

## [Feb 06, 2024 Valid P\_SAPEA\_2023 Test Answers Full-length Practice Certification Exams [Q14-Q28]



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SAP P\_SAPEA\_2023 Exam Syllabus Topics:

TopicDetailsTopic 1- Recommend a business capability mapping ; model end-to-end processes- Apply the SAP Integration Advisory MethodologyTopic 2- Capture existing and future business models and capabilities- Apply SAP Reference Architecture content; interpret IT requirementsTopic 3- Describe artifact content, usage, and stakeholders- Application, Data, and Technical Architecture

**NO.14** Green Elk & Company is the world s leading manufacturer of agricultural and forestry machinery. The former company slogan &#8220;Elk always runs Elk feeds the world&#8221; One of Green Elk&#8217;s strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters tosignificantly smaller farms with limited budgets You are the Chief Enterprise Architect and the CIO asks you to assess the new business model for smaller farms with smaller budgets. By applying the Sustainable Business Model Canvas, which sequence of steps is best practice?

\* 1. Assess and define the cost structure and revenue streams./2. Define the customer segments and value propositions/3. Detail the customer relationships and channels/4. Identify relevant key activities, key resources, and partners./5. Define the eco-social benefits and costs.

\* 1. Assess and define the key resources, key activities, and partners./2. Define the customer segments and value propositions/3. Detail the customer relationships and channels 4. Define the revenue streams and cost structure./5. Define the eco-social benefits and costs

\* 1. Assess and define the value propositions for the small size farms customer segment/2. Detail the customer relationships and channels/3. Identify relevant key activities, key resources, and partners./4.

Define the revenue streams and cost structure./5. Define the eco-social benefits and costs.

\* 1 Assess and define the eco-social cost and benefits/2. Define the customer segments and value propositions/3. Detail the customer relationships and channels/4 Identify relevant key activities, key resources, and partners./5. Define revenue streams and cost structure.

Explanation

According to the Sustainable Business Model Canvas, which is a tool that helps entrepreneurs to design and communicate their business models in a sustainable way, the recommended sequence of steps is:

Assess and define the value propositions for the small size farms customer segment. This step involves defining and describing the products or services that Green Elk & Company offers to its target customers, and how they create value for them. The value propositions should address the needs, problems, or desires of the customers, and highlight the benefits or advantages of Green Elk & Company's solutions over the alternatives.

Detail the customer relationships and channels. This step involves defining and describing how Green Elk & Company interacts with its customers, and how it reaches and delivers its products or services to them. The customer relationships should reflect the type and level of engagement that Green Elk & Company wants to establish and maintain with its customers, such as self-service, personal assistance, or community. The channels should reflect the most effective and efficient ways to communicate and distribute Green Elk & Company's value propositions to its customers, such as online platforms, physical stores, or partners.

Identify relevant key activities, key resources, and partners. This step involves identifying and describing the main activities, resources, and partners that Green Elk & Company needs to perform and leverage to create and deliver its value propositions to its customers. The key activities should reflect the most important tasks or processes that Green Elk & Company undertakes to execute its business model, such as production, marketing, or sales. The key resources should reflect the most essential assets or inputs that Green Elk & Company requires to execute its business model, such as human, physical, financial, or intellectual resources. The key partners should reflect the most strategic relationships or collaborations that Green Elk & Company establishes with other entities to execute its business model, such as suppliers, distributors, or competitors.

Define the revenue streams and cost structure. This step involves defining and describing how Green Elk & Company generates income from its customers, and how much it spends to execute its business model. The revenue streams should reflect the sources and mechanisms of income that Green Elk & Company obtains from selling its products or services to its customers, such as sales, subscriptions, or fees. The cost structure should reflect the types and amounts of expenses that Green Elk & Company incurs to execute its business model, such as fixed costs, variable costs, or economies of scale.

Define the eco-social benefits and costs. This step involves defining and describing how Green Elk & Company contributes to or affects the environment and society through its business model. The eco-social benefits should reflect the positive impacts or externalities that Green Elk & Company creates for the environment and society through its products or services, such as reducing emissions, improving health, or enhancing education. The eco-social costs should reflect the negative impacts or externalities that Green Elk & Company causes for the environment and society through its products or services, such as increasing waste, depleting resources, or harming biodiversity.

The other options (A, B, D) are not correct for the sequence of steps to apply the Sustainable Business Model Canvas, because they either skip or misrepresent some of the steps in this tool. For example:

Option A is not correct because it does not include assessing and defining the value propositions for the small size farms customer segment, which is a crucial step to understand and communicate how Green Elk & Company creates value for its customers. It also suggests defining the cost structure and revenue streams before defining the customer segments and value propositions, which is not a logical order since the latter determine the former.

Option B is not correct because it does not include identifying relevant key activities, key resources, and partners, which are important aspects of executing a business model. It also suggests retrieving the documentation for the solutions that need to be integrated instead of assessing and defining the value propositions for the small size farms customer segment, which is not relevant for designing a new business model.

