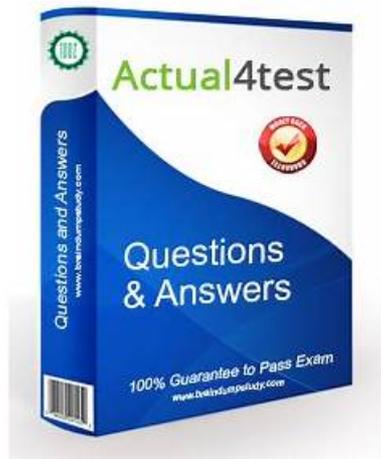


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SAP C-BCWME-2504 Exam Syllabus Topics:

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 (Q22-Q27):

NEW QUESTION # 22

What primary issue does WalkMe's solution aim to solve for customers?

- A. Difficulty in maintaining accurate financial records
- B. Need for upgrading physical infrastructure in organizations
- C. High employee turnover rates
- **D. Challenges in adopting and effectively using digital tools**

Answer: D

NEW QUESTION # 23

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

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

Answer: D

Explanation:

WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.

While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.

Final Answer:

D. Saving sales representatives 2-3 hours per day through streamlined processes.

NEW QUESTION # 24

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

- **A. Offering a combination of guidance tools and actionable analytics**

- B. Limited scalability for smaller businesses
- C. Exclusive focus on customer experience workflows
- D. Ability to operate without integrating into other software

Answer: A

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 # 25

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

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

Answer: B,C,D

NEW QUESTION # 26

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

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

Answer: B,C

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 answers are A and B.

NEW QUESTION # 27

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