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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q11-Q16):

### NEW QUESTION # 11

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To implement advanced hardware solutions
- B. To manage payroll systems efficiently
- C. To automate recruitment processes
- D. To reduce digital friction and guide users through complex software

**Answer: D**

Explanation:

The primary purpose of WalkMe's Digital Adoption Platform (DAP) is:

B . To reduce digital friction and guide users through complex software

Why This Is Correct

WalkMe DAP is an intelligence-driven overlay that sits on top of your existing applications and provides contextual guidance and automation to users at the exact moment they're facing friction. This minimizes errors, accelerates digital proficiency, and relieves support bottlenecks.

Why the Other Options Aren't Correct

\* A. To manage payroll systems efficiently - WalkMe doesn't handle backend processes like payroll.

\* C. To implement advanced hardware solutions - Its focus is purely on software adoption and user interaction.

\* D. To automate recruitment processes - WalkMe supports adoption across software, not HR operations like recruitment.

Final Answer:

B . To reduce digital friction and guide users through complex software.

### NEW QUESTION # 12

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

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

**Answer: A,C**

### NEW QUESTION # 13

What measures does WalkMe take to enhance data security for enterprise customers? Note: There are 3 correct answers to this question.

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

**Answer: B,C,D**

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 answers are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise-grade data security and compliance.

#### NEW QUESTION # 14

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

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

**Answer: B,D,E**

#### NEW QUESTION # 15

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

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

**Answer: B**

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 # 16

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