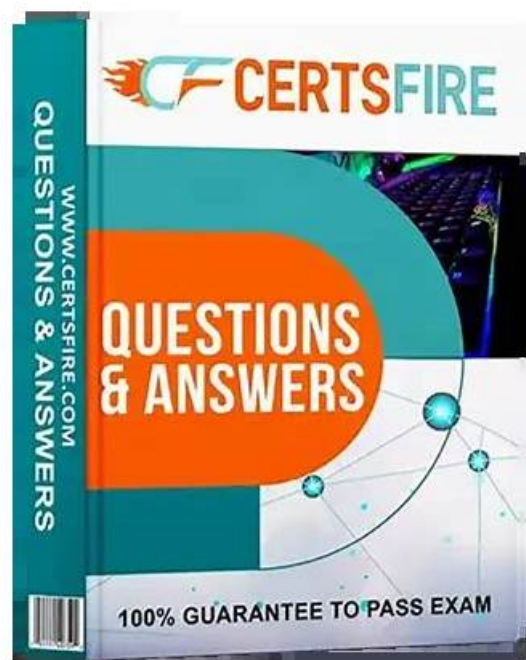# Reliable Examinations C-BCWME-2504 Actual Questions & Leader in Qualification Exams & Correct SAP SAP Certified Associate - Positioning WalkMe

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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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.

>> Examinations C-BCWME-2504 Actual Questions <<

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q19-Q24):

NEW QUESTION # 19
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 AI-only solutions
- C. Reducing software licensing costs by 80%
- D. Eliminating the need for IT departments in large organizations

Answer: A

NEW QUESTION # 20
What measures does WalkMe take to enhance data security for enterprise customers?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,D,E

Explanation:
Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:
☐ A. Integrating multi-factor authentication for added security layers
WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts
☐ B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs
☐ C. Following international privacy regulations to ensure compliance
WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and

FedRAMP readiness

☐ E. Utilizing advanced encryption methods to protect sensitive data

WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data

☐ Not correct:

* D. Modifying user environments for additional data privacy

This is not a measure WalkMe takes-they control their own platform and settings, not the user's local environment.

Summary:

The correct answe rs are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise- grade data security and compliance.

NEW QUESTION # 21

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Increased hiring efficiency
- B. Streamlined user adoption and seamless process integration
- C. Enhanced physical supply chain management
- D. Lower software maintenance costs

Answer: B

NEW QUESTION # 22

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

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

Answer: B,D,E

NEW QUESTION # 23

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Low software adoption rates
- B. Excessive third-party integrations
- C. Lack of employee training programs
- D. Insufficient IT budgets

Answer: A

Explanation:

D . Low software adoption rates.

WalkMe emphasizes that one of the biggest reasons enterprises fail to maximize ROI on their software investments is due to poor software adoption. Organizations frequently see massive inefficiencies, underutilized tools, and productivity losses-all stemming from low adoption rates-costing up to $104 million annually and dramatically reducing ROI

☐ Why not the other choices?

* A. Insufficient IT budgets - While budget constraints can impact projects, WalkMe highlights adoption, not funding, as the primary barrier.

* B. Excessive third-party integrations - Integration complexity is a challenge but not cited as the leading cause of failed ROI.

* C. Lack of employee training programs - Training is important, but the core issue is that even with training, employees still aren't using the software effectively-and that's indicative of poor adoption.

Thus, low software adoption rates is the common reason cited from WalkMe's perspective.

NEW QUESTION # 24

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