

# C\_BCWME\_2504参考書内容 & C\_BCWME\_2504資格問題集



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>> C\_BCWME\_2504参考書内容 <<

## C\_BCWME\_2504資格問題集、C\_BCWME\_2504試験情報

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## SAP C\_BCWME\_2504 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>• <b>Selling the WalkMe Solution:</b> 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.</li></ul>
トピック 2	<ul style="list-style-type: none"><li>• <b>Positioning the WalkMe Solution:</b> 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.</li></ul>
トピック 3	<ul style="list-style-type: none"><li>• <b>Discovering the WalkMe Solution:</b> 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.</li></ul>

## SAP Certified Associate - Positioning WalkMe 認定 C\_BCWME\_2504 試験問題 (Q21-Q26):

### 質問 # 21

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe is purpose-built for exclusive use on specific applications
- B. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- D. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

正解: B、C、D

### 質問 # 22

What role does WalkMe's Action pillar serve?

- A. To ensure intuitive user experiences
- B. To automate application updates
- C. To create workflows and guidance content quickly
- D. To provide real-time analytics for identifying inefficiencies

正解: C

### 質問 # 23

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

正解: B

#### 質問 # 24

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

正解: B

解説:

The WalkMe feature that best addresses the challenge of introducing new employees to a complex SaaS application-while reducing training costs and boosting adoption-is:

B . Digital Onboarding and Training Modules

Why this is the best fit:

\* These modules include tools like Smart Walk-Thrus, contextual SmartTips, and in-app training flows designed to guide employees step-by-step through tasks in real time.

\* They help reduce manual efforts and training expenses while improving user adoption and productivity

Why not the other options:

\* A. Sentiment Analysis - This analyzes user feedback and tone, not directly used for onboarding or initial training walkme.com

\* C. Customizable Landing Pages - These offer navigation aids but don't provide the interactive, guided training needed.

\* D. Task Automation Tools - Useful for automating repetitive tasks, but not focused on supporting new employee onboarding and learning flows.

So, for addressing high training costs and low adoption rates in a SaaS rollout scenario, Digital Onboarding and Training Modules provide the ideal WalkMe solution.

#### 質問 # 25

What are WalkMe's strengths compared to competitors?Note: There are 3 correct answers to this question.

- A. WalkMe is purpose-built for exclusive use on specific applications
- **B. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities**
- **C. WalkMe's analytics provide actionable insights to optimize user adoption and ROI!**
- **D. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology**
- E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

正解: B、C、D

解説:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in walkme.com

Not correct:

\* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

\* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

## 質問 # 26

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