Option D is not correct because it suggests assessing and defining the eco-social costs and benefits before defining the customer segments and value propositions, which is not a logical order since the latter determine the former. It also does not include detailing the customer relationships and channels, which are important aspects of delivering value to customers.

For more information on the Sustainable Business Model Canvas and its steps, you can refer to [The Sustainable Business Canvas](#) or [Sustainable Business Model Canvas: A Review And Framework Development](#).

**NO.15** Having identified the appropriate set of Business Activities, as the Chief Enterprise Architect of Wanderlust, assisted by the SAP Enterprise Architects, you have been trying to relate to Lead to Cash Business Capabilities in the SAP Reference Business Architecture content repository. In light of the two key goals outlined by the Wanderlust CIO, what are the most appropriate Business Capabilities? Note:

There are 3 correct answers to this question.

- \* Marketing Analytics, Recommendation Management
- \* Account Based Marketing, Lead Management
- \* Marketing Campaign Management
- \* Social Media Management
- \* Marketing Strategy Management, Brand Management

**NO.16** Which artifact from the SAP Reference Solution Architecture shows which data objects are exchanged between SAP application components in a given end-to-end scenario?

- \* SAP Data Object Diagram, which is available from SAP API Business Accelerator Hub ([api.sap.com](https://api.sap.com))
- \* SAP Data Flow Diagram, which is available from SAP API Business Accelerator Hub ([api.sap.com](https://api.sap.com))
- \* SAP Data Component Diagram, which is available in SAP Signavio Process Explorer

Explanation

The SAP Data Flow Diagram (DFD) is an artifact from the SAP Reference Solution Architecture that shows which data objects are exchanged between SAP application components in a given end-to-end scenario. The DFD uses a graphical representation to show the flow of data between different components of a system.

The SAP Data Object Diagram (DOD) is also an artifact from the SAP Reference Solution Architecture, but it does not show the flow of data between different components. The DOD shows the structure of data objects, including their attributes and relationships.

The SAP Data Component Diagram (DCD) is an artifact from SAP Signavio Process Explorer, which is a tool for modeling business processes. The DCD shows the different components of a system, including their relationships.

Therefore, the correct answer is option B.

Here is a table that summarizes the different artifacts and their purposes:

Artifact	Purpose
SAP Data Flow Diagram	Shows the flow of data between different components of a system.
SAP Data Object Diagram	Shows the structure of data objects, including their attributes and relationships.
SAP Data Component Diagram	Shows the different components of a system, including their relationships.

According to the SAP Reference Architecture Content: An Overview &#8211; Part 2 , the SAP Data Flow Diagram is an artifact that shows the flow of data through the SAP solution, from the source to the destination. It also shows which data objects are exchanged between the different components and services of the SAP solution, such as master data, transactional data, analytical data, or configuration data. The SAP Data Flow Diagram can help you to understand and communicate how data is created, transformed, and consumed in a SAP solution, and to identify and optimize the data integration points and dependencies.

The other options (A and C) are not correct for the artifact from the SAP Reference Solution Architecture that shows which data objects are exchanged between SAP application components in a given end-to-end scenario, because they either do not exist or do not show the data flow. For example:

Option A is not correct because there is no such artifact as SAP Data Object Diagram in the SAP Reference Solution Architecture content. The SAP API Business Accelerator Hub (api.sap.com) is a platform that provides access to SAP APIs, events, and related resources, but it does not provide any diagrams that show the data objects exchanged between SAP application components.

Option C is not correct because the SAP Data Component Diagram is not an artifact that shows the data flow, but rather an artifact that shows the main components and services that constitute the target application architecture, as well as their relationships and interactions. The SAP Data Component Diagram does not show which data objects are exchanged between the different components and services of the SAP solution. The SAP Signavio Process Explorer is a tool that helps you to model, analyze, and optimize business processes, but it does not provide any diagrams that show the data flow.

**NO.17** Which of the following set of artifacts does SAP provide as part of the SAP Reference Solution Architecture content?

- \* Solution Value Flow Diagram/Solution Process Flow Diagram/Solution Component Diagram/Solution Data Flow Diagram.
- \* Solution Context Diagram/Solution Component Diagram/Solution Application Use-Case Diagram/Solution Value Flow Diagram.
- \* Solution Value Flow Diagram/Solution Process Flow Diagram/Solution Component Diagram.

Explanation

The answer is A. Solution Value Flow Diagram/Solution Process Flow Diagram/Solution Component Diagram/Solution Data Flow Diagram.

The SAP Reference Solution Architecture (RSA) content provides a set of artifacts that can be used to describe the solution architecture for a SAP solution. These artifacts include:

Solution Value Flow Diagram &#8211; This diagram shows the flow of value through the solution, from the customer to the back-end systems.

**Solution Process Flow Diagram**; This diagram shows the detailed steps involved in a business process, and how the SAP solution supports those steps.

**Solution Component Diagram**; This diagram shows the different components of the SAP solution, and how they interact with each other.

**Solution Data Flow Diagram**; This diagram shows the flow of data through the SAP solution, from the source to the destination.

