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Topic: 1
Unified Scenario Simulation
Baltic Rail Operational Insight on SAP Business Data Cloud
Business Context
Baltic Rail operates rail freight across Estonia, moving bulk commodities, timber, and containerised cargo between inland terminals and the Baltic ports. Its operations teams — yard planners, terminal supervisors, and a small central control desk — depend on knowing where wagons are, how terminals are performing, and where shipments are delayed. For years those answers came from spreadsheets stitched together after each shift, and the control desk rarely saw a current picture during the working day.
Data Landscape
The company runs its core processes on SAP applications, and a long-standing SAP BW system holds years of freight-movement and terminal-throughput history. Analysts trust the BW figures but reach them slowly, and business users outside the analytics team have little direct access. Leadership has approved SAP Business Data Cloud as the platform to bring this data together and make governed insight available to operational staff without rebuilding reports for every request.
Insight Ambitions
The operations director wants a first use-case that visibly helps day-to-day decisions rather than a broad data-platform programme. Candidate ideas circulate: a terminal-throughput view for supervisors, a wagon-availability picture for planners, and a longer-horizon capacity forecast for the executive team. The director is clear that the first delivery should give business users an operational insight they can act on within a shift, and should build confidence for the work that follows.
Product Approach
The programme lead has begun exploring what SAP Business Data Cloud already offers through the SAP BDC Cockpit, where data products and intelligent applications can be discovered before anything is built. Some team members assume every insight must be modelled from scratch on the BW history; others point out that reusable, governed data products may already cover much of what the operations teams need. How far to reuse versus build is an open question the team must settle early.
Enablement Context
Even where the data is ready, the operations staff who would use it are not yet set up on the platform. Standing up SAP Business Data Cloud involves preparing and provisioning its components, connecting the environment through a formation, and enabling the users who will consume the insight. A supervisor cannot act on a throughput view she cannot open, and the team has treated enablement as a later step rather than part of delivering the use-case.
Governance Context
Baltic Rail's data owners are cautious. The freight history feeds regulatory and commercial reporting, and they want any operational view to rest on governed, owned data rather than ad hoc extracts copied onto someone's laptop. There is also early interest in using the data to support smarter forecasting and Business AI, but the owners insist that only trustworthy, business-context-rich data should feed those ambitions.
Decision Context
The steering group has asked the programme lead to recommend a first use-case, decide how far to reuse existing data products, and set out how business users will actually be enabled to use the result.

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The director has stressed that a narrow, high-value insight delivered to real users beats a broad platform with no one consuming it, and that the first delivery will shape how the wider rollout is judged.

Your assignment

You are advising the programme lead at Baltic Rail on the first delivery of SAP Business Data Cloud. Leadership wants governed insight in the hands of operational staff, the data owners want everything to rest on governed, owned data, and the director wants a narrow, high-value use-case delivered to real users. You will recommend a first use-case, decide how far to reuse existing data products, set out how business users are enabled to consume the result, and position the later Business AI ambition. Where an exact cockpit label, setup parameter, or feature detail is not provided, reason about the intent rather than assuming a specific name

1. CHALLENGE 1 — Selecting a First Operational-Insight Use-Case for Business Users

• Weigh the candidate ideas against the director's goal of an operational insight business users can act on within a shift.
• Recommend a first use-case that reaches a real operational team quickly rather than a broad or strategic programme.
• Judge any proposal by whether the insight actually reaches and helps a business user, not only by whether the figures are correct.

Checkpoints

• Confirm the recommended use-case delivers an insight a supervisor can act on during their shift.
• Confirm the choice favours near-term, provable value over breadth that no one yet consumes.

2. CHALLENGE 2 — Reusing Governed Data Products Before Building Custom Ones

• Discover what SAP Business Data Cloud already provides through the SAP BDC Cockpit before modelling anything new.
• Prefer reusing a governed data product, extending it only where a genuinely differentiated need exists.
• Keep the insight on governed, owned data rather than an ungoverned copy taken out of the platform.

Checkpoints

• Confirm the insight rests on a governed data product installed to the platform, not a local extract.
• Confirm custom build is chosen only for a need that no managed data product meets.

