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1. Micro Skill Drill Exam
2. Unified Scenario Exam

Topic: 1
Micro Skill Drill Exam

Question: 1

A building materials manufacturer wants to improve customer promise-date reliability. Sales, production planning, and logistics teams each maintain separate status views, causing executives to question whether SAP Business Suite modernization can create a more consistent customer commitment process. The measurable constraint is a two-week discovery readout, so the recommendation must not become a full integration blueprint.

The environment is platform-based and mixed, with the sales team expected to explain business impact and technical specialists expected to validate that cross-process integration reasoning is realistic.

Competing strategies include showing a promise-date reliability scenario, focusing only on sales order visibility, or presenting a complete data and integration sequencing plan.

Which recommendation best demonstrates SAP BTP's cross-portfolio value within the discovery constraint?

Response:

- A. Present a full sequencing plan for integrating every sales, planning, and logistics data source so the customer sees that promise-date reliability can be solved comprehensively.
- B. Focus the readout on sales order visibility only, because customer promise dates are owned by the sales process and should be positioned without additional process complexity.
- C. Use a promise-date reliability scenario that links sales, planning, and logistics signals to a shared suite outcome, while limiting integration detail to the dependencies needed for executive understanding.
- D. Defer the integration discussion and position SAP BTP as a future innovation layer, because the discovery readout is too short to address cross-process dependencies credibly.

Answer: C

Explanation:

Feedback:

This option fits both the business objective and the discovery constraint. It uses a cross-process scenario to show SAP BTP's integration relevance while keeping technical detail focused on the dependencies needed to support executive decision-making.

Question: 2

A higher-education institution is reviewing how SAP Business Suite and SAP BTP could support student-services improvement. The executive sponsor wants a practical story tied to student experience, not a catalog of platform capabilities. Admissions, finance, and support teams each describe different pain

points, but the presentation must stay within a 25-minute leadership session. The measurable constraint is to show one use case that demonstrates value without implying a campus-wide transformation program.

The environment is advisory-dominant with mixed platform awareness. Competing approaches include presenting a complete student lifecycle architecture, describing broad SAP BTP service categories, or selecting one student-service scenario that connects process, data, and communication improvement.

Which positioning choice best maps SAP BTP to the institution's stated customer challenge?

Response:

- A. Select one student-service scenario that connects process coordination, data visibility, and communication improvement to a clear SAP Business Suite value message.
- B. Present a complete student lifecycle architecture so leadership understands that SAP BTP can support admissions, finance, support, and long-term modernization together.
- C. Describe all SAP BTP capability areas at the same level, because a neutral capability overview avoids prioritizing one department's problem over another.
- D. Focus only on admissions workflow automation, because narrowing the discussion to one department avoids cross-functional dependency concerns during the leadership session.

Answer: A

Explanation:

Feedback:

This option uses a concrete use case to connect the institution's student-experience challenge to platform-supported suite value. It stays within the presentation constraint while showing how process, data, and communication dimensions can work together in a realistic improvement path.

Question: 3

A regional sports venue operator is evaluating SAP BTP as part of an SAP Business Suite modernization discussion around event-day incident response. Venue operations, guest services, and vendor coordination teams report delayed status updates, inconsistent visibility into open incidents, and manual follow-up during high-attendance events. The measurable constraint is that the proposal must translate these issues into a realistic use case that nontechnical executives can understand while leaving enough structure for later architecture review. The environment is a platform-based SAP BTP advisory scenario with mixed execution awareness and low explicit compliance sensitivity. The team must avoid generic platform messaging and connect SAP BTP capabilities to the venue's operational challenge.

Which response best supports the required use-case positioning?

Response:

- A. Present SAP BTP as a broad modernization platform and explain that event-day examples can be defined after the technical architecture review.
- B. Build the response around an event-day incident visibility use case that links integration, analytics, and application enhancement to improved response coordination and guest-service communication.
- C. Focus only on a guest-notification application because communication is the most visible outcome of incident-response improvement.
- D. Recommend defining the complete future-state venue-operations architecture before discussing any incident-response use case with executives.

Answer: B

Explanation:

Feedback:

This option works because it translates the venue's operational challenge into a concrete use case with clear SAP BTP capability linkage. It remains understandable for nontechnical executives while preserving enough process structure for later architecture evaluation.

Question: 4

A global equipment-rental company wants an executive narrative for SAP BTP as part of its SAP Business Suite roadmap. The finance lead wants improved revenue-leakage visibility, operations wants fewer manual coordination steps for equipment readiness, and commercial leadership wants a modernization story that supports future customer-service differentiation.