These artifacts can be used to understand the solution architecture for a SAP solution, and to communicate that architecture to others.

**NO.18** Your company adapts SAP's Integration Solution Advisory Methodology (ISA-M) as an Integration Solution Playbook. In your role as Lead Enterprise Architect, you are asked to decide which integration approach to take for this solution. Which of the following approaches is recommended by SAP ISA-M for identifying an integration solution and strategy?

1. Document and review the existing integration (architecture)
2. Scope focus areas, for example future required building blocks
3. Find suitable integration technology for the required building blocks
4. Define Integration best practices and governance processes.
5. Rollout the integration solutions in a staged approach

1. Retrieve the documentation for the solutions that need to be integrated and identify best practices and recommendations for their integration.
2. Assess existing integration components for re-use
3. Identify white spots and find suitable integration solutions that can cover them
4. Define Integration best practices and governance processes

1. Document and review the existing integration (architecture)
2. Scope focus areas, for example future required building blocks
3. Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns)
4. Map these use case patterns to integration technology
5. Define Integration Best Practices
6. Enable a Practice of Empowerment.

\* 1.Document and review the existing integration (architecture)/2. Scope focus areas, for example future required building blocks/3. Find suitable integration technology for the required building blocks /4.

Define Integration best practices and governance processes./5. Rollout the integration solutions in a staged approach

\* 1.Retrieve the documentation for the solutions that need to be integrated and identify best practices and recommendations for their integration./2. Assess existing integration components for re-use./3. Identify white spots and find suitable integration solutions that can cover them./4. Define Integration best practices and governance processes.

\* 1.Document and review the existing integration (architecture)./2. Scope focus areas, for example future required building blocks/3. Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns)/4. Map these use case patterns to integration technology./5. Define Integration Best Practices./6. Enable a Practice of Empowerment.

Explanation

The best answer for the integration approach to take for this solution is C. According to the SAP Integration Solution Advisory Methodology (ISA-M), which is a methodology offered by SAP that helps enterprise architects define an integration strategy for their organizations and derive related integration guidelines, the recommended approach for identifying an integration solution and strategy is:

Document and review the existing integration (architecture). This step involves documenting and analyzing the current state of the integration landscape, including the integration scenarios, technologies, patterns, standards, and governance processes. The goal is to understand the strengths and weaknesses of the existing integration (architecture) and identify the gaps and improvement areas.

Scope focus areas, for example future required building blocks. This step involves defining and prioritizing the focus areas for the integration project, such as new or changed business requirements, integration scenarios, or technologies. The focus areas are derived from the gaps and improvement areas identified in the previous step, as well as from the business goals and drivers of the organization. The focus areas are also mapped to future required building blocks, which are logical components that represent the desired capabilities or functionalities of the integration solution.

Identify architecture relevant use-cases (technology agnostic/clustered in use-case patterns). This step involves identifying and describing the use-cases that are relevant for the integration project, such as process integration, data integration, user integration, or thing integration. The use-cases are technology agnostic, meaning that they do not specify any particular technology or service for implementation. The use-cases are also clustered in use-case patterns, which are generic templates that capture the common characteristics and requirements of similar use-cases.

Map these use case patterns to integration technology. This step involves mapping the use-case patterns to suitable integration technologies or services that can implement them. The mapping is based on a set of criteria and decision tables that consider various aspects of the use-case patterns, such as complexity, performance, security, or scalability. The mapping also takes into account the existing or planned integration technologies or services in the organization's landscape.

Define Integration Best Practices. This step involves defining and documenting the best practices and guidelines for designing, developing, testing, deploying, monitoring, and governing the integration solutions. The best practices and guidelines are based on SAP's recommendations and industry standards, as well as on the organization's specific needs and preferences. The best practices and guidelines also cover various aspects of the integration project, such as naming conventions, error handling, logging, tracing, or versioning.

Enable a Practice of Empowerment. This step involves enabling and empowering the different roles and personas involved in the integration project, such as integration architects, developers, testers, operators, or business users. The goal is to foster a culture of collaboration and innovation among the stakeholders, and to provide them with the necessary skills, tools, and resources to execute their tasks effectively and efficiently.

The other options (A and B) are not correct for the integration approach to take for this solution, because they either skip or misrepresent some of the steps in the SAP Integration Solution Advisory Methodology (ISA-M).

For example:

Option A is not correct because it does not include identifying architecture relevant use-cases (technology agnostic/clustered in use-case patterns), which is a key step to define and categorize the integration requirements in a generic way. It also does not include enabling a practice of empowerment, which is a key step to ensure the success and sustainability of the integration project.

Option B is not correct because it does not include documenting and reviewing the existing integration (architecture), which is a key step to understand the current state of the integration landscape and identify the gaps and improvement areas. It also does not include scoping focus areas or mapping use case patterns to integration technology, which are key steps to define and prioritize the future state of the integration solution.

For more information on the SAP Integration Solution Advisory Methodology (ISA-M) and its steps, you can refer to [SAP Integration Solution Advisory Methodology: Template version 4.0 available now | SAP Blogs](#) or [Integration Solution Advisory Methodology \(ISA-M\): Define Integration Guidelines for Your Organization | SAP Blogs](#).

