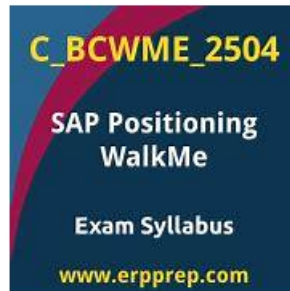


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q17-Q22):

NEW QUESTION # 17

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By outsourcing workflow management to third-party providers
- C. By replacing enterprise tools with simpler solutions
- **D. By offering proactive, contextual guidance through AI-powered tools**

Answer: D

Explanation:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools-like the new "Action Bar"-proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

* A. By automating recruitment processes

WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

* C. By outsourcing workflow management to third-party providers

WalkMe provides in-house software tools and guidance-not workflow outsourcing

* D. By replacing enterprise tools with simpler solutions

WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows-helping users avoid friction and work smarter in the moment.

NEW QUESTION # 18

Which persona is responsible for aligning organizational strategy with technological efficiency while addressing the challenges of resource allocation and system integration?

- A. Operations Leader
- **B. Chief Information Officer**
- C. Sales Enablement
- D. Chief Revenue Officer

Answer: B

Explanation:

The persona that fits this description is:

D. Chief Information Officer

Why the CIO?

The Chief Information Officer (CIO) plays a critical role in:

* Aligning organizational strategy with technological efficiency - ensuring technology supports business objectives.

* Addressing resource allocation - deciding how IT budget, tools, and staff are utilized.

* Managing system integration - orchestrating how different technologies (e.g., SAP, cloud, analytics) interconnect and support transformation.

As described in the SAP Learning course "Introducing the Chief Information Officer (CIO) Narrative," CIOs focus on securing compliance, modernizing technology cost-effectively, and delivering real-time actionable insights from disparate data-while navigating resource constraints and integration complexity.

Why not the others?

* A. Chief Revenue Officer - focused on growth, sales, and revenue targets.

* B. Operations Leader - emphasizes optimizing operations and efficiency, but less on strategic technology alignment.

* C. Sales Enablement - drives sales performance through tools and content, rather than managing broad IT resource and integration challenges.

Final Answer: D. Chief Information Officer

NEW QUESTION # 19

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Elimination of all R&D costs within enterprises
- **B. Enhanced user satisfaction through NPS and CSAT improvements**

- C. Reduction in compliance-related issues through automatic insights
- **D. Increased employee productivity through streamlined workflows**
- **E. Faster and more flexible product delivery**

Answer: B,D,E

NEW QUESTION # 20

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- **A. Driving measurable ROI across SAP and non-SAP applications**
- **B. Ensuring compliance and efficiency in finance and spend management**
- C. Simplifying procurement processes to enhance competitive differentiation
- **D. Enabling ERP transformation through user engagement and adoption**
- E. Providing analytics and insights for cloud-based HR systems

Answer: A,B,D

Explanation:

Based on WalkMe's positioning within the SAP ecosystem, the three key objectives of their SAP-focused sales plays are:

C. Enabling ERP transformation through user engagement and adoption

WalkMe plays a central role in digital transformation by driving user engagement, increasing software adoption, and ensuring smooth rollouts of SAP ERP like S/4HANA and SuccessFactors

A. Ensuring compliance and efficiency in finance and spend management WalkMe's in-app guidance helps prevent user errors, ensure policy compliance, and streamline critical finance and procurement workflows-especially within SAP S/4HANA and Ariba environments blog.sap-press.com

E. Driving measurable ROI across SAP and non-SAP applications

WalkMe emphasizes actionable insights, highlighting software usage, and driving ROI not just in SAP but across heterogeneous systems through analytics and usage data visibility.

Not correct:

* B. Providing analytics and insights for cloud-based HR systems

While WalkMe supports HR applications like SuccessFactors, the offering is broader-including ERP, procurement, and cross-app usage-so this choice is too narrow.

* D. Simplifying procurement processes to enhance competitive differentiation WalkMe does simplify workflows in SAP Ariba, but the "competitive differentiation" language doesn't match their core positioning.

NEW QUESTION # 21

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By outsourcing workflow management to third-party providers
- C. By replacing enterprise tools with simpler solutions
- **D. By offering proactive, contextual guidance through AI-powered tools**

Answer: D

NEW QUESTION # 22

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