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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 (Q20-Q25):

NEW QUESTION # 20
Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

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

Answer: D

Explanation:
The WalkMe service offering that provides a quick time-to-value deployment with a fixed price and scope is:
C . Activation SKU ☐
☐ Why this is correct
The Activation SKU is designed specifically for fast-track deployments-typically delivering pre- configured workflows with a fixed scope and cost. It enables organizations to implement WalkMe for specific applications (like Salesforce or SAP SuccessFactors) and go live in as little as 4 weeks, offering a clear, predictable time-to-value outcome without scope creep
☐ Why the other options aren't correct
A . Digital Experience Analytics - This is focused on gathering and analyzing usage data; it's not a deployment package.
B . Time & Materials Engagement - This engagement model is flexible but not fixed-price and doesn't ensure rapid deployment.
D . WalkMe Shield - A quality assurance tool for testing and automating content; not related to deployment scope or pricing.
☐ Final Answer:
C . Activation SKU provides the bundled, fixed-scope deployment that ensures a rapid go-live and predictable investment.

NEW QUESTION # 21
Which of the following are measurable impacts delivered by WalkMe?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,C,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.
C Final Answer:
C, D, and E.

NEW QUESTION # 22
What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 0.9
- B. 0.5
- C. 0.3
- D. 0.7

Answer: D

Explanation:
The correct answer is B. 0.7 (i.e., 70%).
Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 23
Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

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

Answer: A,B

Explanation:
From insights on learning.sap.com, organizations invest in Digital Adoption Platforms (DAPs) like WalkMe primarily to:
☐ A. To improve user adoption and ensure maximum ROI on technology investments WalkMe addresses low adoption rates, streamlines workflows, and helps customers fully realize the value of their digital tools-all contributing to improved ROI
☐ B. To reduce the need for IT support during software rollouts
WalkMe provides in-app guidance and self-service options like Smart Walk-Thrus and SmartTips that empower users to learn independently and reduce reliance on IT support
☐ Not the primary reasons:
* C. To replace outdated hardware systems with modern alternatives
WalkMe focuses on software adoption and usage optimization-not on hardware refreshes.
* D. To automate payroll and HR processes for efficiency
While WalkMe can guide users through HR software, its mission isn't centered on HR automation itself.
☐ In Summary:
Objective WalkMe's Role
Improve user adoption & maximize ROI Guided adoption, analytics, and reducing friction Reduce IT support during rollouts Self-service walkthroughs and contextual help So, the correct answe rs are A and B.

NEW QUESTION # 24

What is one example of WalkMe's measurable impact for its customers?

- A. Saving sales representatives 2-3 hours per day through streamlined processes
- B. Replacing all in-person training programs with Al-only solutions
- C. Eliminating the need for IT departments in large organizations
- D. Reducing software licensing costs by 80%

Answer: A

NEW QUESTION # 25

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