**NO.19** Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan 'Elk always runs'; has recently been changed to 'Elk feeds the world'. One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. You are the Chief Enterprise Architect and the CIO asks you to assess the new business model for smaller farms with smaller budgets. By applying the Sustainable Business Model Canvas, which sequence of steps is best practice?

1. Assess and define the cost structure and revenue streams
2. Define the customer segments and value propositions
3. Detail the customer relationships and channels
4. Identify relevant key activities, key resources, and partners
5. Define the eco-social benefits and costs.

1. Assess and define the key resources, key activities, and partners
2. Define the customer segments and value propositions.
3. Detail the customer relationships and channels.
4. Define the revenue streams and cost structure.
5. Define the eco-social benefits and costs.

1. Assess and define the value propositions for the small size farms customer segment.
2. Detail the customer relationships and channels.
3. Identify relevant key activities, key resources, and partners.
4. Define the revenue streams and cost structure.
5. Define the eco-social benefits and costs.

- \* 1. Assess and define the cost structure and revenue streams
2. Define the customer segments and value propositions
3. Detail the customer relationships and channels
4. Identify relevant key activities, key resources, and partners

5. Define the eco-social benefits and costs.

\* 1. Assess and define the key resources, key activities, and partners

2 Define the customer segments and value propositions.

3. Detail the customer relationships and channels.

4. Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

\* 1. Assess and define the value propositions for the small size farms customer segment.

2. Detail the customer relationships and channels.

3. Identify relevant key activities, key resources, and partners.

4. Define the revenue streams and cost structure.

5. Define the eco-social benefits and costs.

Explanation

According to the Sustainable Business Model Canvas, which is a tool that helps entrepreneurs to design and communicate their business models in a sustainable way, the recommended sequence of steps is:

Assess and define the value propositions for the small size farms customer segment. This step involves defining and describing the products or services that Green Elk & Company offers to its target customers, and how they create value for them. The value propositions should address the needs, problems, or desires of the customers, and highlight the benefits or advantages of Green Elk & Company's solutions over the alternatives.

Detail the customer relationships and channels. This step involves defining and describing how Green Elk & Company interacts with its customers, and how it reaches and delivers its products or services to them. The customer relationships should reflect the type and level of engagement that Green Elk & Company wants to establish and maintain with its customers, such as self-service, personal assistance, or community. The channels should reflect the most effective and efficient ways to communicate and distribute Green Elk & Company's value propositions to its customers, such as online platforms, physical stores, or partners.

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Define the revenue streams and cost structure. This step involves defining and describing how Green Elk & Company generates income from its customers, and how much it spends to execute its business model. The revenue streams should reflect the sources and mechanisms of income that Green Elk & Company obtains from selling its products or services to its customers, such as sales, subscriptions, or fees. The cost structure should reflect the types and amounts of expenses that Green Elk & Company incurs to execute its business model, such as fixed costs, variable costs, or economies of scale.

Define the eco-social benefits and costs. This step involves defining and describing how Green Elk & Company contributes to or



affects the environment and society through its business model. The eco-social benefits should reflect the positive impacts or externalities that Green Elk & Company creates for the environment and society through its products or services, such as reducing emissions, improving health, or enhancing education. The eco-social costs should reflect the negative impacts or externalities that Green Elk & Company causes for the environment and society through its products or services, such as increasing waste, depleting resources, or harming biodiversity.

The other options (A and B) are not correct for the sequence of steps to apply the Sustainable Business Model Canvas, because they either skip or misrepresent some of the steps in this tool. For example:

Option A is not correct because it does not include assessing and defining the value propositions for the small size farms customer segment, which is a crucial step to understand and communicate how Green Elk & Company creates value for its customers. It also suggests defining the cost structure and revenue streams before defining the customer segments and value propositions, which is not a logical order since the latter determine the former.

Option B is not correct because it does not include identifying relevant key activities, key resources, and partners, which are important aspects of executing a business model. It also suggests retrieving the documentation for the solutions that need to be integrated instead of assessing and defining the value propositions for the small size farms customer segment, which is not relevant for designing a new business model.

For more information on the Sustainable Business Model Canvas and its steps, you can refer to [The Sustainable Business Canvas or Sustainable Business Model Canvas: A Review And Framework Development](#).

**NO.20** Tho Wanderlust CIO wants to focus loss on marketing strategy and planning, to instead prioritize marketing implement goals in mind to enhance number of leads generated:

- \* Run effective and highly visible campaigns (for example. on social media)
- \* Increase cross selling opportunities through online recommendation

AS the Chief Enterprise Architect Of Wanderlust. assisted by the SAP Enterprise Architects, you have been trying to re goals with the Business Process Modules, Segments and Activities in the Lead to Cash B2C Business Process Varia Business Architecture content repository (see graphic below).

What are relevant combinations Of business activities and goals based on the graphic below?



Note: There are 2 correct answers to this question.

