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Preliminary Round

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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 (Q10-Q15):

NEW QUESTION # 10

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Digital Experience Analytics
- B. Activation SKU
- C. WalkMe Shield
- D. Time & Materials Engagement

Answer: B

NEW QUESTION # 11

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

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

Answer: B,D,E

Explanation:

The correct strategic pillars of WalkMe's product strategy are:

A. Action

This pillar encompasses tools for building and deploying in-app guidance and automations-such as workflows, tooltips, and Notifications-to help users take action and complete tasks efficiently.

D. Experience

Focuses on crafting engaging, user-centric in-app experiences-covering Smart Walk-Thrus, conversational assistants, theming, and workstation support-for a seamless adoption journey.

E. Data

Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.

Why not the others?

* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.

* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.

Final Answer: A, D, and E.

NEW QUESTION # 12

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By outsourcing workflow management to third-party providers
- C. By offering proactive, contextual guidance through AI-powered tools
- D. By replacing enterprise tools with simpler solutions

Answer: C

NEW QUESTION # 13

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

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

Answer: B,D,E

Explanation:

Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:

C. Reduction in compliance-related issues through automatic insights

WalkMe's analytics surface compliance gaps and user deviations—automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.

D. Increased employee productivity through streamlined workflows

WalkMe captures friction points within workflows—then resolves them with automation and in-app guidance, helping employees work faster and smarter

E. Enhanced user satisfaction through NPS and CSAT improvements

WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores

Why the other options don't fit:

* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.

* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.

Final Answer:

C, D, and E.

NEW QUESTION # 14

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By outsourcing workflow management to third-party providers
- C. By offering proactive, contextual guidance through AI-powered tools
- D. By replacing enterprise tools with simpler solutions

Answer: C

Explanation:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools—like the new "Action Bar"—proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions,

closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

* A. By automating recruitment processes

WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

* C. By outsourcing workflow management to third-party providers

WalkMe provides in-house software tools and guidance-not workflow outsourcing.

* D. By replacing enterprise tools with simpler solutions

WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows-helping users avoid friction and work smarter in the moment.

NEW QUESTION # 15

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