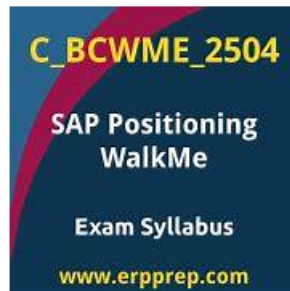


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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.
Topic 2	<ul style="list-style-type: none">• 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.
Topic 3	<ul style="list-style-type: none">• 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q24-Q29):

NEW QUESTION # 24

Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

- A. To automate payroll and HR processes for efficiency
- **B. To improve user adoption and ensure maximum ROI on technology investments**
- C. To reduce the need for IT support during software rollouts
- D. To replace outdated hardware systems with modern alternatives

Answer: B

NEW QUESTION # 25

What does WalkMe Discovery help organizations achieve?

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

Answer: C

NEW QUESTION # 26

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- A. Simplifying procurement processes to enhance competitive differentiation
- B. Providing analytics and insights for cloud-based HR systems
- **C. Driving measurable ROI across SAP and non-SAP applications**
- **D. Enabling ERP transformation through user engagement and adoption**
- **E. Ensuring compliance and efficiency in finance and spend management**

Answer: C,D,E

NEW QUESTION # 27

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

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

Answer: C

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 # 28

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 90%
- B. 50%
- C. 70%
- D. 30%

Answer: C

NEW QUESTION # 29

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