolidating onto one diagramming tool.
D. Value comes mainly from producing tidy process documentation that satisfies auditors, largely independent of any operational outcome.

Answer: B

Explanation:
the value drivers are the measurable improvements in process performance, landscape cost and risk, and user adoption that the solutions make visible and actionable.
Question: 8

Six months after rolling out a new system, Veldell Cannery in Bergen, which supplies retailers across Ireland, sees usage of the new features stall. Staff quietly revert to old spreadsheets and workarounds, and the outcomes the project promised have not appeared. Leadership is frustrated that a system they paid for is barely used. A presales advisor is asked which SAP Business Transformation Management capability most directly addresses low adoption after go-live, rather than re-examining the software choice or the process design again.
Which capability most directly addresses the stalled adoption problem?

A. SAP Signavio, to model the target process once more from scratch.
B. WalkMe digital adoption, overlaying in-app guidance and measuring engagement so users complete tasks in the new system and adoption is actively driven and tracked.
C. SAP LeanIX, to document the technical architecture of the newly installed system.
D. A full reimplementation of the system with a different vendor, on the assumption that the software itself, rather than user adoption, is the reason the rollout failed to gain any traction.

Answer: B

Explanation:
WalkMe is positioned precisely for driving and measuring digital adoption after a rollout, turning paid-for features into real usage.
Question: 9

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Leadership at Velcyra Logistics, a freight and distribution firm headquartered in Porto and serving customers across Portugal, wants to modernize but keeps stalling. Nobody can describe how order handling actually runs end to end; the knowledge lives in a handful of long-serving staff. The application landscape has grown by acquisition and no one holds a current picture of which systems do what or how they overlap. When new tools are rolled out, people quietly revert to old habits and the expected gains never appear. A presales advisor is asked what problem the SAP Business Transformation Management solutions primarily solve for a leader in this position, before any budget is committed.
How should the advisor frame the core problem that SAP Business Transformation Management solutions address for this transformation leader?

A. They replace the firm's core logistics and finance systems with a single new platform that every team migrates onto at once, so the existing landscape no longer needs to be understood beforehand at all.
B. They give the leader a shared, fact-based view of how processes really run, how the application landscape is structured, and how people adopt software, so change decisions rest on evidence.
C. They automate warehouse picking tasks on the shop floor so fewer staff are needed for daily dispatch.
D. They provide a marketing analytics tool for measuring advertising campaign performance across regions.

Answer: B

Explanation:
They give the leader a shared, fact-based view of how processes really run, how the application landscape is structured, and how people adopt software, so change decisions rest on evidence.
the SAP Signavio, SAP LeanIX and WalkMe combination exists to give transformation leaders visibility into process, architecture and adoption so they can understand the business before they change it.
Question: 10

Velforge Toolworks, a tooling group in Leipzig with operations reaching into Sweden, has accumulated hundreds of overlapping applications through years of local buying decisions. No one holds a clear picture of what each system does or how they relate, and leadership wants to rationalise the landscape before committing to any transformation programme. A presales advisor must recommend which solution in the SAP Business Transformation Management portfolio, and which capability, fits this specific need without over-reaching into process mining or user guidance.
Which solution and capability best fit the customer's landscape-rationalisation need?

A. WalkMe, to guide users step by step through the applications they already have every day.
B. SAP Signavio, to mine the sequence of individual process steps performed on the shop floor.
C. SAP Business AI, to generate machine-learning models that automatically decide which applications to switch off, with no human portfolio assessment needed before any system is retired.
D. SAP LeanIX Enterprise Architecture Management, to inventory applications as fact sheets and assess the portfolio so overlaps and rationalisation candidates become visible.

Answer: D

Explanation:
SAP LeanIX inventories the landscape as fact sheets and supports application portfolio assessment and rationalisation, which is exactly the stated need.

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