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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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21
What does WalkMe Discovery help organizations achieve?

- A. Identifies underutilized tools and compliance risks
- B. Translates all tools into multiple languages automatically
- C. Automates training development processes
- D. Enhances employee satisfaction scores by 50%

Answer: A

NEW QUESTION # 22
Which of the following are strategic pillars of WalkMe's product strategy?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,C,E

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 # 23
What benefit does the combined WalkMe-SAP solution offer to enterprises?

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

Answer: C

NEW QUESTION # 24
Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

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

Answer: A,C,E

NEW QUESTION # 25
What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Delivering consistent user experiences across diverse regions
- B. Automating compliance with international data privacy laws
- C. Allowing users to toggle between languages manually
- D. Simplifying the deployment of WalkMe content across applications

Answer: A

NEW QUESTION # 26
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