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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q14-Q19):

### NEW QUESTION # 14

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

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

**Answer: C**

Explanation:

WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.

While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.

Final Answer:

D . Saving sales representatives 2-3 hours per day through streamlined processes.

### NEW QUESTION # 15

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

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

**Answer: A**

Explanation:

The combined WalkMe-SAP solution delivers enterprises with:

A . Streamlined user adoption and seamless process integration

WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization

Why the other options don't fit:

Option Reason it's incorrect

B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.

C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.

D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.

Final Answer:

A . Streamlined user adoption and seamless process integration

### NEW QUESTION # 16

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Automating employee onboarding processes
- B. Identifying all applications being used across the organization
- C. Providing forecasts for future revenue growth
- D. Reducing costs associated with hardware infrastructure

**Answer: B**

### NEW QUESTION # 17

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

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

**Answer: A**

### NEW QUESTION # 18

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 # 19

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