

Topic 2	<ul style="list-style-type: none"> • Selling the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the full selling cycle, including objection handling, negotiation, and closing strategies. It tests how well candidates can tailor their sales pitch, manage customer relationships, and use WalkMe success stories to support their case. This part highlights practical approaches for converting leads into long-term partnerships using a consultative sales model.
Topic 3	<ul style="list-style-type: none"> • Discovering the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the core understanding of WalkMe's platform, its primary features, and the problems it solves. Candidates are assessed on their ability to identify customer pain points and match them with WalkMe's digital adoption capabilities. It emphasizes foundational product knowledge and discovery techniques that align customer needs with potential WalkMe benefits.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q25-Q30):

NEW QUESTION # 25

What is included in WalkMe's embedded content provided with SAP applications?

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

Answer: C

NEW QUESTION # 26

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 90%
- **B. 70%**
- C. 30%
- D. 50%

Answer: B

NEW QUESTION # 27

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. Replacing all in-person training programs with AI-only solutions
- D. Eliminating the need for IT departments in large organizations

Answer: B

NEW QUESTION # 28

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

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

Answer: D

NEW QUESTION # 29

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

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

Answer: C

NEW QUESTION # 30

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