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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q29-Q34):

### NEW QUESTION # 29

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

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

**Answer: A**

### NEW QUESTION # 30

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

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

**Answer: C**

### NEW QUESTION # 31

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- **A. Simplifies user adoption and reduces training time**
- **B. Improves compliance with regulatory requirements**
- C. Automates payroll processing
- D. Enhances physical infrastructure scalability

**Answer: A,B**

Explanation:

The correct answers are:

☐ B. Simplifies user adoption and reduces training time

WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations

☐ D. Improves compliance with regulatory requirements.

By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.

✖ ☐ Why the other options are incorrect:

\* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.

\* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.

☐ Final Answer:

B and D.

### NEW QUESTION # 32

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**

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 # 33

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

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

**Answer: A**

Explanation:

The correct answer is:

B . Data & Analytics, Action & Experience, Platform & Admin ☐

☐ Explanation

According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:

\* Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.

\* Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming, conversational interfaces, and workstation deployment walkme.com

\* Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com

☐ Why the other options aren't correct:

\* A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.

\* C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.

\* D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.

☐ Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

### NEW QUESTION # 34

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