See the Image

- \* Develop market strategy -Run effective and high visibility campaigns.
- \* Analyse and respond to customer insight- increase cross selling opportunities through online recommendations.
- \* Implement promotional activities-Run effective and high visibility campaigns.
- \* Design and manage a customer loyalty program- increase cross selling opportunities through online recommendations.

Explanation

Analyse and respond to customer insight is a business activity that is related to the Customer Insight segment of the Lead to Cash B2C Business Process Variant. This business activity can help Wanderlust to identify opportunities to increase cross selling through online recommendations.

Implement promotional activities is a business activity that is related to the Promotion segment of the Lead to Cash B2C Business Process Variant. This business activity can help Wanderlust to run effective and highly visible campaigns on social media.

The other two options, Develop market strategy and Design and manage a customer loyalty program, are not as relevant to the goals that Wanderlust is trying to achieve.

Develop market strategy is a business activity that is related to the Marketing Strategy segment of the Lead to Cash B2C Business Process Variant. This business activity is more focused on the overall marketing strategy of Wanderlust, rather than the specific goals of increasing cross selling or running effective campaigns.

Design and manage a customer loyalty program is a business activity that is related to the Customer Relationship Management segment of the Lead to Cash B2C Business Process Variant. This business activity is more focused on building long-term

relationships with customers, rather than the specific goals of increasing cross selling or running effective campaigns.

Therefore, the best course of action is to focus on the Analyse and respond to customer insight and Implement promotional activities business activities in order to achieve Wanderlust's goals of increasing cross selling and running effective campaigns.

**NO.21** In the SAP Enterprise Architecture Framework, which of the following artifacts are part of the opportunities & solution phase? Note: There are 3 correct answers to this question.

- \* Business Architecture Roadmap
- \* Work Breakdown structure
- \* Implementation Roadmap
- \* Application Architecture Roadmap
- \* Migration plan

Explanation

The Opportunities & Solutions phase of the SAP Enterprise Architecture Framework (EAF) is concerned with defining the target architecture and developing a roadmap for implementation. The following artifacts are typically produced in this phase:

**Business Architecture Roadmap:** This artifact describes the sequence of activities and deliverables required to achieve the target business architecture.

**Implementation Roadmap:** This artifact describes the sequence of activities and deliverables required to implement the target solution architecture.

**Migration Plan:** This artifact describes the steps involved in migrating from the current architecture to the target architecture.

The Work Breakdown Structure and the Application Architecture Roadmap are typically produced in the subsequent phases of the EAF, namely the Implementation and Migration phases.

Here is a table that summarizes the different artifacts and the phases in which they are typically produced:

Artifact	Phase
Business Architecture Roadmap	Opportunities & Solutions
Implementation Roadmap	Implementation
Migration Plan	Migration
Work Breakdown Structure	Implementation
Application Architecture Roadmap	Implementation

**NO.22** Which runtime environments does SAP directly support an SAP BTP?

- \* SAP BTP, Cloud Foundry environment/SAP Business Technology Platform (BTP), ABAP environment/SAP BTP, Kyma runtime
- \* Kubemetes/SAP Business Technology Platform (BTP), ABAP environment
- \* OpenJDK for Java applications/Openshift for Kubernetes

## Explanation

SAP Business Technology Platform (BTP) is a suite of cloud-based platform-as-a-service (PaaS) offerings from SAP. BTP provides a variety of runtime environments for running applications, including:

SAP BTP, Cloud Foundry environment: This is a popular runtime environment for running Java, Node.js, and Python applications.

SAP Business Technology Platform (BTP), ABAP environment: This is a runtime environment for running ABAP applications.

SAP BTP, Kyma runtime: This is a runtime environment for running Kubernetes-based applications.

In addition to these runtime environments, BTP also provides a number of other services, such as:

Database services: BTP provides a variety of database services, including SAP HANA, MySQL, and PostgreSQL.

Messaging services: BTP provides a variety of messaging services, such as SAP Cloud Platform Integration and SAP Cloud Platform Event Mesh.

Storage services: BTP provides a variety of storage services, such as SAP Cloud Platform Object Storage and SAP Cloud Platform File Storage.

BTP is a comprehensive platform that provides a variety of services for running applications and managing data. The different runtime environments available in BTP allow you to choose the right environment for your specific needs.

SAP BTP supports multiple runtime environments for different purposes and skill sets. A runtime environment is any runtime that hosts applications and services. An SAP BTP environment provides integration into the SAP BTP account model, cockpit, and permissions management<sup>10</sup>. The following are the runtime environments that SAP directly supports on SAP BTP:

SAP BTP, Cloud Foundry environment: This environment allows you to create polyglot cloud applications in Cloud Foundry. It supports various programming languages, such as Java, Node.js, Python, Go, and PHP. It also provides a code-to-container packaging and deployment model, platform-managed application security patching and updates, automatic application routing, load balancing, health checks, and multilevel self-healing.

It also supports the Cloud Application Programming Model (CAP), which is an opinionated framework for developing business applications.

