

P_SAPEA_2023^{Q&As}

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QUESTION 1

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.

- A. Marketing Analytics, Recommendation Management
- B. Account Based Marketing, Lead Management
- C. Marketing Campaign Management
- D. Social Media Management
- E. Marketing Strategy Management, Brand Management

Correct Answer: ACD

These capabilities align with running effective campaigns and increasing cross-selling opportunities through online recommendations.

QUESTION 2

The Wanderlust CIO, along with you, the Chief Enterprise Architect, are in the process of deciding on the application that can potentially replace your existing online marketing application, and you are trying to create the artifact Business Footprint Diagram for decision support (See table below) Which of the following combinations of goals, business capabilities, and applications would you recommend? Note: There are 2 correct answers to this question,

- A) 2-A-4 .
1-F-2
- B) 1-D-3
1-H-2
- C) 1-B-3
1-C-3
- D) 2-E-3
2-G-3
2-B-3

Goal	Business Capability
1. Run effective and high visibility campaigns (e.g. on social media)	A. Brand Management
	B. Social Media Management
	C. Marketing Campaign Management
	D. Loyalty Management
2. Increase cross selling opportunities through online recommendations (e.g. accessories)	E. Recommendation Management
	F. Account Based Marketing
	G. Marketing Analytics
	H. Lead Management

Application

- 1. SAP Omnichannel Promotional Pricing
- 2. SAP Sales Cloud Version 2
- 3. SAP Emarsys Customer Engagement
- 4. SAP Customer Data Cloud

- A. 2-A-4,1-F-2
- B. 1-D-3,1-H-2
- C. 1-B-3,1-C-3
- D. 2-E-3,2-G-3,2-B-3

Correct Answer: AC

QUESTION 3

While discussing the Smart Battery initiative in greater detail with the appropriate stakeholder, as Chief Enterprise Architect of Wanderlust, you discover that several key areas such as value proposition, cost structure, revenue streams, partners, and channels have been worked upon in isolation and therefore do not tally with each other. Which artifact would you recommend to bring all the above key dimensions together in a single window, to have a unified, consistent, holistic view of the Smart Battery initiative?

- A. Architecture Principles
- B. Statement of Architecture Work
- C. Business Strategy Map
- D. Business Model Canvas

Correct Answer: D

The Business Model Canvas is a strategic management tool that provides a comprehensive and cohesive view of the different aspects of a business model. It allows for the integration of various elements such as value proposition, cost structure, revenue streams, partners, and channels, ensuring a unified and consistent approach to the project.

QUESTION 4

Which of the following roles are missing from Wanderlust's current Enterprise Architecture practice structure? Note: There are 2 correct answers to this question.

- A. Data Architect
- B. Architecture Board
- C. Application Architect
- D. Business Architect

Correct Answer: AB

Wanderlust's current Enterprise Architecture practice structure includes the following roles:

Business Architect: This role is responsible for understanding the business requirements and translating them into technical requirements. Application Architect: This role is responsible for designing and implementing applications that meet

the business requirements. Technical Architect: This role is responsible for designing and implementing the underlying infrastructure that supports the applications. However, the structure is missing the following roles:

Data Architect: This role is responsible for designing and managing the data architecture. This includes defining the data models, data warehouses, and data lakes.

Architecture Board: This role is responsible for overseeing the Enterprise Architecture practice and ensuring that it is aligned with the business goals. The Architecture Board is responsible for setting the overall direction of the Enterprise

Architecture practice and ensuring that it is aligned with the business goals. The Board also provides oversight and guidance to the other roles in the practice. The Data Architect is responsible for designing and managing the data

architecture. This includes defining the data models, data warehouses, and data lakes. The Data Architect also works with the Business Architect to ensure that the data architecture meets the business requirements.

The absence of these two roles in Wanderlust's current Enterprise Architecture practice structure suggests that the practice is not fully mature. The addition of these roles would help to ensure that the practice is more effective and aligned

with the business goals.

