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SAP Certified Associate - Positioning WalkMe Sample Questions (Q10-Q15):

NEW QUESTION # 10
Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

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- C. To replace outdated hardware systems with modern alternatives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

Answer: A,B

Explanation:
From insights on learning.sap.com, organizations invest in Digital Adoption Platforms (DAPs) like WalkMe primarily to:
☐ A. To improve user adoption and ensure maximum ROI on technology investments WalkMe addresses low adoption rates, streamlines workflows, and helps customers fully realize the value of their digital tools-all contributing to improved ROI
☐ B. To reduce the need for IT support during software rollouts
WalkMe provides in-app guidance and self-service options like Smart Walk-Thrus and SmartTips that empower users to learn independently and reduce reliance on IT support
☐ Not the primary reasons:
* C. To replace outdated hardware systems with modern alternatives
WalkMe focuses on software adoption and usage optimization-not on hardware refreshes.
* D. To automate payroll and HR processes for efficiency
While WalkMe can guide users through HR software, its mission isn't centered on HR automation itself.
☐ In Summary:
Objective WalkMe's Role
Improve user adoption & maximize ROI Guided adoption, analytics, and reducing friction Reduce IT support during rollouts Self-service walkthroughs and contextual help So, the correct answe rs are A and B.

NEW QUESTION # 11
What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Digital Adoption, Process Optimization, Compliance Management
- B. Content Creation, Deployment, Analytics & Insights
- C. Workflow Automation, User Engagement, Security & Privacy
- D. Data & Analytics, Action & Experience, Platform & Admin

Answer: D

NEW QUESTION # 12
What is one example of WalkMe's measurable impact for its customers?

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

Answer: A

NEW QUESTION # 13
Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. Discovery
- B. Theming
- C. WalkMe Shield
- D. Multi-Language

Answer: B

Explanation:
The correct answer is: D
D . Theming ☐
☐ Explanation

According to SAP's training materials on learning.sap.com, WalkMe's Theming feature is specifically designed to help enterprises maintain consistent branding across tools. This feature ensures that WalkMe elements-such as tooltips, walk-thrus, and help menus-seamlessly integrate with the look and feel of existing applications. By aligning colors, fonts, and overall design, Theming significantly boosts user trust and adoption rates.

☐☐ Why the other options are incorrect
* A. Multi-Language: Enables content translation and localization, but doesn't impact branding aesthetics.
* B. WalkMe Shield: Specialized in automation testing and content validation-not for styling or branding.
* C. Discovery: Focuses on identifying unused software and compliance risks, not UI customization or branding.
☐ Final Answer:
D . Theming - it ensures consistent branding across tools, which helps improve user adoption and engagement.

NEW QUESTION # 14
What is included in WalkMe's embedded content provided with SAP applications?

- A. Comprehensive analytics and insights
- B. The full suite of WalkMe features
- C. Customizable digital adoption content
- D. Basic guidance like help menus and tooltips

Answer: C

NEW QUESTION # 15
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