SAP Business Technology Platform (BTP), ABAP environment: This environment allows you to create ABAP-based cloud applications within the Cloud Foundry environment. It supports the ABAP programming language and the ABAP RESTful Programming Model (RAP), which is a framework for developing RESTful services and user interfaces. It also provides an integrated development lifecycle and enables you to reuse existing on-premise ABAP assets.

SAP BTP, Kyma runtime: This environment provides a fully managed cloud-native Kubernetes application runtime based on the open-source project [Kyma](#). It supports various programming languages and models, such as Node.js, Python, Go, Java, CAP, and serverless functions. It also provides a built-in service mesh, eventing framework, API gateway, service catalog, and service binding capabilities. It enables you to develop highly scalable, microservice-based applications and user-centric process extensions.

Verified References: 10:

<https://help.sap.com/docs/btp/architecture-and-development-guide-for-industry-cloud-solutions/runtimes-envir>

| : <https://help.sap.com/docs/btp/sap-business-technology-platform/environments>

**NO.23** Demand and Supply Planning (SAP IBP) implementation has been identified as a quick win, based on feedback from a large cross section of Wanderlust stakeholders. As the Chief Enterprise Architect, you have now been asked to scope and contextualize the architecture project. Architecture principles have already been adopted. Which of the following activities should you to initiate to conclude the Statement of Architecture Work for the intended SAP IBP implementation initiative? Note: There are 3 correct answers to this question.

- \* Conduct a Fit Gap Assessment to identify requirements that cannot be met
- \* Define the Solution Context for the architecture work.
- \* Conduct a high-level Capability Assessment to identify areas of improvement (business and IT).
- \* Conduct a technical Proof of Concept to understand features and functionalities of SAP IBP.
- \* Outline the aspirational Solution Concept to address the stakeholders' needs and business requirements.

**NO.24** As the Chief Enterprise Architect of Wanderlust GmbH, you are aware that EA principles should correlate to the Business and IT Strategic Objectives and decisions. In the list given below, the left column has some Wanderlust Business/IT objectives and decisions and the right column has some EA principles. Which objectives and decisions correlate best to which principle?

Minimize water loss during Lithium extraction	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Reluctant to move Core to Cloud but open to consider cloud for collaboration	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Smart Battery, Insta-Charge as Potential Energy Initiative	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Substitute bespoke applications	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Total cost of ownership optimization	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Minimize water loss during Lithium extraction	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Reluctant to move Core to Cloud but open to consider cloud for collaboration	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Smart Battery, Insta-Charge as Potential Energy Initiative	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Substitute bespoke applications	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only
Total cost of ownership optimization	<input type="checkbox"/> Ensure legal and regulatory compliance and minimize environmental impact <input type="checkbox"/> Minimize technology diversity and complexity and subscribe before buy before build <input type="checkbox"/> Maximize business agility and use innovation <input type="checkbox"/> Adopt common use applications and balance best practice and with best of breed <input type="checkbox"/> Protect business data and cloud first; but not cloud only

Minimize water loss during Lithium extraction	<p>Ensure legal and regulatory compliance and minimize environmental impact</p> <p>Minimize technology diversity and complexity and subscribe before buy before build</p> <p>Maximize business agility and use innovation</p> <p>Adopt common use applications and balance best practice and with best of breed</p> <p>Protect business data and cloud first but not cloud only</p>
Reluctant to move Core to Cloud but open to consider cloud for collaboration	<p>Ensure legal and regulatory compliance and minimize environmental impact</p> <p>Minimize technology diversity and complexity and subscribe before buy before build</p> <p>Maximize business agility and use innovation</p> <p>Adopt common use applications and balance best practice and with best of breed</p> <p>Protect business data and cloud first but not cloud only</p>
Smart Battery Installation Charge and Personalized Analytics Initiatives	<p>Ensure legal and regulatory compliance and minimize environmental impact</p> <p>Minimize technology diversity and complexity and subscribe before buy before build</p> <p>Maximize business agility and use innovation</p> <p>Adopt common use applications and balance best practice and with best of breed</p> <p>Protect business data and cloud first but not cloud only</p>
Substitute bespoke applications	<p>Ensure legal and regulatory compliance and minimize environmental impact</p> <p>Minimize technology diversity and complexity and subscribe before buy before build</p> <p>Maximize business agility and use innovation</p> <p>Adopt common use applications and balance best practice and with best of breed</p> <p>Protect business data and cloud first but not cloud only</p>
Total cost of ownership optimization	<p>Ensure legal and regulatory compliance and minimize environmental impact</p> <p>Minimize technology diversity and complexity and subscribe before buy before build</p> <p>Maximize business agility and use innovation</p> <p>Adopt common use applications and balance best practice and with best of breed</p> <p>Protect business data and cloud first but not cloud only</p>

**NO.25** Wanderlust's numbers for order booking have been on a free-fall, ever since a recent economic downturn reduced showroom footfall to near zero. To counter the drop in in-person bookings, the CEO and CIO have been looking to revive their online channel, which was started six years ago. However, this channel was seldom used before the pandemic, which has led to a complete breakdown of Wanderlust's online marketing business ecosystem. Also of major concern, is their existing Non-SAP Marketing application, which lays unused due to poor integration with SAP CRM. As Chief Enterprise Architect, you have been approached by the CEO to document the online marketing business ecosystem first. Which of the following actions would you do to meet your CEO's request? Note: There are 2 correct answers to this question

- \* Identify a suitable online marketing application that is better integrated with SAP CRM and ECC and can replace the existing one.
- \* Identify the online marketing business capabilities and processes.
- \* Identify the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem.
- \* Draw an organization map highlighting the inter relationships and hierarchies amongst the above organizational units, partners, and stakeholder groups.

