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SAP Certified Associate - Positioning WalkMe Sample Questions (Q13-Q18):

NEW QUESTION # 13
Which persona is responsible for aligning organizational strategy with technological efficiency while addressing the challenges of resource allocation and system integration?

- A. Sales Enablement
- B. Chief Information Officer
- C. Chief Revenue Officer
- D. Operations Leader

Answer: B

Explanation:
The persona that fits this description is:
D . Chief Information Officer □
□ Why the CIO?
The Chief Information Officer (CIO) plays a critical role in:
* Aligning organizational strategy with technological efficiency - ensuring technology supports business objectives.
* Addressing resource allocation - deciding how IT budget, tools, and staff are utilized.
* Managing system integration - orchestrating how different technologies (e.g., SAP, cloud, analytics) interconnect and support transformation.
As described in the SAP Learning course "Introducing the Chief Information Officer (CIO) Narrative," CIOs focus on securing compliance, modernizing technology cost-effectively, and delivering real-time actionable insights from disparate data-while navigating resource constraints and integration complexity.
Why not the others?
* A. Chief Revenue Officer - focused on growth, sales, and revenue targets.
* B. Operations Leader - emphasizes optimizing operations and efficiency, but less on strategic technology alignment.
* C. Sales Enablement - drives sales performance through tools and content, rather than managing broad IT resource and integration challenges.
□ Final Answer: D. Chief Information Officer

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

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

Answer: A

Explanation:
The correct answer is:
C . Basic guidance like help menus and tooltips □
□ Explanation
According to SAP's documentation, when WalkMe is embedded within SAP applications (such as SuccessFactors or S/4HANA), users are provided with contextual, in-app guidance features-including smart walkthroughs, tooltips, task lists, and on-demand help menus. These are considered "basic guidance" rather than the full breadth of WalkMe's platform capabilities.
□ Why the other options are incorrect
* A. The full suite of WalkMe features
Embedded WalkMe content delivers a subset focused on guidance-not the full product suite.
* B. Comprehensive analytics and insights
While analytics are available in the platform, they are not part of the embedded content. Those insights are part of the broader WalkMe offering outside the embedded scope.
* D. Customizable digital adoption content
Customized training and adoption flows are built and managed in the full WalkMe platform-not included in the out-of-the-box embedded offering.

NEW QUESTION # 15
What is the role of the WalkMe snippet in the deployment process?

- A. It ensures compatibility with all versions of application software
- B. It enables WalkMe content to be displayed over applications
- C. It secures user data through encryption
- D. It customizes content for each user group

Answer: B

NEW QUESTION # 16

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

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

Answer: A,D

NEW QUESTION # 17

What measures does WalkMe take to enhance data security for enterprise customers?Note: There are 3 correct answe rs to this questio n.

- A. Utilizing advanced encryption methods to protect sensitive data
- B. Following international privacy regulations to ensure compliance
- C. Modifying user environments for additional data privacy
- D. Offering localized data storage options based on regional requirements
- E. integrating multi-factor authentication for added security layers

Answer: B,D,E

Explanation:
Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:
☐ A. Integrating multi-factor authentication for added security layers
WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts
☐ B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs
☐ C. Following international privacy regulations to ensure compliance
WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and FedRAMP readiness
☐ E. Utilizing advanced encryption methods to protect sensitive data
WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data
☐ Not correct:
* D. Modifying user environments for additional data privacy
This is not a measure WalkMe takes-they control their own platform and settings, not the user's local environment.
Summary:
The correct answe rs are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise- grade data security and compliance.

NEW QUESTION # 18

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