QUESTION 5

Green Elk and 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 asked you to conduct interviews with the key stakeholders of Green Elk to assess the business strategy. You are planning to interview the owner of the business unit of finished goods. Which of the following sets of questions would you ask?

"

Which technological concepts are necessary - what kind of technologies are available?

What should a suitable (partner) organization look like to ensure the achievement of strategic goals?

What risks must Green Elk consider?

How can Green Elk address them at a strategic level?

What are the transformation drivers and what impact will they have on the business model?

What are the business options for the future and what does the vision for the future business model look like?

What risks must Green Elk consider?

How can Green Elk address them at a strategic level?

How is the value chain transformed?

Which parts of the value chain must be optimized?

What is the competitive advantage and what are the value potentials that can be realized through the transformation?

Which business capabilities will be required or need to mature to support future business models?

Which technological concepts are necessary - what kind of technologies are available?

What does your hyperscaler strategy look like and why is it set up this way?

What risks must Green Elk consider?

How can Green Elk address them at a strategic level?

"

Which technological concepts are necessary- what kind of technologies are available?

What should a suitable (partner) organization look like to ensure the achievement of strategic goals
What risks must Green Elk consider? How can Green Elk address them at a strategic level?

What are the transformation drivers and what impact will they have on the business model?

What are the business options for the future and what does the vision for the future business model look like?

What risks must Green Elk consider? How can Green Elk address them at a strategic level?

How is the value chain transformed? Which parts of the value chain must be optimized?

What is the competitive advantage and what are the value potentials that can be realized through the transformation? Which business capabilities will be required or need to mature to support future business models?

Which technological concepts are necessary- what kind of technologies are available? What does your hyperscaler strategy look like and why is it set up this way?

What risks must Green Elk consider? How can Green Elk address them at a strategic level?

A. Which technological concepts are necessary- what kind of technologies are available? What should a suitable (partner) organization look like to ensure the achievement of strategic goals
What risks must Green Elk consider? How can Green Elk address them at a strategic level?

B. What are the transformation drivers and what impact will they have on the business model? What are the business options for the future and what does the vision for the future business model look like? What risks must Green Elk consider? How can Green Elk address them at a strategic level?

C. How is the value chain transformed? Which parts of the value chain must be optimized? What is the competitive advantage and what are the value potentials that can be realized through the transformation? Which business capabilities will be required or need to mature to support future business models?

D. Which technological concepts are necessary- what kind of technologies are available? What does your hyperscaler strategy look like and why is it set up this way? What risks must Green Elk consider? How can Green Elk address them at a strategic level?

Correct Answer: C

The questions in option C focus on understanding the transformation of the value chain, identifying areas for optimization, assessing competitive advantages, and determining the necessary business capabilities to support future models. These aspects are crucial for a company looking to adapt its business model for smaller farms in emerging markets.

QUESTION 6

As a result of solution mapping, business capabilities might require services which partners have implemented in SAP BTP. Which SAP components and services, if any, are required to integrate such BTP partner services with an on-premise SAP S/4HANA system (hybrid scenario)?

- A. SAP HANA Cloud Connection, and the corresponding SAP Data Provisioning Agent, to make the on-premises system available to applications and services in a given SAP BTP sub account. Preferably use the SAP BTP Destination Service.
- B. No other components are required to make an SAP on-premise backend system securely accessible over SAP BTP. SAP BTP automatically establishes secure connections in SAP backend systems.
- C. SAP Cloud Connector to make the on-premises system available to applications and services in a given SAP BTP sub account. Preferably use the SAP BTP Destination Service in combination with Cloud Connector.