Explanation

Identifying the online marketing business capabilities and processes will help to understand the current state of the ecosystem and identify the areas where improvement is needed. For example, if the ecosystem does not have the ability to track leads or manage customer relationships, then these will be areas that need to be addressed.

Identifying the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem will help to understand the relationships between the different entities in the ecosystem and identify the dependencies between them. For example, if the marketing team relies on the sales team to provide leads, then this dependency will need to be considered when designing the new ecosystem.

The other two options, Identifying a suitable online marketing application that is better integrated with SAP CRM and ECC and can replace the existing one and Drawing an organization map highlighting the inter relationships and hierarchies amongst the above

organizational units, partners, and stakeholder groups, are not as critical at this stage. The application can be identified and the organization map can be drawn once the business capabilities and processes have been identified and the key organizational units, partners, and stakeholder groups have been identified.

Therefore, the best course of action is to identify the online marketing business capabilities and processes and identify the key organizational units, partners, and stakeholder groups that make up the online marketing ecosystem. This will help to understand the current state of the ecosystem and identify the areas where improvement is needed.

**NO.26** For the next Architecture Board meeting, you need to determine the next steps required after the business, application/data and technology architecture designs have been created. What do you recommend?

- \* Reviewing Business Application/Data and Technology Architecture artifacts with stakeholders and signing off on first versions. Using Transition Architectures to build the Architecture Roadmap. Creating first drafts of the required work packages and the Project/Rollout plan.
- \* Finalizing the Business, Application/Data, and Technology Architecture artifacts. Building an Architecture Roadmap. Creating a first draft of the Project/Rollout Project plan.
- \* Establishing change management processes for the management of the business application/data and technology artifacts Handing over the artifacts to the implementation partner and rolling out the project

Explanation

According to the SAP Enterprise Architect framework, which is based on the TOGAF ADM, the next steps are:

Reviewing Business, Application/Data, and Technology Architecture artifacts with stakeholders and signing off on first versions. This step involves validating and verifying the architecture designs with the relevant stakeholders, such as business owners, users, developers, and vendors. The goal is to ensure that the architecture designs meet the requirements and expectations of the project, and to obtain formal approval for the first versions of the artifacts.

Using Transition Architectures to build the Architecture Roadmap. This step involves defining and prioritizing the Transition Architectures, which are intermediate states between the Baseline Architecture (the current situation) and the Target Architecture (the desired future state). The Transition Architectures describe how to move from one state to another in a feasible and manageable way, taking into account the constraints and dependencies of the project. The Architecture Roadmap is a document that outlines the sequence and timing of the Transition Architectures, as well as the deliverables, resources, and risks associated with each one.

Creating first drafts of the required work packages and the Project/Rollout plan. This step involves identifying and defining the work packages, which are units of work that can be assigned to a project team or a vendor for implementation. The work packages specify the scope, objectives, dependencies, assumptions, and acceptance criteria of each unit of work. The Project/Rollout plan is a document that describes how to execute and monitor the work packages, as well as how to manage the change management, quality assurance, and governance aspects of the project.

The other options (B and C) are not correct for the next steps required after the architecture designs have been created, because they either skip or misrepresent some of the steps in the SAP Enterprise Architect framework.

For example:

Option B is not correct because it does not include reviewing and signing off on the first versions of the architecture artifacts with stakeholders, which is an important step to ensure alignment and agreement on the architecture designs. It also does not mention using Transition Architectures to build the Architecture Roadmap, which is a key step to define and prioritize the intermediate states between the Baseline and Target Architectures.

Option C is not correct because it does not follow the SAP Enterprise Architect framework at all. It suggests establishing change management processes for the management of the architecture artifacts, which is something that should be done earlier in the

framework, not after creating the architecture designs. It also suggests handing over the artifacts to the implementation partner and rolling out the project, which is a premature and risky move that does not take into account the need for defining Transition Architectures, work packages, and Project/Rollout plan.

For more information on the SAP Enterprise Architect framework and its phases, you can refer to SAP Enterprise Architect | SAP Learning or SAP Certified Professional &#8211; SAP Enterprise Architect.

**NO.27** Green Elk & Company is the world's leading manufacturer of agricultural and forestry machinery. The former company slogan 'Eik always runs' has recently been changed to 'Eik feeds the world'. One of Green Elk's strategic goals is to increase its revenue in the emerging markets of China, India, and other parts of Asia by 80 % within three years. This requires a new business model that caters to significantly smaller farms with limited budgets. You are the Chief Enterprise Architect and the decision was taken to implement regional S/4HANA productive systems while ensuring a high degree of standardization.

