

C_BCWME_2504 Zertifizierungsfragen, SAP

C_BCWME_2504 PrüfungFragen



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SAP C_BCWME_2504 Prüfungsplan:

Thema	Einzelheiten
Thema 1	Discovering the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the core understanding of WalkMe's platform, its primary features, and the problems it solves. Candidates are assessed on their ability to identify customer pain points and match them with WalkMe's digital adoption capabilities. It emphasizes foundational product knowledge and discovery techniques that align customer needs with potential WalkMe benefits.
Thema 2	Selling the WalkMe Solution: This section of the exam measures skills of WalkMe Sales Specialists and covers the full selling cycle, including objection handling, negotiation, and closing strategies. It tests how well candidates can tailor their sales pitch, manage customer relationships, and use WalkMe success stories to support their case. This part highlights practical approaches for converting leads into long-term partnerships using a consultative sales model.
Thema 3	Positioning the WalkMe Solution: This section of the exam evaluates Digital Adoption Consultants and focuses on crafting compelling value propositions. It explores how to position WalkMe's unique selling points across industries and use cases. Emphasis is placed on aligning the solution with business goals, demonstrating ROI, and addressing competitive differentiators when presenting WalkMe to stakeholders.

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SAP Certified Associate - Positioning WalkMe C_BCWME_2504 Prüfungsfragen mit Lösungen (Q26-Q31):

26. Frage

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Enhanced user satisfaction through NPS and CSAT improvements
- B. Increased employee productivity through streamlined workflows
- C. Elimination of all R&D costs within enterprises
- D. Faster and more flexible product delivery
- E. Reduction in compliance-related issues through automatic insights

Antwort: A,B,D

27. Frage

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

Antwort: C

Begründung:

The primary role of the WalkMe snippet in the deployment process is:

B . It enables WalkMe content to be displayed over applications ☐

☐ Why this is correct

WalkMe's snippet is a small JavaScript snippet that's added to the application's codebase. It functions as the core mechanism that:

* Loads and overlays WalkMe guidance (like Smart Walk-Thrus, tooltips, menus) onto target applications

* Differentiates between Test and Production environments-only injected when appropriate-so content is shown in the correct setting.

Without the snippet, WalkMe content built in the Editor would not render within the application UI.

☐ Why the other options are incorrect

* A. Ensuring compatibility with all versions of application software

While snippet compatibility is important, its core function isn't version matching-it's content delivery.

* C. Securing user data through encryption

Security and encryption are managed via WalkMe's backend, CDN delivery, and network infrastructure- not the snippet itself.

* D. Customizing content for each user group

Segmentation and content targeting are handled by WalkMe's configuration (Conditions/Segments), not by the snippet.

☐ Final Answer

B . It enables WalkMe content to be displayed over applications.

28. Frage

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

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

Antwort: D

29. Frage

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. Following international privacy regulations to ensure compliance**
- **D. Offering localized data storage options based on regional requirements**
- **E. Integrating multi-factor authentication for added security layers**

Antwort: C,D,E

Begründung:

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.

30. Frage

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

- **A. DeepUI Technology**
- B. Library of Pre-Made Content
- C. SAP Ecosystem Integration
- D. FedRAMP Certified Platform

Antwort: A

31. Frage

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