Correct Answer: C

In a hybrid scenario, where business capabilities require services which partners have implemented in SAP BTP and an on-premise SAP S/4HANA system, the following SAP components and services are required to integrate such BTP partner services with the on-premise system: SAP Cloud Connector: The SAP Cloud Connector is a software component that allows you to connect your on-premise SAP systems to SAP BTP. The Cloud Connector provides a secure connection between your on-premise system and SAP BTP, and it also makes your on-premise system available to applications and services in SAP BTP. SAP BTP Destination Service: The SAP BTP Destination Service is a service that provides a single point of entry for accessing on-premise systems from SAP BTP. The Destination Service makes it easy to manage and secure connections to on-premise systems, and it also provides a way to federate data from different on-premise systems. In order to integrate BTP partner services with an on-premise SAP S/4HANA system, you will need to install the SAP Cloud Connector on your on-premise system and register the Cloud Connector with SAP BTP. You will also need to create a destination in the SAP BTP Destination Service for your on-premise system. Once you have done this, you will be able to access the on-premise system from applications and services in SAP BTP. It is important to note that you can also use other SAP components to integrate on-premise systems with SAP BTP. However, the SAP Cloud Connector and the SAP BTP Destination Service are the most commonly used components for this purpose. To integrate BTP partner services with an on-premise SAP S/4HANA system, you need to use the SAP Cloud Connector, which is a reverse proxy that establishes a secure connection between your on-premise system and your SAP BTP subaccount⁵. The Cloud Connector acts as a bridge between your on-premise network and a trusted subaccount on SAP BTP⁶. It allows you to access resources in your on-premise network from applications running on SAP BTP without exposing your internal landscape to the internet⁷. To simplify the configuration and consumption of the Cloud Connector connection, you can use the SAP BTP Destination Service, which is a service that allows you to define and manage destinations for accessing remote systems from applications running on SAP BTP⁸. A destination is a set of properties that contains information such as the URL, authentication method, proxy type, and additional parameters of a remote system⁹. By using the Destination Service, you can centrally manage and securely store the connection details of your on-premise system and consume them from your BTP partner services.

QUESTION 7

The CIO of Wanderlust strongly feels that the seldom-used legacy Marketing application cannot be the platform to

rejuvenate their online marketing business. As Chief Enterprise Architect, the CIO has entrusted you with the responsibility of finding a suitable replacement that can support all current processes and also address the issues plaguing the existing application. Which of the following should you do to conclusively shortlist possible applications to replace the existing one? Note: There are 2 correct answers to this question.

- A. Start with current processes, map business capabilities to these processes, and identify which application(s) in the market can deliver such capabilities.
- B. Compare the costs of those market leading online marketing applications and rank the top applications in terms of license, implementation, maintenance and subscription cost.
- C. Adopt a process centric approach, relate Wanderlust processes to industry standard processes, and identify applications/ solutions which deliver such processes.
- D. Understand the features of leading online marketing applications available in the market through product demonstrations and rank the applications in terms of features.

Correct Answer: AC

Starting with the current processes will help to understand the capabilities that are needed in a new application. This will help to narrow down the field of potential applications and identify those that are most likely to meet the needs of

Wanderlust. Mapping business capabilities to these processes will help to identify the gaps in the current capabilities and the areas where improvement is needed. This will help to ensure that the new application meets the needs of

Wanderlust and addresses the issues plaguing the existing application.

Relating Wanderlust processes to industry standard processes will help to identify applications that are already being used by other organizations. This can be a good way to ensure that the new application is compatible with other systems

and that it can be easily integrated with existing systems.

The other two options, Comparing the costs of those market leading online marketing applications and Understanding the features of leading online marketing applications available in the market through product demonstrations and ranking

the applications in terms of features, are not as critical at this stage. The costs of the applications can be compared once the shortlist of applications has been finalized. The features of the applications can be understood through product

demonstrations once the shortlist has been finalized.

Therefore, the best course of action is to start with the current processes, map business capabilities to these processes, and identify which application(s) in the market can deliver such capabilities. This will help to narrow down the field of

potential applications and identify those that are most likely to meet the needs of Wanderlust. Here are some of the benefits of taking a process-centric approach to selecting a new marketing application:

It can help to ensure that the new application meets the needs of the business. It can help to identify applications that are already being used by other organizations.

