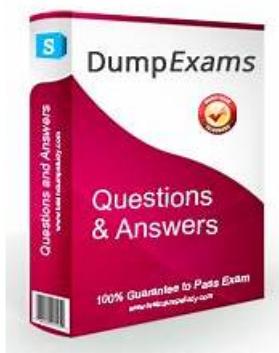


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Low software adoption rates
- B. Excessive third-party integrations
- C. Insufficient IT budgets
- D. Lack of employee training programs

Answer: A

Explanation:

D . Low software adoption rates.

WalkMe emphasizes that one of the biggest reasons enterprises fail to maximize ROI on their software investments is due to poor software adoption. Organizations frequently see massive inefficiencies, underutilized tools, and productivity losses-all stemming from low adoption rates-costing up to \$104 million annually and dramatically reducing ROI

Why not the other choices?

- * A. Insufficient IT budgets - While budget constraints can impact projects, WalkMe highlights adoption, not funding, as the primary barrier.
- * B. Excessive third-party integrations - Integration complexity is a challenge but not cited as the leading cause of failed ROI.
- * C. Lack of employee training programs - Training is important, but the core issue is that even with training, employees still aren't using the software effectively-and that's indicative of poor adoption.

Thus, low software adoption rates is the common reason cited from WalkMe's perspective.

NEW QUESTION # 22

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Data & Analytics, Action & Experience, Platform & Admin
- B. Content Creation, Deployment, Analytics & Insights
- C. Digital Adoption, Process Optimization, Compliance Management
- D. Workflow Automation, User Engagement, Security & Privacy

Answer: A

Explanation:

The correct answer is:

B . Data & Analytics, Action & Experience, Platform & Admin

Explanation

According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:

- * Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.
- * Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming, conversational interfaces, and workstation deployment walkme.com
- * Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com

Why the other options aren't correct:

- * A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.
- * C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.
- * D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.

Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

NEW QUESTION # 23

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Streamlined user adoption and seamless process integration
- B. Lower software maintenance costs
- C. Increased hiring efficiency
- D. Enhanced physical supply chain management

Answer: A

NEW QUESTION # 24

What is the role of the WalkMe snippet in the deployment process?

- A. It enables WalkMe content to be displayed over applications
- B. It ensures compatibility with all versions of application software
- C. It customizes content for each user group
- D. It secures user data through encryption

Answer: A

NEW QUESTION # 25

Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Preference for local software providers
- B. Global movement towards digital transformation
- C. Increasing investment in physical retail stores
- D. Rising popularity of traditional employee training methods

Answer: B

Explanation:

The market trend most relevant to driving adoption for tools like WalkMe is:

- B. Global movement towards digital transformation
- Why It Matters

* The worldwide shift toward digital transformation is the primary catalyst making Digital Adoption Platforms (DAPs) essential-organizations must ensure their tools are not just implemented, but also fully adopted by users.

* WalkMe specifically addresses the "digital adoption gap" where companies invest heavily in digital tools but struggle to achieve actual usage-costing millions in productivity and ROI losses.

- Why the others aren't relevant
- * A. Preference for local software providers - While regional tools play a role, the dominant trend is global digital transformation driving homogeneous adoption needs.
- * C. Rising popularity of traditional employee training methods - Traditional training is declining; digital, in-app guidance is gaining momentum.
- * D. Increasing investment in physical retail stores - This is unrelated to software adoption and digital change initiatives.

- Summary

* The dominant market force fueling WalkMe's growth and adoption is the global digital transformation movement-organizations need to bridge the gap between digital investment and actual user engagement.

Final Answer: B. Global movement towards digital transformation.

NEW QUESTION # 26

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