The measurable constraint is that the first proposal must show value without suggesting a full business-process replacement. The environment is a platform-based SAP BTP advisory scenario with mixed execution awareness. The presales team must connect platform capabilities to business outcomes while keeping the roadmap phased and realistic for an Associate-level certification scenario.

Which positioning approach best satisfies the executive narrative requirement?

Response:

- A. Lead with a technical inventory of SAP BTP capabilities so each executive sponsor can select the services that appear most relevant to their function.
- B. Recommend replacing the current rental readiness process first, then position SAP BTP after the future process has been fully redesigned.
- C. Focus only on customer-service differentiation because it creates the clearest modernization message for commercial leadership.
- D. Position SAP BTP as a phased value layer that connects SAP Business Suite processes to revenue visibility, operational readiness, and future service differentiation.

Answer: D

Explanation:

Feedback:

This option works because it links SAP BTP positioning to multiple SAP Business Suite business outcomes while keeping the roadmap phased. It avoids a full replacement message and preserves a credible modernization path.

Question: 5

A pharmaceutical distribution network wants to improve cold-chain exception review for regional leadership. Operations teams already collect temperature exception logs, but business leaders struggle to compare root-cause patterns because shipment categories, escalation timing, and resolution status are recorded inconsistently. The sales team wants to position SAP BTP analytics as a practical executive benefit. The measurable constraint is a first proposal for a 60-day improvement window that must not

promise a complete enterprise data-standardization program. The environment is platform-based and mixed, with executives expecting insight value and technical stakeholders expecting credible data-integration reasoning. Strategies under review include a dashboard-first story, a broad data cleanup program, or a focused exception-insight scenario with phased alignment.

Which positioning approach best balances visible analytics value with the 60-day scope constraint?
Response:

- A. Present a dashboard using current exception logs as-is, because leadership needs immediate visibility more than consistency during the first improvement window.
- B. Start with a complete enterprise data-standardization program so regional exception patterns can be trusted before any analytics value is positioned.
- C. Position SAP BTP as a reporting layer only after operations teams independently agree on final shipment, escalation, and resolution definitions.
- D. Use a focused cold-chain exception scenario to show how SAP BTP can connect relevant data signals, expose the most important consistency gaps, and support phased insight improvement.

Answer: D

Explanation:

Feedback:

This option keeps the analytics message visible while controlling scope. It uses a specific cold-chain exception scenario to connect data signals, reveal the highest-impact consistency issues, and support credible phased improvement without promising a full enterprise data program.

Question: 6

A mining equipment rental company wants to improve executive visibility into fleet utilization risk. Operations tracks equipment availability, sales tracks committed rental demand, and finance tracks revenue exposure, but leadership cannot compare risk consistently because utilization categories and update timing differ. The measurable constraint is a 40-day proposal that must not promise a complete enterprise data-governance program. The environment is platform-based and mixed, with executives expecting actionable insight and technical stakeholders expecting credible data-dependency reasoning. Competing approaches include presenting a dashboard from current reports, launching a full data-alignment effort, or using a focused utilization-risk scenario with phased analytics improvement.

Which positioning approach best balances visible analytics value with the 40-day proposal constraint?
Response:

- A. Present a dashboard from current operations, sales, and finance reports because immediate leadership visibility is more important than resolving inconsistent utilization categories.
- B. Use a focused utilization-risk scenario to show how SAP BTP can connect relevant availability, demand, and revenue signals while exposing the highest-impact definition gaps.
- C. Launch a complete data-alignment effort first because utilization-risk analytics cannot be positioned until every category and update rule is standardized.
- D. Position SAP BTP only after operations, sales, and finance independently agree on final utilization-risk definitions outside the platform discussion.

Answer: B

Explanation:

Feedback:

This option keeps analytics value visible while limiting alignment scope. It uses a specific utilization-risk scenario to connect equipment availability, rental demand, and revenue exposure signals, making SAP BTP relevant to decision confidence without promising a complete governance program.

Question: 7

A media subscription company is preparing a business-suite conversation after customer support, billing, and campaign teams each proposed separate improvement projects. The chief operating officer wants one recommendation that prevents another round of disconnected digital initiatives. The measurable constraint is a five-week planning window with funding available only for a narrow first step, not a broad platform program. The environment is platform-based and mixed, with business stakeholders expecting value clarity and solution specialists expecting credible linkage to integration, analytics, and extension potential. Competing strategies include funding the fastest support improvement, combining all initiatives into one large roadmap, or positioning SAP BTP as the shared innovation layer behind a phased suite-aligned path.

