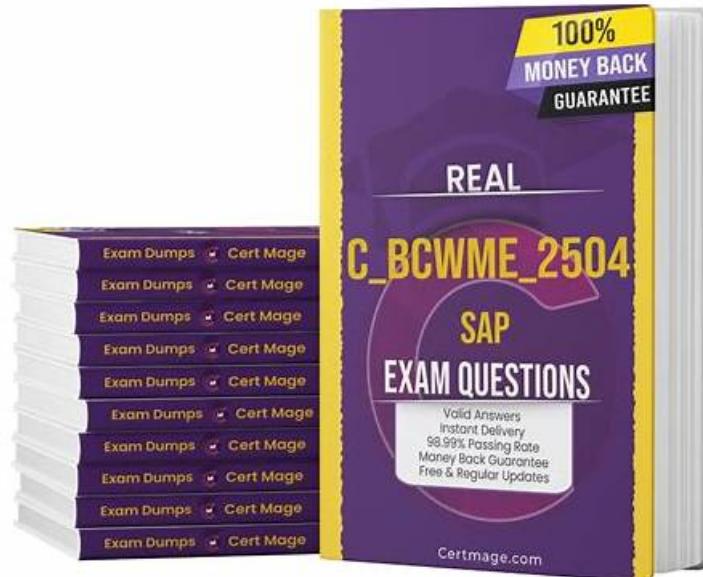


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SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21

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

- A. Data & Analytics, Action & Experience, Platform & Admin

- B. Content Creation, Deployment, Analytics & Insights
- C. Digital Adoption, Process Optimization, Compliance Management
- D. Workflow Automation, User Engagement, Security & Privacy

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 # 22

What is the role of the WalkMe snippet in the deployment process?

- A. It secures user data through encryption
- B. It enables WalkMe content to be displayed over applications
- C. It ensures compatibility with all versions of application software
- D. It customizes content for each user group

Answer: B

NEW QUESTION # 23

What does WalkMe Discovery help organizations achieve?

- A. Enhances employee satisfaction scores by 50%
- B. Identifies underutilized tools and compliance risks
- C. Automates training development processes
- D. Translates all tools into multiple languages automatically

Answer: B

Explanation:

C . Identifies underutilized tools and compliance risks.

WalkMe Discovery provides IT leaders with actionable visibility into all software usage-highlighting underutilized or unauthorized applications-supporting better license optimization and compliance management C Explanation of the options:

* A. Translates all tools into multiple languages automatically

This is not a function of Discovery; translation falls under the Multi-Language feature sap.com.

* B. Enhances employee satisfaction scores by 50%

That's a potential impact, but not something Discovery directly achieves.

* C. Identifies underutilized tools and compliance risks

This is exactly what WalkMe Discovery does-it uncovers hidden, unused, or unauthorized software to help with license management and compliance

* D. Automates training development processes

That capability is handled by WalkMe Stories, not Discovery So, the correct answer is C.

NEW QUESTION # 24

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

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

Answer: B,C

NEW QUESTION # 25

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Providing forecasts for future revenue growth
- B. Identifying all applications being used across the organization
- C. Automating employee onboarding processes
- D. Reducing costs associated with hardware infrastructure

Answer: B

Explanation:

The correct answer is:

D . Identifying all applications being used across the organization

Explanation

WalkMe Discovery offers enterprises full visibility into their technology stack by automatically discovering all web-based applications in use across the organization. It provides insights into which applications are used, by whom, and how frequently, enabling companies to optimize their software portfolio and eliminate underused or rogue tools.

Why the other options are incorrect:

* A. Automating employee onboarding processes - Not part of Discovery; this relates to WalkMe's guidance capabilities.

* B. Reducing costs associated with hardware infrastructure - Discovery focuses on software visibility, not hardware.

* C. Providing forecasts for future revenue growth - Discovery helps optimize current software investments but doesn't offer revenue forecasting.

Final Answer:

D . Identifying all applications being used across the organization.

NEW QUESTION # 26

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