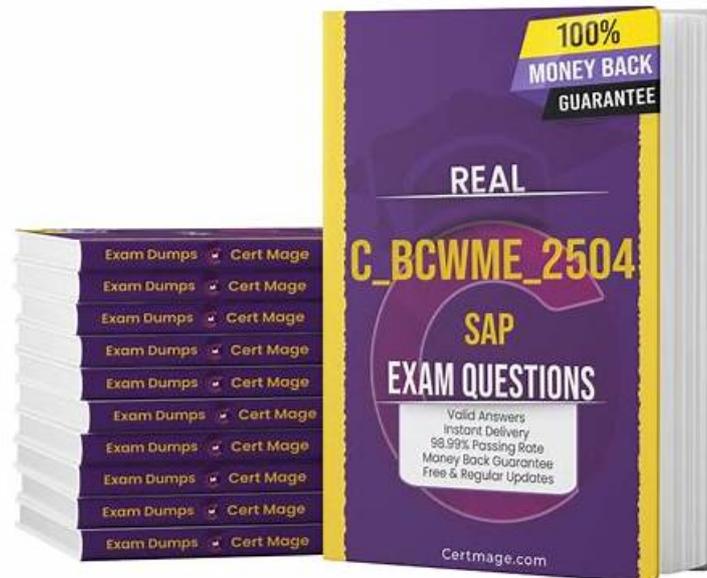


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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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"> 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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q12-Q17):

NEW QUESTION # 12

What is the role of the WalkMe snippet in the deployment process?

- A. It customizes content for each user group
- B. It ensures compatibility with all versions of application software
- C. It enables WalkMe content to be displayed over applications
- D. It secures user data through encryption

Answer: C

Explanation:

The primary role of the WalkMe snippet in the deployment process is:

- B. It enables WalkMe content to be displayed over applications
- Why this is correct

WalkMe's snippet is a small JavaScript snippet that's added to the application's codebase. It functions as the core mechanism that:

- * Loads and overlays WalkMe guidance (like Smart Walk-Thrus, tooltips, menus) onto target applications
- * Differentiates between Test and Production environments-only injected when appropriate-so content is shown in the correct setting

Without the snippet, WalkMe content built in the Editor would not render within the application UI.

- Why the other options are incorrect
- * A. Ensuring compatibility with all versions of application software

While snippet compatibility is important, its core function isn't version matching-it's content delivery.

- * C. Securing user data through encryption

Security and encryption are managed via WalkMe's backend, CDN delivery, and network infrastructure- not the snippet itself.

- * D. Customizing content for each user group

Segmentation and content targeting are handled by WalkMe's configuration (Conditions/Segments), not by the snippet.

Final Answer

B. It enables WalkMe content to be displayed over applications.

NEW QUESTION # 13

Which of the following are strategic pillars of WalkMe's product strategy?Note: There are 3 correct answers to this question.

- A. Results
- B. Experience
- C. Action
- D. Data
- E. Integration

Answer: B,C,D

Explanation:

The correct strategic pillars of WalkMe's product strategy are:

A. Action

This pillar encompasses tools for building and deploying in-app guidance and automations—such as workflows, tooltips, and Notifications—to help users take action and complete tasks efficiently.

D. Experience

Focuses on crafting engaging, user-centric in-app experiences—covering Smart Walk-Thrus, conversational assistants, theming, and workstation support—for a seamless adoption journey.

E. Data

Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.

Why not the others?

* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.

* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.

Final Answer: A, D, and E.

NEW QUESTION # 14

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

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

Answer: A

NEW QUESTION # 15

How does WalkMe empower enterprises to recover productivity losses?

- A. By automating recruitment processes
- B. By outsourcing workflow management to third-party providers
- C. By replacing enterprise tools with simpler solutions
- D. By offering proactive, contextual guidance through AI-powered tools

Answer: D

Explanation:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools—like the new "Action Bar"—proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery. Why the other options don't apply:

* A. By automating recruitment processes

WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

* C. By outsourcing workflow management to third-party providers

WalkMe provides in-house software tools and guidance—not workflow outsourcing.

* D. By replacing enterprise tools with simpler solutions

WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows—helping users avoid friction and work smarter in the moment.

NEW QUESTION # 16

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

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

Answer: C,D

Explanation:

The correct answers are:

- B. Simplifies user adoption and reduces training time

WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations

- D. Improves compliance with regulatory requirements.

By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.

✘ Why the other options are incorrect:

* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.

* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.

Final Answer:

B and D.

NEW QUESTION # 17

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