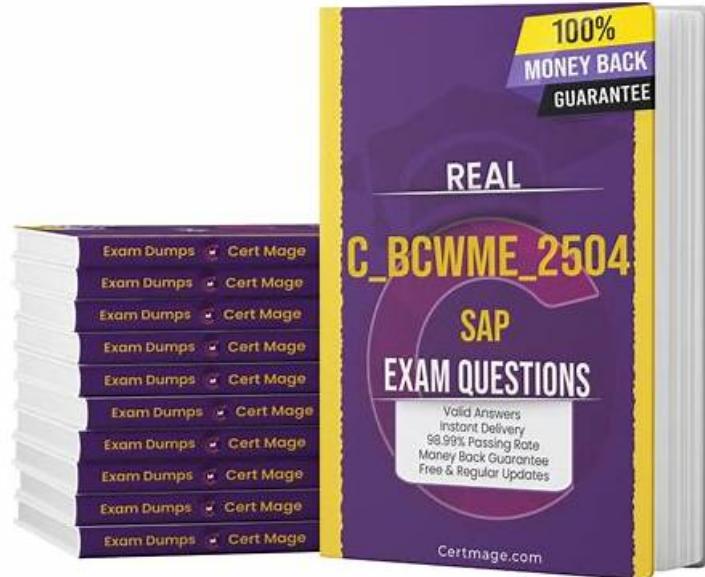


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q11-Q16):

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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