



Free Questions for P\_SAPEA\_2023

Shared by Gay on 22-07-2024

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# Question 1

Question Type: MultipleChoice

With the lead to cash Business capabilities identified, as chief Enterprise Architect the Wanderlust CIO has asked your capabilities.

See Image,

Market to Lead (Business Process Module)		Market products and services
SAP Solutions		Execute promotional activities
SAP Cloud for Customer core applications		
SAP Customer Data Cloud		
SAP Customer Data Platform		
SAP Digital Asset Management Cloud by OpenText		Digital Asset Management (OpenText CLD)
SAP Emarsys Customer Engagement		Marketing Campaign Management (Emarsys) Social Media Management (Emarsys)
SAP Sales Cloud Version 2		
SAP Omnichannel Promotion Pricing		Promotion Execution (OPP CLD)
No Recommendation		Marketing Collaboration (n/a)

The SAP enterprise Architect has shared the snapshot for your reference. What is the pertinent SAP Solution in the market to Lead Business Process module of the Lead to cash E2E Process

Options:

- A- SAP Sales Cloud version 2
- B- SAP Omnichannel Promotion Pricing
- C- SAP customer data cloud
- D- SAP Emarsys Customer engagement

Answer:

D

Explanation:

SAP Emarsys Customer Engagement is a cloud-based solution that helps businesses to create, manage, and deliver personalized marketing campaigns across multiple channels. It includes features for lead management, marketing campaign management, and recommendation

management.

The Lead Business Process Module of the Lead to Cash E2E Process is responsible for managing leads and converting them into customers. SAP Emarsys Customer Engagement can be used to automate the lead management process, track lead progress, and identify opportunities for cross selling and upselling.

The other three options, SAP Sales Cloud version 2, SAP Omnichannel Promotion Pricing, and SAP Customer Data Cloud, are not as well-suited for the Lead Business Process Module of the Lead to Cash E2E Process.

SAP Sales Cloud version 2 is a cloud-based solution that helps businesses to manage sales opportunities and close deals. It does not have the same features for lead management and marketing campaign management as SAP Emarsys Customer Engagement.

SAP Omnichannel Promotion Pricing is a cloud-based solution that helps businesses to manage pricing and promotions across multiple channels. It does not have the same features for lead management and marketing campaign management as SAP Emarsys Customer Engagement.

SAP Customer Data Cloud is a cloud-based solution that helps businesses to collect, store, and analyze customer data. It does not have the same features for lead management and marketing campaign management as SAP Emarsys Customer Engagement.

Therefore, the best course of action is to use SAP Emarsys Customer Engagement to manage the Lead Business Process Module of the Lead to Cash E2E Process.

## Question 2

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Question Type: MultipleChoice

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As Chief Enterprise Architect, you want to select an extension option that follows SAP's clean-core strategy. What are your recommendations to implement the clean-core strategy best?

### Options:

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**A-** To follow the clean-core strategy, the so-called 'Developer Extensibility' of S/4HANA isn't allowed. Extensions must use 'Side-by-Side Extensibility' on the SAP Business Technology Platform. These extensions use corresponding public remote APIs of the S/4HANA backend system.

**B-** Follow SAP's Tier 1 to Tier 2 extension model, which enables different extension options: Cloud Extensibility Model and Cloud API Enablement. This allows the development of cloud-ready and upgrade-stable applications and extensions.

**C-** Use 'Key User Extensibility' functions of S/4HANA for simple extensions. 'Developer

Extensibility must comply with the rules for a Tier-1 or Tier-2 extension.

D- Use of public local APIs or public remote APIs for 'Developer Extensibility.

Answer:

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A

Explanation:

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The clean-core strategy is a SAP initiative to keep the core of SAP S/4HANA as clean as possible by moving customizations and extensions to the side-by-side layer. This allows SAP to more easily deliver new releases of S/4HANA without having to worry about breaking custom code.

There are two main ways to extend SAP S/4HANA:

Developer Extensibility: This allows developers to extend the core of SAP S/4HANA by modifying the source code. This is not allowed under the clean-core strategy.

Side-by-Side Extensibility: This allows developers to extend SAP S/4HANA by creating new applications that run alongside the core system. These applications can communicate with the core system using public APIs.

The following are the benefits of using Side-by-Side Extensibility:

Flexibility: Side-by-Side Extensibility allows developers to extend SAP S/4HANA in any way they see fit.

Scalability: Side-by-Side Extensibility can be scaled to meet the needs of any organization.

Maintainability: Side-by-Side Extensibility is easier to maintain than Developer Extensibility, because custom code is not embedded in the core system.

Therefore, the best way to implement the clean-core strategy is to use Side-by-Side Extensibility. This will allow you to extend SAP S/4HANA in a flexible, scalable, and maintainable way.

## Question 3

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Question Type: MultipleChoice

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What kind of applications can you develop with SAP Business Application Studio?

