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SAP Certified Associate - Positioning WalkMe Sample Questions (Q18-Q23):

NEW QUESTION # 18

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- A. Providing analytics and insights for cloud-based HR systems
- B. Driving measurable ROI across SAP and non-SAP applications
- C. Ensuring compliance and efficiency in finance and spend management
- D. Enabling ERP transformation through user engagement and adoption
- E. Simplifying procurement processes to enhance competitive differentiation

Answer: B,C,D

NEW QUESTION # 19

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 0.5
- **B. 0.7**
- C. 0.9
- D. 0.3

Answer: B

Explanation:

The correct answer is B. 0.7 (i.e., 70%).

Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 20

What primary issue does WalkMe's solution aim to solve for customers?

- A. High employee turnover rates
- B. Need for upgrading physical infrastructure in organizations
- **C. Challenges in adopting and effectively using digital tools**
- D. Difficulty in maintaining accurate financial records

Answer: C

Explanation:

The primary issue WalkMe's solution is designed to solve for customers is:

D . Challenges in adopting and effectively using digital tools ☐

Why this is the correct answer

WalkMe is a Digital Adoption Platform (DAP) that sits on top of your technology stack to help organizations understand who is using software, how it's being used, and where friction exists-then provide in-app guidance and automation to smooth those friction points Why the other options are incorrect

* A. Need for upgrading physical infrastructure

☐ This is unrelated- WalkMe focuses on software adoption, not hardware upgrades.

* B. High employee turnover rates

☐ While adoption issues can indirectly influence turnover, WalkMe does not directly address retention.

* C. Difficulty in maintaining accurate financial records

☐ That's a domain for finance systems and accounting, not WalkMe's primary focus.

In summary: WalkMe's core mission is to help users adopt and effectively use digital tools, enabling faster onboarding, fewer support tickets, and greater productivity.

NEW QUESTION # 21

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

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

Answer: D

NEW QUESTION # 22

How does WalkMe empower enterprises to recover productivity losses?

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

Answer: A

NEW QUESTION # 23

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