Question: 1

CHALLENGE 1 — Selecting a First Operational-Insight Use-Case for Business Users

The operations director asks the programme lead to recommend the first use-case for SAP Business Data Cloud. She wants business users to gain an operational insight they can act on within a single shift. Which recommendation best fits that goal?

A. Begin by cataloguing every available data source across the landscape so the platform is complete before any single operational view is offered to users.
B. Start with a multi-year capacity forecast for the executive team, since strategic planning insight sets the direction the operational teams will eventually follow.
C. Deliver a terminal-throughput view that supervisors can open and act on during their shift, giving business users an immediate operational insight.
D. Prioritise a technical redesign of the underlying data model first, on the grounds that cleaner structures must exist before any insight can be trusted.

Answer: C

Explanation:
A first use-case that delivers value to business users should give them an operational insight they can act on quickly. A terminal-throughput view supervisors use within their shift meets that expectation directly and builds confidence for the work that follows.

Question: 2

CHALLENGE 1 — Selecting a First Operational-Insight Use-Case for Business Users

The steering group debates whether the first delivery should be a narrow, high-value insight for one operational team or a broad platform serving many teams at once.
Which advisory position is stronger given the director's priorities?

A. Deliver the narrow, high-value insight to a real operational team first, since a used insight proves value better than a broad platform no one yet consumes.
B. Build the broad multi-team platform first, because releasing to everyone at once avoids any appearance of favouring one operational team over the others here.
C. Delay every delivery until both the narrow insight and the broad platform can be released together, so that no team feels it received less than another team did.
D. Let each operational team build its own separate view independently, so that the programme avoids having to choose which single insight to deliver first at all.

Answer: A

Explanation:
The director stressed that a narrow, high-value insight delivered to real users beats a broad platform with no one consuming it. Delivering to one operational team first proves value and shapes how the wider rollout is judged.

Question: 3

CHALLENGE 1 — Selecting a First Operational-Insight Use-Case for Business Users

A proposed throughput view would calculate accurate figures overnight, but the supervisors who need them have no way to open the view during their shift.
How should the programme lead judge this proposal?

A. Accept it, because accurate overnight figures are the hard part and how users reach the view is a minor detail that can be settled comfortably afterwards.
B. Accept it, since producing correct numbers already demonstrates that the platform works even if no operational user actually consumes them during this shift.
C. Accept it provided the figures are recalculated more often, treating refresh frequency as the only real gap between the proposal and delivering genuine value.

D. Reject it as incomplete, because an insight business users cannot open and act on within their shift delivers no operational value to them.

Answer: D

Explanation:
The use-case's purpose is an operational insight business users can act on within a shift. Accurate figures that no supervisor can reach deliver no value, so the proposal is incomplete until access during the shift is solved.

Question: 4

CHALLENGE 2 — Reusing Governed Data Products Before Building Custom Ones

Before modelling anything on the BW history, the team disagrees on whether to build every insight from scratch or first check what SAP Business Data Cloud already provides.
What is the most appropriate first step?

A. Model each required insight directly on the BW history, since building from the raw source gives the team full control over every calculation it produces.
B. Discover the data products already available through the SAP BDC Cockpit, so existing governed assets can be reused before anything new is built.
C. Copy the needed BW tables into a separate workspace and let each analyst assemble views there, so that the work can start without waiting for any review.
D. Commission a fully custom data product for every operational team upfront, so that each team is guaranteed a purpose-built asset right from the very start.

Answer: B

Explanation:
BDC frames discovery through the SAP BDC Cockpit as a first-class action, and reusing an existing governed data product is faster and cleaner than rebuilding. Discovering what is already available comes before any decision to build.

Question: 5

CHALLENGE 2 — Reusing Governed Data Products Before Building Custom Ones

To show a quick result, a team member suggests copying the throughput figures into a spreadsheet on her laptop for this week rather than installing a governed data product.
Which assessment is most accurate?

A. The spreadsheet is the better long-term answer, since a local copy is quicker to refresh than a governed data product installed and maintained on the platform.
B. The spreadsheet is acceptable permanently, because the figures read the same regardless of whether their source is a governed product or a local personal copy.

