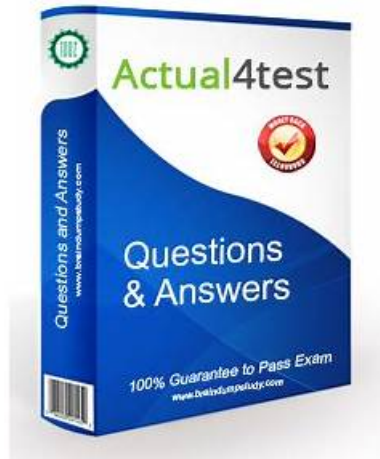


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q12-Q17):

NEW QUESTION # 12

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

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

Answer: A,B,C

NEW QUESTION # 13

Which of the following are strategic pillars of WalkMe's product strategy? Note: There are 3 correct answers to this question.

- A. Action
- B. Data
- C. Results
- D. Experience
- E. Integration

Answer: A,B,D

NEW QUESTION # 14

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Improves compliance with regulatory requirements
- B. Enhances physical infrastructure scalability
- C. Automates payroll processing
- D. Simplifies user adoption and reduces training time

Answer: A,D

Explanation:

The correct answers are:

☐ B. Simplifies user adoption and reduces training time

WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations

☐ D. Improves compliance with regulatory requirements.

By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.

✘ ☐ Why the other options are incorrect:

* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.

* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.

☐ Final Answer:

B and D.

NEW QUESTION # 15

Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Global movement towards digital transformation

- B. Rising popularity of traditional employee training methods
- C. Preference for local software providers
- D. Increasing investment in physical retail stores

Answer: A

NEW QUESTION # 16

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

Answer: B

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 # 17

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