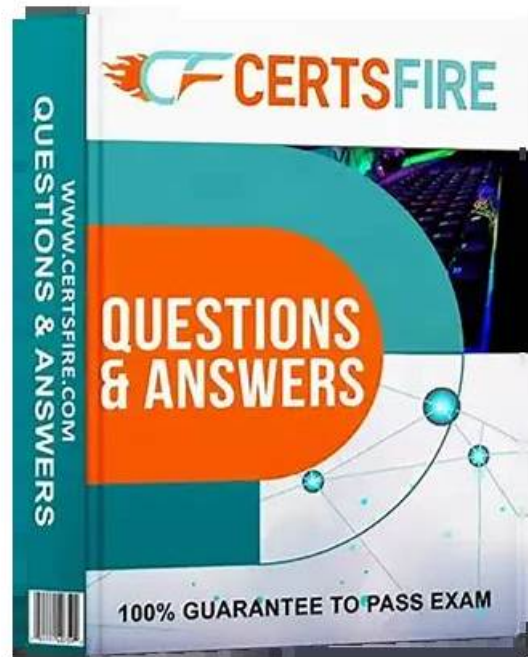


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: D

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 # 11

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- **A. DeepUI Technology**
- B. FedRAMP Certified Platform
- C. Library of Pre-Made Content
- D. SAP Ecosystem Integration

Answer: A

Explanation:

The correct answer is:

C . DeepUI Technology

Why DeepUI?

WalkMe's proprietary DeepUI technology is the core behind its AI-first Digital Adoption Platform (DAP). It uses advanced AI-driven element recognition to understand applications like humans do, automatically adjusting guidance content when application interfaces change-ensuring reliability and consistency in user support.

Why not the others?

* A. SAP Ecosystem Integration - While WalkMe integrates with SAP, this is not the unique AI engine powering the platform.

* B. Library of Pre-Made Content - WalkMe offers content building tools, but these aren't the core technology that uses AI context.

* D. FedRAMP Certified Platform - This refers to security compliance, not the AI-based functionality used for context-aware guidance.

Final Answer:

C . DeepUI Technology provides the AI-powered foundation that enables WalkMe's contextual, adaptive DAP experience.

NEW QUESTION # 12

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By replacing enterprise tools with simpler solutions
- **C. By offering proactive, contextual guidance through AI-powered tools**
- D. By outsourcing workflow management to third-party providers

Answer: C

NEW QUESTION # 13

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

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

Answer: D

NEW QUESTION # 14

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By replacing enterprise tools with simpler solutions
- **C. By offering proactive, contextual guidance through AI-powered tools**
- D. By outsourcing workflow management to third-party providers

Answer: C

Explanation:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools-like the new "Action Bar"-proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

* A. By automating recruitment processes

WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

* C. By outsourcing workflow management to third-party providers

WalkMe provides in-house software tools and guidance-not workflow outsourcing.

* D. By replacing enterprise tools with simpler solutions

WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows-helping users avoid friction and work smarter in the moment.

NEW QUESTION # 15

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