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

NEW QUESTION # 11

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

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

Answer: A

NEW QUESTION # 12

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

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

Answer: D

NEW QUESTION # 13

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

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

Answer: C

Explanation:

The correct answer is:

A . Offering a combination of guidance tools and actionable analytics Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.

Why the other options don't apply

- * B. Limited scalability for smaller businesses
- This is a limitation, if anything-not a differentiator or benefit.
- * C. Exclusive focus on customer experience workflows
- WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer workflows.
- * D. Ability to operate without integrating into other software
- WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.
- Final Answer: A. Offering a combination of guidance tools and actionable analytics.

NEW QUESTION # 14

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

- A. Enhanced user satisfaction through NPS and CSAT improvements
- B. Increased employee productivity through streamlined workflows
- C. Elimination of all R&D costs within enterprises
- D. Reduction in compliance-related issues through automatic insights
- E. Faster and more flexible product delivery

Answer: A,B,D

Explanation:

Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:

C. Reduction in compliance-related issues through automatic insights

WalkMe's analytics surface compliance gaps and user deviations- automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.

D. Increased employee productivity through streamlined workflows

WalkMe captures friction points within workflows-then resolves them with automation and in-app guidance, helping employees work faster and smarter

E. Enhanced user satisfaction through NPS and CSAT improvements

WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores

Why the other options don't fit:

* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.

* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.

C Final Answer:

C, D, and E.

NEW QUESTION # 15

How does WalkMe empower enterprises to recover productivity losses?

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

Answer: C

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 # 16

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