Options:

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- A- SAPUI5 (SAP Fiori) applications and ABAP applications
- B- ABAP applications
- C- SAPUI5 (SAP Fiori) applications

Answer:

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C

Explanation:

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SAP Business Application Studio is a modern development environment designed to support the development of various SAP-centric applications. Among the supported application types are:

SAPUI5 (SAP Fiori) applications (C): SAP Business Application Studio provides extensive tools and templates specifically tailored for developing SAPUI5 applications, which are the backbone of the SAP Fiori user experience. This includes support for frontend development with rich user interfaces, integration with SAP services, and adherence to SAP Fiori design principles.

Options A and B are incorrect because SAP Business Application Studio does not support ABAP development directly within its environment. ABAP development traditionally requires a different set of tools and environments provided by SAP, such as the ABAP Development Tools (ADT) in Eclipse or the ABAP environment on SAP Cloud Platform.

SAP Business Application Studio documentation.

SAP Fiori development guidelines provided by SAP.

## Question 4

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Question Type: MultipleChoice

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What are important factors of the SAP BTP. Cloud Foundry environment during runtime that you need to consider?

Options:

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- A- Programming language and buildpacks
- B- CPU capacity and memory size of the application
- C- Number of users and API calls

Answer:

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B

### Explanation:

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In the SAP BTP Cloud Foundry environment, several factors are critical during runtime to ensure optimal application performance and scalability. The correct answer, A, highlights two fundamental aspects:

**Programming language:** This determines the specific buildpack to be used, as Cloud Foundry supports multiple programming languages through different buildpacks which provide framework and runtime support for applications.

**Buildpacks:** These are key components in the Cloud Foundry architecture that provide runtime and framework support necessary to build and deploy applications in various programming languages effectively.

These elements are crucial as they directly impact how applications are built, deployed, and run within the Cloud Foundry environment, influencing performance, compatibility, and scalability.

SAP BTP Cloud Foundry documentation.

Buildpacks and programming language support in SAP BTP.

## Question 5

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**Question Type:** MultipleChoice

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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.

### Options:

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- 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

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**Answer:**

A, C, D

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**Explanation:**

The business capabilities 'Marketing Analytics' and 'Recommendation Management' align with the goal of enhancing the number of leads through targeted campaigns and cross-selling opportunities. 'Marketing Campaign Management' is central to designing and executing effective campaigns. 'Social Media Management' is pivotal for achieving high visibility on platforms where potential customers are most active. Reference = These capabilities should be part of Wanderlust's business architecture to support the CIO's objectives, and they are likely detailed in the SAP Reference Business Architecture content, which includes capabilities needed to execute comprehensive marketing strategies.

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## Question 6

**Question Type:** MultipleChoice

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Why is it useful to create Transition Architectures in the Application Architecture domain?

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**Options:**

- A-** They structure complex application architectures that require multiple changes to existing independent applications and/or the rollout of new applications. Considered applications/solutions do NOT depend on the existence of others.
- B-** They reduce the total number of solution components in the target state of complex application architectures that require multiple changes of existing applications and/or rollout of new applications. All applications/solutions do NOT depend on the existence of others.
- C-** They structure complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications. Some applications/solutions depend on the existence of others.

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**Answer:**

C

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**Explanation:**

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, Transition Architectures are intermediate states between the Baseline Architecture (the current situation) and the Target Architecture (the desired future state). 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. Transition Architectures are useful for structuring complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications. Some applications/solutions depend on the existence of others, meaning that they cannot be implemented or operated without the presence or functionality of other applications/solutions. For example, a new application that relies on data from an existing application, or an existing application that needs to be integrated with a new application. By creating Transition Architectures, enterprise architects can:

Define and prioritize the sequence and timing of the changes and rollouts that are needed to achieve the Target Architecture.

Identify and mitigate the risks and issues that might arise during the transition process, such as technical, operational, or organizational challenges.

Communicate and align with the stakeholders and sponsors of the project, such as business owners, users, developers, vendors, etc.

Monitor and control the progress and performance of the project, and ensure that it meets the requirements and expectations of the project.

Transition Architectures are useful in the Application Architecture domain because they can help to structure complex application architectures that require multiple changes of existing interdependent applications and/or the rollout of new applications.

In some cases, it may be possible to make changes to existing applications independently of each other. However, in many cases, changes to one application will require changes to other applications. This is because applications often depend on each other for data or functionality.

Transition Architectures can help to identify these dependencies and to plan the changes to the applications in a way that minimizes the impact on the business. They can also help to ensure that the changes are made in a consistent and orderly fashion.

The following are some of the benefits of using Transition Architectures in the Application Architecture domain:

They can help to improve the visibility of complex application architectures.

They can help to identify dependencies between applications.

They can help to plan the changes to applications in a way that minimizes the impact on the business.

They can help to ensure that the changes are made in a consistent and orderly fashion.

Therefore, Transition Architectures can be a valuable tool for managing complex application

architectures.



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