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SAP Certified Associate - Positioning WalkMe Sample Questions (Q14-Q19):

NEW QUESTION # 14

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

- A. Preference for local software providers
- B. Increasing investment in physical retail stores
- C. Rising popularity of traditional employee training methods
- D. Global movement towards digital transformation

Answer: D

NEW QUESTION # 15

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Insufficient IT budgets
- B. Excessive third-party integrations
- **C. Low software adoption rates**
- D. Lack of employee training programs

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 # 16

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Digital Experience Analytics
- B. WalkMe Shield
- **C. Activation SKU**
- D. Time & Materials Engagement

Answer: C

Explanation:

The WalkMe service offering that provides a quick time-to-value deployment with a fixed price and scope is:

C . Activation SKU ☐

☐ Why this is correct

The Activation SKU is designed specifically for fast-track deployments-typically delivering pre- configured workflows with a fixed scope and cost. It enables organizations to implement WalkMe for specific applications (like Salesforce or SAP SuccessFactors) and go live in as little as 4 weeks, offering a clear, predictable time-to-value outcome without scope creep

☐ Why the other options aren't correct

A . Digital Experience Analytics - This is focused on gathering and analyzing usage data; it's not a deployment package.

B . Time & Materials Engagement - This engagement model is flexible but not fixed-price and doesn't ensure rapid deployment.

D . WalkMe Shield - A quality assurance tool for testing and automating content; not related to deployment scope or pricing.

☐ Final Answer:

C . Activation SKU provides the bundled, fixed-scope deployment that ensures a rapid go-live and predictable investment.

NEW QUESTION # 17

What is the main focus of a mid-level influencer during the sales cycle?

- A. Mitigating company-wide risks
- B. Driving organizational ROI
- C. Increasing recruitment efficiency
- **D. Addressing operational inefficiencies and aligning with high-level goals**

Answer: D

NEW QUESTION # 18

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

- A. Limited scalability for smaller businesses

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

Answer: C

NEW QUESTION # 19

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