Which recommendation best positions SAP BTP value under the planning and funding constraints?

Response:

- A. Fund the fastest customer-support improvement first, then decide later whether billing and campaign needs should be connected through SAP BTP.
- B. Position SAP BTP as the shared suite-aligned innovation layer, using one prioritized improvement to prove value while showing how related initiatives can scale through the same platform direction.
- C. Combine support, billing, and campaign improvements into one transformation roadmap so the executive team can approve the complete modernization scope at once.
- D. Keep SAP BTP out of the initial business case until each department separately validates its own process requirements and technical dependencies.

Answer: B

Explanation:

Feedback:

This option fits the funding constraint while preserving long-term architecture credibility. It links one prioritized improvement to a broader SAP Business Suite direction and shows how SAP BTP can support phased value across integration, analytics, and extension needs without requiring a large first program.

Question: 8

A life sciences distributor wants to improve order exception handling across customer service, inventory planning, and logistics. Each group currently acts on different status updates, causing duplicate outreach and inconsistent delivery commitments. The customer's measurable constraint is to reduce decision delays without introducing a large replacement project or forcing every function into the same tool experience.

The account team must position SAP BTP in a way that recognizes cross-portfolio integration value while preserving flexibility for analytics and targeted process applications. The environment is a platform-based SAP BTP scenario with a modernization trade-off between fast operational visibility and maintainable long-term integration positioning.

Which recommendation best balances the customer's short-term visibility need and long-term integration objective?

Response:

A. Recommend a new function-specific application for each team so customer service, planning, and logistics can act faster inside their own operational context.

B. Start with analytics dashboards that display order exceptions by team, then consider integration only if duplicate outreach continues after adoption.

C. Propose replacing the existing order exception process before positioning SAP BTP, because integration value depends on a fully standardized future process.

D. Position SAP BTP as the integration layer for shared order exception signals, with analytics and targeted applications used to support role-specific decisions without fragmenting the process view.

Answer: D

Explanation:

Feedback:

This option works because it positions integration as the foundation for shared process signals while allowing analytics and targeted applications to support different decision roles. It addresses near-term visibility without forcing a single tool experience or large replacement project.

Question: 9

A consumer-products manufacturer wants to improve demand-planning discussions with regional sales teams. Leadership already receives operational reports, but they do not trust the reports because data definitions vary by region and updates arrive at different times. The sales team asks for a positioning message that emphasizes analytics as a visible executive benefit of SAP BTP.

The measurable constraint is that the first proposal must avoid promising a new enterprise data program or a major governance initiative. The environment is platform-based with mixed business and technical stakeholders. Competing strategies include showing a dashboard-first story, leading with integration cleanup, or framing analytics value through business insight reliability and phased data alignment.

Which positioning approach best balances visible analytics value with the constraint against overcommitting to a broad data program?

Response:

A. Position SAP BTP analytics around a new enterprise-wide data governance program before discussing dashboards, because inconsistent definitions must be fully resolved before business value can be shown.

B. Position SAP BTP primarily as a dashboard delivery layer, using regional reports as-is so executives can see immediate visual improvement without addressing data consistency.

C. Position SAP BTP as a way to combine analytics visibility with phased data alignment, using a focused demand-planning insight scenario that exposes and narrows the highest-impact definition gaps.

D. Position SAP BTP as an integration-only solution first, because synchronized data movement will automatically resolve regional reporting definitions and executive trust concerns.

Answer: C

Explanation:

Feedback:

This option keeps analytics value visible while limiting scope to a focused demand-planning scenario. It connects business insight, data consistency, and phased alignment without promising a full enterprise data program, making the value story credible for both executive stakeholders and technical teams.

Question: 10

A wholesale food-service network wants to improve executive visibility into substitution risk when suppliers cannot fulfill contracted items. Procurement tracks supplier notices, sales teams track customer-impact estimates, and finance tracks margin exposure, but leadership cannot compare risks consistently because categories and update timing differ. The measurable constraint is a 40-day proposal that must not promise a complete enterprise data-governance program. The environment is platform-based and mixed, with executives expecting actionable insight and technical stakeholders expecting credible data-dependency reasoning. Competing approaches include presenting a dashboard from current reports, launching a full data-alignment effort, or using a focused substitution-risk scenario with phased analytics improvement.

