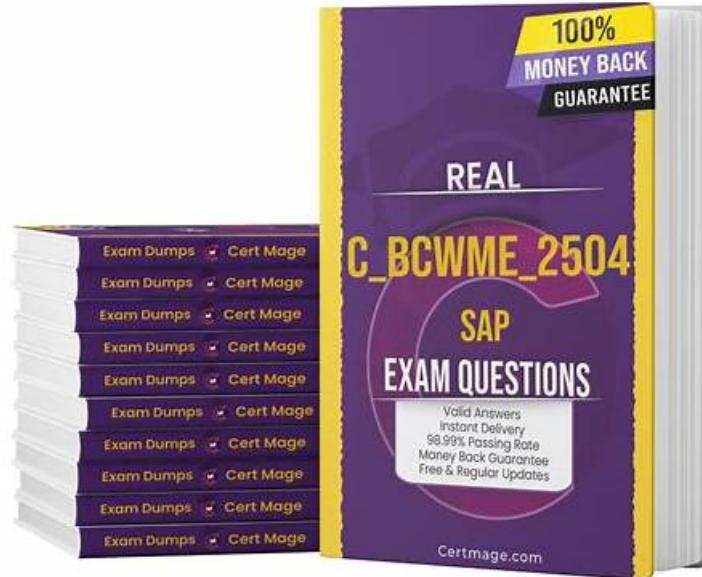


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: A

Explanation:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

Why the other options don't fit

* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.

Final Answer: C. Delivering consistent user experiences across diverse regions.

NEW QUESTION # 28

Which of the following are strategic pillars of WalkMe's product strategy? Note: There are 3 correct answers to this question.

- A. Results
- B. Experience
- C. Action
- D. Data
- E. Integration

Answer: B,C,D

NEW QUESTION # 29

What is the main focus of a mid-level influencer during the sales cycle?

- A. Driving organizational ROI
- B. Addressing operational inefficiencies and aligning with high-level goals
- C. Increasing recruitment efficiency
- D. Mitigating company-wide risks

Answer: B

Explanation:

The main focus of a mid-level influencer during the sales cycle is:

D. Addressing operational inefficiencies and aligning with high-level goals According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers—typically middle management—are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

NEW QUESTION # 30

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. SAP Ecosystem Integration
- B. DeepUI Technology

- C. Library of Pre-Made Content
- D. FedRAMP Certified Platform

Answer: B

NEW QUESTION # 31

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

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

Answer: D

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 # 32

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