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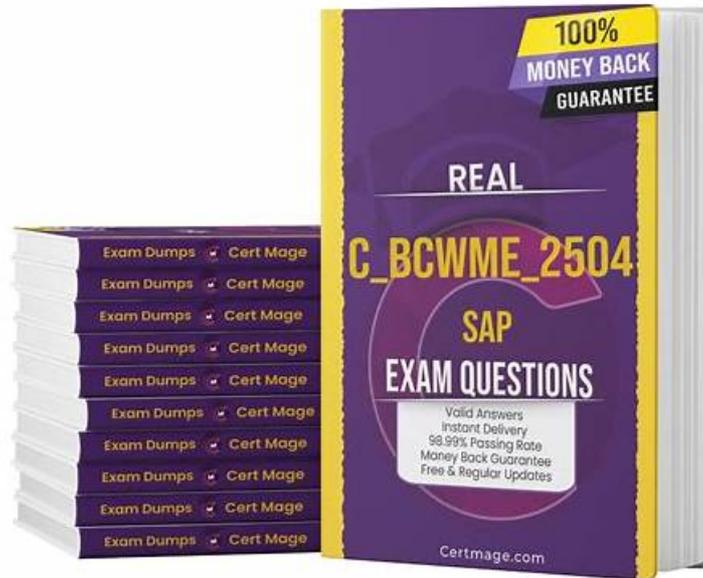
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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 2	• 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	• 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q16-Q21):

NEW QUESTION # 16
Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

* A. Multi-Language
* B. WalkMe Shield
* C. Theming
* D. Discovery

Answer: C

Explanation:
The correct answer is: D
D . Theming □
□ Explanation
According to SAP's training materials on learning.sap.com, WalkMe's Theming feature is specifically designed to help enterprises maintain consistent branding across tools. This feature ensures that WalkMe elements-such as tooltips, walk-thrus, and help menus-seamlessly integrate with the look and feel of existing applications. By aligning colors, fonts, and overall design, Theming significantly boosts user trust and adoption rates.
□□ Why the other options are incorrect
* A. Multi-Language: Enables content translation and localization, but doesn't impact branding aesthetics.
* B. WalkMe Shield: Specialized in automation testing and content validation-not for styling or branding.
* C. Discovery: Focuses on identifying unused software and compliance risks, not UI customization or branding.
□ Final Answer:
D . Theming - it ensures consistent branding across tools, which helps improve user adoption and engagement.

NEW QUESTION # 17
What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

* A. Improves compliance with regulatory requirements
* B. Simplifies user adoption and reduces training time
* C. Enhances physical infrastructure scalability
* D. Automates payroll processing

Answer: A,B

NEW QUESTION # 18
What is the main focus of a mid-level influencer during the sales cycle?

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

Answer: B

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 # 19

Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. Multi-Language
- B. WalkMe Shield
- C. Theming
- D. Discovery

Answer: C

NEW QUESTION # 20

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Limited scalability for smaller businesses
- B. Offering a combination of guidance tools and actionable analytics
- C. Exclusive focus on customer experience workflows
- D. Ability to operate without integrating into other software

Answer: B

Explanation:
The correct answer is:
A . Offering a combination of guidance tools and actionable analytics ☐ Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.
Why the other options don't apply
* B. Limited scalability for smaller businesses
☐ This is a limitation, if anything-not a differentiator or benefit.
* C. Exclusive focus on customer experience workflows
☐ WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer workflows.
* D. Ability to operate without integrating into other software
☐ WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.
☐ Final Answer: A. Offering a combination of guidance tools and actionable analytics.

NEW QUESTION # 21

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