It can help to ensure that the new application is compatible with other systems and that it can be easily integrated with existing systems.

QUESTION 8

Why would you recommend building SAP Side-by-Side Extensions to an S/4HANA system based on SAP BTP?

- A. Extensions on SAP BTP technology can easily use of S/4HANA eventing.
- B. Extensions on SAP BTP can maintain SAP user and security context and allow the use of S/4HANA eventing.
- C. Extensions should be built on SAP BTP because SAP BTP is the only option for building a consistent user experience based on SAP Fiori UX styles.

Correct Answer: B

SAP Business Technology Platform (BTP) enables the creation of extensions that can maintain the SAP user and security context, which is crucial for ensuring security and compliance in a business setting. Additionally, it allows for the utilization of S/4HANA eventing which is important for triggering actions in response to business events. Options A and C are incorrect because they only partially describe the capabilities of SAP BTP, or they misrepresent its exclusivity in providing a consistent user experience.

QUESTION 9

Green Elk and 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. The CIO asks you, the Chief Enterprise Architect, to present an Architecture Roadmap that addresses the business challenge. According to the SAP Enterprise Architecture Framework, what is the best answer?

- A. Create a work breakdown structure to identify milestones, key deliverables and resources to outline the planned transformation.
- B. Reuse the artifacts of previous phases as input for creating roadmaps. Focus on the Target Architecture and define an application architecture roadmap.
- C. Reuse the artifacts of previous phases as input for creating roadmaps. Focus on the Business Strategy Map with business capabilities and initiatives and define a business architecture roadmap.
- D. Reuse the artifacts of previous phases as input for creating roadmaps. Start with a roadmap construction table, by defining initiatives and business outcomes, and detailing the business capabilities and solutions, to create two versions of a roadmap (outcome-based and application-specific).

Correct Answer: D

The SAP Enterprise Architecture Framework (EAF) defines an Architecture Roadmap as a "high-level plan that describes the sequence of activities and deliverables required to achieve the target architecture." The roadmap should be based

on the artifacts of the previous phases of the EAF, such as the Business Strategy Map, the Solution Concept, and the Baseline Business and Solution Architecture. The first step in creating an Architecture Roadmap is to define the initiatives

that will be needed to achieve the target architecture. These initiatives should be aligned with the business outcomes that the organization is trying to achieve. The next step is to detail the business capabilities and solutions that will be

needed to support the initiatives. This will help to ensure that the roadmap is realistic and achievable. Finally, the

roadmap should be created in two versions: an outcome-based roadmap and an application-specific roadmap. The outcome-

based roadmap will show how the initiatives will achieve the business outcomes. The application-specific roadmap will show how the solutions will be implemented.

By following these steps, you can create an Architecture Roadmap that will help you to achieve your organization's strategic goals.

Here are some of the benefits of creating an Architecture Roadmap:

It can help you to visualize the sequence of activities and deliverables required to achieve your goals.

It can help you to identify dependencies between activities and deliverables. It can help you to track progress and to make adjustments as needed. It can help you to communicate your plans to stakeholders. Therefore, an Architecture

Roadmap can be a valuable tool for managing complex transformations.

According to the SAP Enterprise Architecture Framework, which is a methodology and toolset by the German multinational software company SAP that helps enterprise architects define and implement an architecture strategy for their

organizations, the steps involved in creating an Architecture Roadmap are:

Reuse the artifacts of previous phases as input for creating roadmaps. The previous phases of the architecture development cycle are: architecture vision, business architecture, information systems architecture, and technology architecture.

The artifacts of these phases provide the information and guidance for defining the scope, objectives, stakeholders, requirements, constraints, and solutions of the architecture project. Some of the artifacts that can be reused for creating

roadmaps are: stakeholder map, business strategy map, solution strategy, solution context diagram, solution component diagram, solution application use- case diagram, solution value flow diagram, etc.

