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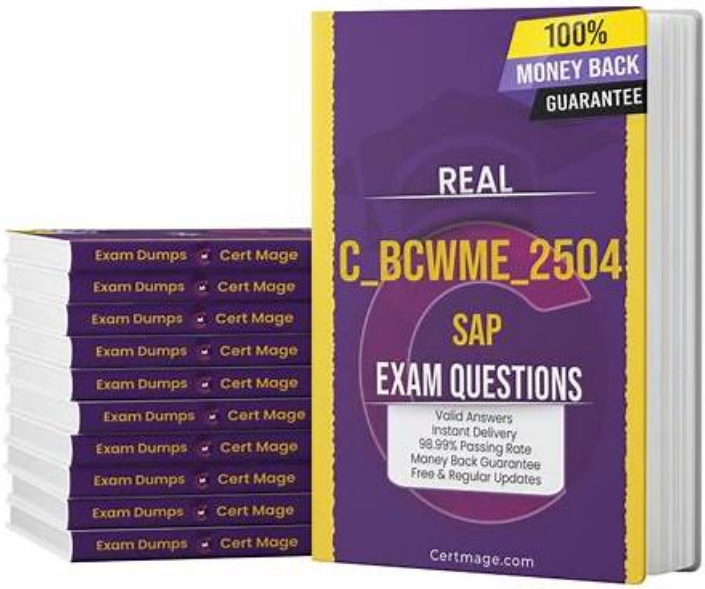

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q19-Q24):

NEW QUESTION # 19
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 # 20
Which of the following are strategic pillars of WalkMe's product strategy?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,B,C

Explanation:
The correct strategic pillars of WalkMe's product strategy are:
 A. Action
This pillar encompasses tools for building and deploying in-app guidance and automations-such as workflows, tooltips, and Notifications-to help users take action and complete tasks efficiently.
 D. Experience
Focuses on crafting engaging, user-centric in-app experiences-covering Smart Walk-Thrus, conversational assistants, theming, and workstation support-for a seamless adoption journey.
 E. Data
Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.
 Why not the others?
* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.
* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.
Final Answer: A, D, and E.

NEW QUESTION # 21
What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Delivering consistent user experiences across diverse regions
- B. Automating compliance with international data privacy laws
- C. Allowing users to toggle between languages manually
- D. Simplifying the deployment of WalkMe content across applications

Answer: A

Explanation:
The primary benefit of WalkMe's Multi-Language feature for global enterprises is:
 C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.
 Why the other options don't fit
* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.
* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.
* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.
 Final Answer: C. Delivering consistent user experiences across diverse regions.

NEW QUESTION # 22
What is one example of WalkMe's measurable impact for its customers?

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

Answer: B

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 # 23
Which of the following are measurable impacts delivered by WalkMe?Note: There are 3 correct answe rs to this questio n.

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

Answer: B,C,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
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