

2025 Marvelous C_BCWME_2504: Customizable SAP Certified Associate - Positioning WalkMe Exam Mode



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SAP Certified Associate - Positioning WalkMe Sample Questions (Q26-Q31):

NEW QUESTION # 26

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Content Creation, Deployment, Analytics & Insights
- B. Digital Adoption, Process Optimization, Compliance Management
- C. Data & Analytics, Action & Experience, Platform & Admin

- D. Workflow Automation, User Engagement, Security & Privacy

Answer: C

Explanation:

The correct answer is:

B . Data & Analytics, Action & Experience, Platform & Admin ☐

☐ Explanation

According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:

* Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.

* Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming, conversational interfaces, and workstation deployment walkme.com

* Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com

☐ Why the other options aren't correct:

* A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.

* C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.

* D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.

☐ Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

NEW QUESTION # 27

Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Increasing investment in physical retail stores
- **B. Global movement towards digital transformation**
- C. Rising popularity of traditional employee training methods
- D. Preference for local software providers

Answer: B

NEW QUESTION # 28

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Providing forecasts for future revenue growth
- **B. Identifying all applications being used across the organization**
- C. Automating employee onboarding processes
- D. Reducing costs associated with hardware infrastructure

Answer: B

Explanation:

The correct answer is:

D . Identifying all applications being used across the organization ☐

☐ Explanation

WalkMe Discovery offers enterprises full visibility into their technology stack by automatically discovering all web-based applications in use across the organization. It provides insights into which applications are used, by whom, and how frequently, enabling companies to optimize their software portfolio and eliminate underused or rogue tools.

☐ Why the other options are incorrect:

* A. Automating employee onboarding processes - Not part of Discovery; this relates to WalkMe's guidance capabilities.

* B. Reducing costs associated with hardware infrastructure - Discovery focuses on software visibility, not hardware.

* C. Providing forecasts for future revenue growth - Discovery helps optimize current software investments but doesn't offer revenue forecasting.

☐ Final Answer:

D . Identifying all applications being used across the organization.

NEW QUESTION # 29

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

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 # 30

A customer mentions they're facing challenges introducing new employees to a complex Software as a Service (SaaS) application. They report high training costs and low adoption rates.

What WalkMe feature best addresses this challenge?

- A. Task Automation Tools
- B. Customizable Landing Pages
- **C. Digital Onboarding and Training Modules**
- D. Sentiment Analysis

Answer: C

NEW QUESTION # 31

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