Start with a roadmap construction table, by defining initiatives and business outcomes, and detailing the business capabilities and solutions. A roadmap construction table is a tool that helps to structure and organize the information and

elements that are needed to create a roadmap. It consists of four columns:

initiatives, business outcomes, business capabilities, and solutions. Initiatives are the strategic actions or projects that are planned to achieve the business goals and drivers. Business outcomes are the measurable results or benefits that are

expected from implementing the initiatives. Business capabilities are the skills, resources, and competencies that are required or need to mature to support the initiatives and outcomes. Solutions are the products or services that are used or

delivered to enable the capabilities and outcomes. Create two versions of a roadmap (outcome-based and application-specific). A roadmap is a visual representation of the transition architectures that will move the organization from its current

state (baseline architecture) to its desired future state (target architecture). A roadmap shows the sequence and timing of the transition architectures, as well as the deliverables, resources, and risks associated with each transition

architecture. There are two types of roadmaps that can be created:

outcome-based and application-specific. An outcome-based roadmap focuses on the business outcomes that are achieved by implementing the transition architectures. An application-specific roadmap focuses on the solutions or applications

that are implemented or changed by the transition architectures. The other options (A, B, C) are not correct for how to present an Architecture Roadmap that addresses the business challenge because they either skip or misrepresent some of

the steps in creating an Architecture Roadmap. For example:

Option A is not correct because it does not include reusing the artifacts of previous phases as input for creating roadmaps, which is an important step to ensure alignment and consistency with the architecture project. It also suggests creating

a work breakdown structure instead of a roadmap construction table, which is not a tool in this framework.

Option B is not correct because it does not include creating two versions of a roadmap (outcome-based and application-specific), which is an important step to provide different perspectives and levels of detail for the roadmap. It also suggests

focusing on the target architecture instead of the transition architectures, which is not a logical approach since the latter determine how to achieve the former. Option C is not correct because it does not include starting with a roadmap

construction table, which is an important step to structure and organize the information and elements that are needed to create a roadmap. It also suggests focusing on the business strategy map instead of the initiatives and outcomes, which

is not a sufficient level of detail for creating a roadmap.

QUESTION 10

Which programming model would you suggest that ABAP developers use when SAP extensions should be built following the clean-core strategy?

- A. SAP Cloud Application Programming (CAP)
- B. SAP Classic Extensibility model
- C. RESTful Application Programming (RAP)

Correct Answer: A

SAP Cloud Application Programming (CAP) is a programming model that allows ABAP developers to build extensions to SAP applications that follow the clean-core strategy. CAP provides a number of features that make it easy to build

extensions that are stable, maintainable, and flexible.

Here are some of the features of CAP that make it a good choice for building extensions that follow the clean-core strategy:

Side-by-side extensibility: CAP extensions are deployed in the side-by-side layer, which means that they do not modify the core application. This makes CAP extensions more stable and maintainable than extensions that are embedded in the

core application.

Open interfaces: CAP extensions expose their functionality through open interfaces. This makes it easy to integrate CAP extensions with other applications and services.

Cloud-based: CAP extensions are deployed in the cloud. This makes it easy to develop, deploy, and manage CAP extensions.

Therefore, SAP Cloud Application Programming (CAP) is a good choice for ABAP developers who want to build extensions to SAP applications that follow the clean-core strategy.

The other two options, SAP Classic Extensibility model and RESTful Application Programming (RAP), are not as good of a choice for building extensions that follow the clean-core strategy.

SAP Classic Extensibility model: The SAP Classic Extensibility model allows developers to modify the core application. This makes SAP Classic Extensibility extensions less stable and maintainable than CAP extensions. RESTful Application

Programming (RAP): RAP is a programming model that is used to build RESTful APIs. RESTful APIs are not a good fit for building extensions to SAP applications because they do not provide the same level of integration as CAP extensions.

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