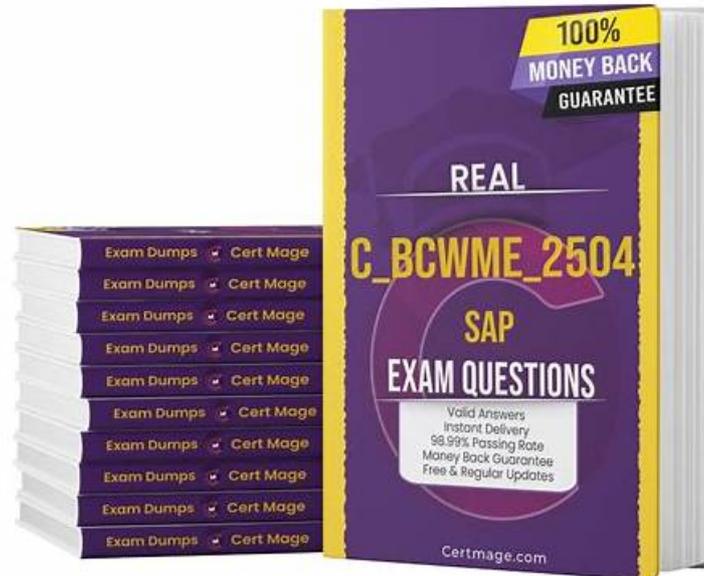


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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q16-Q21):

### NEW QUESTION # 16

What challenges does WalkMe address for enterprises adopting SAP S/4HANA? Note: There are 2 correct answers to this question.

n.

- A. Low user engagement and adoption rates
- B. Lack of third-party integrations
- C. High software licensing costs
- D. Difficulty in managing change management processes

**Answer: A,D**

Explanation:

Here are the two main challenges WalkMe addresses for enterprises adopting SAP S/4HANA, as outlined on [learning.sap.com](https://learning.sap.com):

C. Low user engagement and adoption rates

WalkMe accelerates user adoption during S/4HANA migrations—whether Greenfield or Brownfield—by embedding in-app guidance like Smart Walk-Thrus, real-time help, and automation. This helps users quickly become proficient and engaged with new workflows.

D. Difficulty in managing change management processes

WalkMe supports change initiatives by delivering targeted announcements, reminders, and context-aware guidance, which significantly reduces friction, user errors, and support tickets during transitions [learning.sap.com](https://learning.sap.com).

Not correct:

\* A. Lack of third-party integrations - WalkMe enhances the SAP platform experience but doesn't specifically provide integrations for third-party systems.

\* B. High software licensing costs - Reducing licensing expenses isn't a primary focus of WalkMe's S/4HANA deployment strategy.

Bonus Insight

Here's a practical example of how WalkMe, in partnership with Deloitte, supports organizations during the S/4HANA implementation:

\* Video URL

<https://youtu.be/CMLDKQ5gJMc>

#### NEW QUESTION # 17

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

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

**Answer: B,C,D**

#### NEW QUESTION # 18

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

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

**Answer: B,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 # 19

Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

- A. To reduce the need for IT support during software rollouts
- B. To automate payroll and HR processes for efficiency
- C. To replace outdated hardware systems with modern alternatives
- D. To improve user adoption and ensure maximum ROI on technology investments

**Answer: D**

### NEW QUESTION # 20

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

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

**Answer: C**

### NEW QUESTION # 21

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