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SAP Certified Associate - Positioning WalkMe Sample Questions (Q15-Q20):

NEW QUESTION # 15

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 0.3
- **B. 0.7**
- C. 0.9
- D. 0.5

Answer: B

Explanation:

The correct answer is B. 0.7 (i.e., 70%).

Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 16

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Allowing users to toggle between languages manually
- **B. Delivering consistent user experiences across diverse regions**
- C. Simplifying the deployment of WalkMe content across applications
- D. Automating compliance with international data privacy laws

Answer: B

Explanation:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

Why the other options don't fit

* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.

Final Answer: C. Delivering consistent user experiences across diverse regions.

NEW QUESTION # 17

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

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

Answer: C,D,E

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 # 18

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Offering a combination of guidance tools and actionable analytics
- B. Limited scalability for smaller businesses
- C. Exclusive focus on customer experience workflows
- D. Ability to operate without integrating into other software

Answer: A

NEW QUESTION # 19

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

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

Answer: C

NEW QUESTION # 20

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