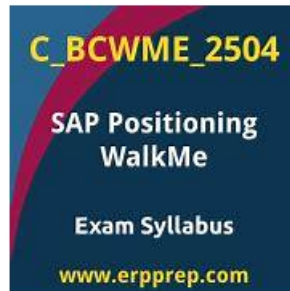


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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q28-Q33):

### NEW QUESTION # 28

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. Library of Pre-Made Content

- C. FedRAMP Certified Platform
- D. SAP Ecosystem Integration

**Answer: A**

#### NEW QUESTION # 29

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- A. Providing analytics and insights for cloud-based HR systems
- B. Simplifying procurement processes to enhance competitive differentiation
- C. Ensuring compliance and efficiency in finance and spend management
- D. Driving measurable ROI across SAP and non-SAP applications
- E. Enabling ERP transformation through user engagement and adoption

**Answer: C,D,E**

#### NEW QUESTION # 30

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

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

**Answer: B**

#### NEW QUESTION # 31

What primary issue does WalkMe's solution aim to solve for customers?

- A. Difficulty in maintaining accurate financial records
- B. Challenges in adopting and effectively using digital tools
- C. Need for upgrading physical infrastructure in organizations
- D. High employee turnover rates

**Answer: B**

Explanation:

The primary issue WalkMe's solution is designed to solve for customers is:

D. Challenges in adopting and effectively using digital tools

Why this is the correct answer

WalkMe is a Digital Adoption Platform (DAP) that sits on top of your technology stack to help organizations understand who is using software, how it's being used, and where friction exists-then provide in-app guidance and automation to smooth those friction points Why the other options are incorrect

\* A. Need for upgrading physical infrastructure

This is unrelated- WalkMe focuses on software adoption, not hardware upgrades.

\* B. High employee turnover rates

While adoption issues can indirectly influence turnover, WalkMe does not directly address retention.

\* C. Difficulty in maintaining accurate financial records

That's a domain for finance systems and accounting, not WalkMe's primary focus.

In summary: WalkMe's core mission is to help users adopt and effectively use digital tools, enabling faster onboarding, fewer support tickets, and greater productivity.

#### NEW QUESTION # 32

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Reduction in compliance-related issues through automatic insights

- B. Faster and more flexible product delivery
- C. Increased employee productivity through streamlined workflows
- D. Elimination of all R&D costs within enterprises
- E. Enhanced user satisfaction through NPS and CSAT improvements

Answer: B,C,E

### NEW QUESTION # 33

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