Which positioning approach best balances visible analytics value with the 40-day proposal constraint?
Response:

- A. Use a focused substitution-risk scenario to show how SAP BTP can connect relevant supplier, customer-impact, and margin signals while exposing the highest-impact definition gaps.
- B. Present a dashboard from current procurement, sales, and finance reports because immediate leadership visibility is more important than resolving inconsistent categories.
- C. Launch a complete data-alignment effort first because substitution-risk analytics cannot be positioned until every category and update rule is standardized.
- D. Position SAP BTP only after procurement, sales, and finance independently agree on final substitution-risk definitions outside the platform discussion.

Answer: A

Explanation:

Feedback:

This option keeps analytics value visible while limiting alignment scope. It uses a specific substitution-risk scenario to connect supplier, customer-impact, and margin signals, making SAP BTP relevant to decision confidence without promising a complete governance program.

Topic: 2

Unified Scenario Exam

Question: 11

CHALLENGE 1 — Executive Value Story Across Platform Capabilities

Harbor & Home Group’s presales team is preparing the first steering committee session. The current draft opens with a list of SAP BTP capabilities, then shows an AI-assisted approval flow, a supplier integration example, and a reporting mockup.

Which adjustment best supports the executive positioning objective?

Response:

- A. Start with the generative AI workflow because it is the most visually impressive and can show rapid modernization progress.
- B. Begin with the business objective, then show how SAP BTP capabilities work together to improve the purchase requisition process.
- C. Separate the session into individual product demonstrations so each SAP BTP capability can be evaluated independently.
- D. Focus mainly on analytics dashboards because finance leaders requested measurable cycle-time and visibility benefits.

Answer: B

Explanation:

Feedback:

Beginning with the business objective keeps the session aligned to executive decision-making. It also allows integration, automation, application development, and analytics to appear as connected SAP BTP capabilities within the SAP Business Suite transformation.

Question: 12

CHALLENGE 1 — Executive Value Story Across Platform Capabilities

The CIO wants SAP BTP positioned as part of the broader SAP Business Suite program. The business sponsor, however, wants a short session that feels practical and avoids enterprise architecture language. Which session structure best balances both expectations?

Response:

- A. Present a single business scenario that moves from store request intake to approval routing, supplier context, and impact reporting.
- B. Present each SAP BTP capability in alphabetical order to keep the session neutral and complete.
- C. Present the current spreadsheet process first and recommend retaining it until all SAP applications are fully deployed.
- D. Present only SAP Build-related capabilities because the approval-flow example is the easiest for business users to understand.

Answer: A

Explanation:

Feedback:

A single connected scenario keeps the discussion practical while still showing SAP BTP as part of the broader SAP Business Suite transformation. It gives business stakeholders a simple process thread without reducing the platform to one tool.

Question: 13

CHALLENGE 2 — AI Assisted Automation Within Process Oversight

The team wants to demonstrate that generative AI can help create a purchase requisition approval flow. Procurement is concerned that business users may interpret this as permission to build local automations outside standard oversight.

Which positioning choice best addresses the concern?

Response:

- A. Emphasize that generative AI can produce the complete process design without requiring procurement review.
- B. Show the AI-assisted draft as a starting point, then highlight approval thresholds, forms, and decision logic review.
- C. Avoid discussing generative AI in the steering committee session because governance concerns may slow approval.
- D. Demonstrate a lightweight local workflow that bypasses supplier categories so the business can see immediate speed gains.

Answer: B

Explanation:

Feedback:

This option keeps the modernization benefit while showing that business rules remain visible and reviewable. It positions generative AI as an accelerator for workflow creation, not as a replacement for process ownership.

Question: 14

CHALLENGE 2 — AI Assisted Automation Within Process Oversight

During rehearsal, the fastest demonstration path uses a simple approval form with one manager approval. A second path adds threshold-based decision logic and supplier-category review, but it takes longer to explain.

Which option best reflects the performance-versus-governance trade-off?

Response:

- A. Use the simple approval path because steering committee attention is limited and speed is the strongest modernization proof.
- B. Use the structured path because it shows how faster workflow creation can still remain aligned with process oversight.
- C. Remove the approval-flow demonstration and only explain SAP BTP automation conceptually to avoid governance debate.

D. Show both paths without recommendation so stakeholders can choose between speed and governance later.

Answer: B

Explanation:

Feedback:

The structured path is the best fit because it preserves the performance message while keeping oversight visible. It supports the scenario's need to show modernization without presenting unmanaged local automation.

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