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SAP Certified Associate - Positioning WalkMe Sample Questions (Q15-Q20):

NEW QUESTION # 15

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- B. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- C. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- D. WalkMe is purpose-built for exclusive use on specific applications
- E. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology

Answer: A,B,E

NEW QUESTION # 16

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

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

Answer: C

NEW QUESTION # 17

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

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

Answer: C

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 # 18

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

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

Answer: C,D,E

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 # 19

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. Driving measurable ROI across SAP and non-SAP applications
- D. Ensuring compliance and efficiency in finance and spend management
- E. Enabling ERP transformation through user engagement and adoption

Answer: C,D,E

Explanation:

Based on WalkMe's positioning within the SAP ecosystem, the three key objectives of their SAP-focused sales plays are:

☐ C. Enabling ERP transformation through user engagement and adoption

WalkMe plays a central role in digital transformation by driving user engagement, increasing software adoption, and ensuring smooth rollouts of SAP ERP like S/4HANA and SuccessFactors

☐ A. Ensuring compliance and efficiency in finance and spend management WalkMe's in-app guidance helps prevent user errors, ensure policy compliance, and streamline critical finance and procurement workflows—especially within SAP S/4HANA and Ariba environments [blog.sap.com](https://blogs.sap.com/2018/08/29/walkme-sap-s4hana-ariba/)

☐ E. Driving measurable ROI across SAP and non-SAP applications

WalkMe emphasizes actionable insights, highlighting software usage, and driving ROI not just in SAP but across heterogeneous systems through analytics and usage data visibility.

☐ Not correct:

* B. Providing analytics and insights for cloud-based HR systems

While WalkMe supports HR applications like SuccessFactors, the offering is broader—including ERP, procurement, and cross-app usage—so this choice is too narrow.

* D. Simplifying procurement processes to enhance competitive differentiation WalkMe does simplify workflows in SAP Ariba, but the "competitive differentiation" language doesn't match their core positioning.

NEW QUESTION # 20

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