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SAP Certified Associate - Positioning WalkMe Sample Questions (Q11-Q16):

NEW QUESTION # 11

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

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

Answer: D

NEW QUESTION # 12

What role does WalkMe's Action pillar serve?

- A. To automate application updates
- **B. To create workflows and guidance content quickly**
- C. To provide real-time analytics for identifying inefficiencies
- D. To ensure intuitive user experiences

Answer: B

Explanation:

The correct answer is:

B . To create workflows and guidance content quickly ☐

☐ Explanation

According to the Learning SAP course Outlining Strategy and Messaging, WalkMe's Action pillar is all about empowering organizations to rapidly design and deploy workflows and guidance content-with minimal IT involvement-using tools like the Workflow Accelerators, WalkMe Editor, and Builder Assistant. It enables companies to turn data-driven insights into action effectively.

☐ Why other options aren't correct:

* A. To automate application updates - This doesn't fall under the Action pillar's scope, which focuses on guided workflows and in-app support, not software maintenance.

* C. To ensure intuitive user experiences - While intuitive experiences are part of the Experience pillar (with smart walkthroughs, AI chat, etc.), the Action pillar focuses specifically on building and rolling out guidance content

* D. To provide real-time analytics for identifying inefficiencies - This relates to the Data pillar, which handles analytics and insights, not the Action pillar.

☐ Final Answer:

B . To create workflows and guidance content quickly

NEW QUESTION # 13

Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. Discovery
- **B. Theming**
- C. Multi-Language
- D. WalkMe Shield

Answer: B

Explanation:

The correct answer is: D

D . Theming ☐

☐ Explanation

According to SAP's training materials on learning.sap.com, WalkMe's Theming feature is specifically designed to help enterprises maintain consistent branding across tools. This feature ensures that WalkMe elements-such as tooltips, walk-thrus, and help menus-seamlessly integrate with the look and feel of existing applications. By aligning colors, fonts, and overall design, Theming significantly boosts user trust and adoption rates.

☐ Why the other options are incorrect

* A. Multi-Language: Enables content translation and localization, but doesn't impact branding aesthetics.

* B. WalkMe Shield: Specialized in automation testing and content validation-not for styling or branding.

* C. Discovery: Focuses on identifying unused software and compliance risks, not UI customization or branding.

☐ Final Answer:

D . Theming - it ensures consistent branding across tools, which helps improve user adoption and engagement.

NEW QUESTION # 14

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe is purpose-built for exclusive use on specific applications
- B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- C. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- D. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

Answer: B,C,D

NEW QUESTION # 15

What is one example of WalkMe's measurable impact for its customers?

- A. Replacing all in-person training programs with AI-only solutions
- B. Eliminating the need for IT departments in large organizations
- C. Saving sales representatives 2-3 hours per day through streamlined processes
- D. Reducing software licensing costs by 80%

Answer: C

NEW QUESTION # 16

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