C. The spreadsheet is fine as the standard approach if it is shared widely enough, since broad distribution effectively substitutes for platform-level data governance.
D. The spreadsheet solves this week only and leaves an ungoverned copy; installing the governed data product to Foundation Services is the sound path.

Answer: D

Explanation:
A local spreadsheet delivers this week's number but creates an ungoverned copy the data owners want to avoid. Installing the governed data product to Foundation Services keeps the insight owned, reusable, and trustworthy.

Topic: 2
Micro Skill Drill Exam

Question: 6

An outage-analytics team at Maple Ridge Utilities defined a data subscription on SAP BW data to feed its reporting during the BW transformation, ran it once to load the figures, and considered the task finished. Several weeks later, the reported outage numbers no longer match what operations sees in the source, and the team is unsure why the subscribed data drifted out of date. A data engineer reviews the setup and finds the subscription was treated as a single load event rather than something with an ongoing operational life. Before the team proposes a workaround, the engineer wants everyone to understand, at a foundational level, how a data subscription behaves and what that implies about keeping subscribed BW data current. The transformation is still early, so the correct handling pattern can be established now rather than after more reports drift.
Why is the subscribed BW data no longer current, and what does it indicate about how a data subscription should be handled?

A. A data subscription is an ongoing define-run-control lifecycle that must be scheduled and maintained, so a single initial load lets the data go stale.
B. A data subscription permanently mirrors the source in real time on its own, so stale data can only mean the source BW system itself stopped producing any figures.
C. A data subscription automatically deletes itself after loading once, so stale data must mean the subscription object no longer exists anywhere in the platform.
D. A data subscription is a fixed one-time load by design, so drifting data is expected and simply requires exporting a fresh manual copy of the figures each time.

Answer: A

Explanation:
A data subscription on BW data has an ongoing define-run-control lifecycle: once defined it is run, scheduled, and maintained so the data stays current. Treating it as a single initial load skips the run-and-maintain part of that lifecycle, which is exactly why the outage figures drifted out of date, and correcting the handling pattern resolves it.

Question: 7

Maple Ridge Utilities has mapped out modernizing its SAP BW landscape onto SAP Business Data Cloud, but the planning group has begun treating the move as the final destination, assuming that once BW reaches its modernized state on the platform there is nowhere further to go. A solution architect is concerned this framing will cause the utility to under-plan its longer-term analytics and planning ambitions and stop investing after the move. Before the roadmap is signed off, the architect wants the group to understand, at a foundational level, how the transformation is positioned beyond the initial modernization move and what further direction becomes available. Nothing is locked in yet, so the roadmap can still reflect the continuation rather than an endpoint. The architect asks the group to state, in principle terms, how to characterize what follows once the BW landscape has been modernized on the platform.
How should the team characterize what follows once the SAP BW landscape has been modernized on the platform?

A. Modernizing the BW landscape opens further paths such as SAP managed data products, SAP Datasphere, and seamless planning, since the transition continues beyond the initial move.
B. Modernizing the BW landscape forces an immediate shut-off of every existing BW use-case, since the modernized state is meant to replace all prior ways of working at once.
C. Modernizing the BW landscape locks the team into one fixed tool with no later options, since the modernized state is designed to remove any future choice of direction.
D. Modernizing the BW landscape is a terminal endpoint with no further direction available afterward, since reaching the private cloud edition is simply where the whole journey stops.

Answer: A

Explanation:
Once the BW landscape is modernized on the platform, further paths open for SAP BW use-cases, including SAP managed data products, SAP Datasphere, and seamless planning. Characterizing the move as a continuation rather than a final stop is the foundationally accurate framing and keeps the roadmap pointed at the utility's longer-term analytics and planning goals.

Question: 8

Maple Ridge Utilities has accepted the principle of a phased move toward SAP Business Data Cloud and is now planning the modernize step for its existing SAP BW system, which supports metering and billing analytics. During a planning workshop, team members give conflicting descriptions of what that step actually does to the BW system: some believe it means rewriting all reports elsewhere, others think it means freezing BW untouched, and one suggests simply retiring it. A solution architect wants to settle this before the roadmap is drawn, because an incorrect understanding of the modernize step would misdirect effort and budget. The utility is still at the planning stage and has provisioned nothing, so the description can be corrected cheaply now. The architect asks for a foundationally accurate statement of what the modernize step concretely involves for the existing BW system on this transformation path.
What does the modernize step of this transformation path concretely involve for Maple Ridge's existing SAP BW system?