Which of the following implementation approach would you consider best in this case?

- \* Phased by Application
- \* Big Bang
- \* Small buck
- \* Phased by Company

Explanation

The best implementation approach for Green Elk & Company in this case is the phased by company approach.

This approach involves implementing S/4HANA in one company or business unit at a time, while keeping the existing ERP systems running for the rest of the organization. This approach has several advantages for Green Elk & Company, such as:

It allows them to focus on the specific requirements and challenges of each regional market, such as China, India, and other parts of Asia, and tailor the S/4HANA solution accordingly.

It reduces the risk and complexity of the implementation by limiting the scope and impact of each phase, and enabling faster testing and validation of the S/4HANA system.

It facilitates the adoption and change management of S/4HANA by providing a gradual and smooth transition for the users and stakeholders, and allowing them to learn from the experiences and best practices of each phase.

It ensures a high degree of standardization across the organization by leveraging the SAP Activate methodology, which provides a common framework, tools, and accelerators for S/4HANA implementations.

The other options (A, B, C) are not the best implementation approaches for Green Elk & Company in this case, because they have some drawbacks, such as:

**Phased by application:** This approach involves implementing S/4HANA by functional area or module, such as finance, logistics, or human resources. This approach is not suitable for Green Elk & Company because it would create inconsistencies and integration issues between the S/4HANA and ERP systems, and it would not address the specific needs and challenges of each regional market.

**Big bang:** This approach involves implementing S/4HANA for the entire organization at once, replacing all the existing ERP systems. This approach is not suitable for Green Elk & Company because it would entail a high risk and complexity of the implementation, and it would require a massive effort and investment in terms of time, resources, and change management.

**Small buck:** This approach involves implementing S/4HANA for a small subset of users or processes within a company or business



unit. This approach is not suitable for Green Elk & Company because it would limit the benefits and value of S/4HANA, and it would not support their strategic goal of increasing their revenue in the emerging markets.

Verified References: SAP Activate Methodology, SAP S/4HANA Implementation Scenarios, SAP S/4HANA Deployment Options

**NO.28** Which integration styles does SAP's Integration Advisory Methodology (ISA-M) cover in general?

- \* Process Integration/Data Integration/Analytics Integration/User Integration/Thing Integration.
- \* UI Integration/Process Integration/Data Integration/Thing Integration.
- \* Cloud2Cloud/Cloud2OnPremise/Cloud2Cloud/User2On Premise/User2Cloud/Thing2On Premise/Thing2Cloud

Explanation

The Integration Advisory Methodology (ISA-M) is a framework that helps organizations to design, build, and manage their integration landscape. ISA-M covers a wide range of integration styles, including:

**Process Integration:** This style of integration involves the integration of business processes across different systems and applications.

**Data Integration:** This style of integration involves the integration of data from different sources into a single data repository.

**Analytics Integration:** This style of integration involves the integration of data from different sources for the purpose of analytics.

**User Integration:** This style of integration involves the integration of user interfaces from different systems and applications.

**Thing Integration:** This style of integration involves the integration of things, such as sensors and actuators, with other systems and applications.

ISA-M also includes a number of other integration styles, such as event-driven integration, service-oriented integration, and enterprise application integration.

By covering a wide range of integration styles, ISA-M provides organizations with a flexible framework that can be used to meet their specific integration needs.

SAP's Integration Solution Advisory Methodology (ISA-M) is a framework that helps enterprise architects to define and execute an integration strategy for their organization. ISA-M covers five integration styles that represent different aspects of integration in a hybrid landscape. These integration styles are:

**Process Integration:** This integration style enables end-to-end business processes across different applications and systems, such as SAP S/4HANA, SAP SuccessFactors, or third-party solutions. Process integration typically involves orchestrating or choreographing multiple services or APIs to achieve a business outcome.

**Data Integration:** This integration style enables data exchange and synchronization between different data sources and targets, such as SAP HANA, SAP Data Warehouse Cloud, or third-party databases. Data integration typically involves extracting, transforming, and loading (ETL) data to support analytical or operational scenarios.

**Analytics Integration:** This integration style enables data visualization and exploration across different data sources and targets, such as SAP Analytics Cloud, SAP BusinessObjects BI Platform, or third-party tools.

Analytics integration typically involves creating dashboards, reports, or stories to provide insights and recommendations for decision making.

**User Integration:** This integration style enables user interaction and collaboration across different applications and systems, such as

SAP Fiori Launchpad, SAP Jam, or third-party portals. User integration typically involves creating consistent and seamless user experiences that integrate multiple UI technologies and frameworks.

Thing Integration: This integration style enables device connectivity and management across different applications and systems, such as SAP IoT, SAP Edge Services, or third-party platforms. Thing integration typically involves connecting physical devices or sensors to the cloud or the edge and enabling data ingestion, processing, and action.

Verified References: 3:

<https://help.sap.com/docs/btp/architecture-and-development-guide-for-industry-cloud-solutions/runtimes-environ>

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