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## Quiz 2026 First-grade SAP C-BCWME-2504: Latest SAP Certified Associate - Positioning WalkMe Exam Materials

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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

#### NEW QUESTION # 21

A customer mentions they're facing challenges introducing new employees to a complex Software as a Service (SaaS) application. They report high training costs and low adoption rates. What WalkMe feature best addresses this challenge?

- A. Sentiment Analysis
- B. Task Automation Tools
- C. Customizable Landing Pages
- D. Digital Onboarding and Training Modules

Answer: D

Explanation:

The WalkMe feature that best addresses the challenge of introducing new employees to a complex SaaS application-while reducing training costs and boosting adoption-is:

B . Digital Onboarding and Training Modules

Why this is the best fit:

\* These modules include tools like Smart Walk-Thrus, contextual SmartTips, and in-app training flows designed to guide employees step-by-step through tasks in real time.

\* They help reduce manual efforts and training expenses while improving user adoption and productivity

Why not the other options:

\* A. Sentiment Analysis - This analyzes user feedback and tone, not directly used for onboarding or initial training walkme.com

\* C. Customizable Landing Pages - These offer navigation aids but don't provide the interactive, guided training needed.

\* D. Task Automation Tools - Useful for automating repetitive tasks, but not focused on supporting new employee onboarding and learning flows.

So, for addressing high training costs and low adoption rates in a SaaS rollout scenario, Digital Onboarding and Training Modules provide the ideal WalkMe solution.

### NEW QUESTION # 22

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 has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- 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's analytics provide actionable insights to optimize user adoption and ROI!

**Answer: C,D,E**

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in walkme.com

Not correct:

\* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

\* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

### NEW QUESTION # 23

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

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

**Answer: B,D,E**

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 # 24

What does WalkMe Discovery help organizations achieve?

- A. Enhances employee satisfaction scores by 50%
- **B. Identifies underutilized tools and compliance risks**
- C. Automates training development processes
- D. Translates all tools into multiple languages automatically

**Answer: B**

#### NEW QUESTION # 25

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

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

**Answer: C**

Explanation:

D. Low software adoption rates.

WalkMe emphasizes that one of the biggest reasons enterprises fail to maximize ROI on their software investments is due to poor software adoption. Organizations frequently see massive inefficiencies, underutilized tools, and productivity losses-all stemming from low adoption rates-costing up to \$104 million annually and dramatically reducing ROI

Why not the other choices?

\* A. Insufficient IT budgets - While budget constraints can impact projects, WalkMe highlights adoption, not funding, as the primary barrier.

\* B. Excessive third-party integrations - Integration complexity is a challenge but not cited as the leading cause of failed ROI.

\* C. Lack of employee training programs - Training is important, but the core issue is that even with training, employees still aren't using the software effectively-and that's indicative of poor adoption.

Thus, low software adoption rates is the common reason cited from WalkMe's perspective.

#### NEW QUESTION # 26

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