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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.
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SAP Certified Associate - Positioning WalkMe Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: A,B,C

NEW QUESTION # 11

Which persona is responsible for aligning organizational strategy with technological efficiency while addressing the challenges of resource allocation and system integration?

- **A. Chief Information Officer**
- B. Sales Enablement
- C. Chief Revenue Officer
- D. Operations Leader

Answer: A

NEW QUESTION # 12

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To implement advanced hardware solutions
- B. To manage payroll systems efficiently
- **C. To reduce digital friction and guide users through complex software**
- D. To automate recruitment processes

Answer: C

Explanation:

The primary purpose of WalkMe's Digital Adoption Platform (DAP) is:

B. To reduce digital friction and guide users through complex software

Why This Is Correct

WalkMe DAP is an intelligence-driven overlay that sits on top of your existing applications and provides contextual guidance and automation to users at the exact moment they're facing friction. This minimizes errors, accelerates digital proficiency, and relieves support bottlenecks.

Why the Other Options Aren't Correct

* A. To manage payroll systems efficiently - WalkMe doesn't handle backend processes like payroll.

* C. To implement advanced hardware solutions - Its focus is purely on software adoption and user interaction.

* D. To automate recruitment processes - WalkMe supports adoption across software, not HR operations like recruitment.

Final Answer:

B. To reduce digital friction and guide users through complex software.

NEW QUESTION # 13

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

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

Answer: C

NEW QUESTION # 14

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

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

Answer: D

NEW QUESTION # 15

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