A. Permanently freeze the BW system as unchangeable and read-only, since locking it in place is how the modernize step is meant to protect existing data.

B. Rebuild every existing BW report from scratch in a separate new tool, since starting over from nothing is what the modernize step is meant to deliver.
C. Move the existing SAP BW system to SAP BW, private cloud edition within the platform, since that transition is how the BW landscape is modernized.
D. Retire the BW system entirely with no successor at all, since dropping the old warehouse is what the modernize step is meant to accomplish.

Answer: C

Explanation:
On this path the modernize step moves the existing SAP BW system to SAP BW, private cloud edition within SAP Business Data Cloud. That transition is the concrete action that modernizes the BW landscape while carrying its value forward, which is the foundationally accurate description the architect needs before the roadmap is drawn.

Question: 9

Several analytics teams at Maple Ridge Utilities each need the same customer-consumption data that currently lives in the utility's SAP BW system, and today each team copies its own extract to work from. As part of the BW transformation, a data lead wants that BW data made available as a single reusable asset on SAP Business Data Cloud so teams consume one governed product instead of maintaining private copies. During a working session the group debates the concrete action that would actually turn the BW data into such a reusable asset on the platform, rather than another round of manual copies. The transformation is underway and the pattern set here will guide how future BW data is shared across the utility, so the lead wants the correct platform action identified before any team proceeds.
Which action makes the existing BW data available as a reusable data product on the platform?

A. Email a spreadsheet copy of the BW extract to each analytics team, so every group keeps its own local file to work from independently as before.
B. Grant each analytics team direct login access to the source BW system, so everyone queries the raw source tables themselves whenever they need figures.
C. Post a one-time CSV export of the BW data to a shared network drive, so teams collect the same static file from a single common folder.
D. Use the Data Product Generator to generate a data product from the BW data, so the asset becomes discoverable and reusable for teams on the platform.

Answer: D

Explanation:
Using the Data Product Generator to generate a data product from the BW data turns that data into a governed, discoverable asset that teams can consume on the platform. This directly replaces the private-copy pattern with a single reusable product, which is the concrete platform action the data lead is looking to establish for sharing BW data.

Question: 10

Maple Ridge Utilities, a regulated electricity and water provider in Canada, has run its rate-case and regulatory reporting on an established SAP BW system for many years. The board is evaluating a move toward SAP Business Data Cloud but is nervous about anything that could interrupt regulator-facing reporting during an active rate review. An advisory consultant has been asked to explain, at a foundational level, why the platform modernizes an existing BW landscape through an ordered, staged path instead of one combined move, before any roadmap is drafted or budget approved. Leadership wants the architectural intent described in principle terms, not by naming a single feature, so it can judge the risk to continuous reporting. Nothing has been provisioned yet; the utility is only setting direction. The consultant must give the board a foundationally accurate statement of why the transformation is phased rather than a single-step cutover.
Which statement best describes why SAP Business Data Cloud modernizes an existing SAP BW landscape through a phased path rather than a single-step move?

A. Treat modernization as an isolated local upgrade of the existing BW system, since keeping it self-contained avoids involving the wider data platform.
B. Treat modernization as one combined cutover that moves the whole landscape at once, since a single migration event is the fastest way to reach the new platform directly.
C. Treat modernization as an immediate shutdown of the existing BW system, since removing the old platform first is what clears the way for the new one.
D. Treat modernization as an ordered, phased path that preserves existing BW value before new capability is added, since a staged transition lowers disruption risk.

Answer: D

Explanation:
SAP Business Data Cloud modernizes an existing BW landscape as an ordered, staged path that preserves current BW value before new capability is introduced. For a utility that cannot afford to disrupt live regulatory reporting, that staged transition is precisely why the approach is phased rather than a single-step cutover, and it is the foundationally accurate description for the board.

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