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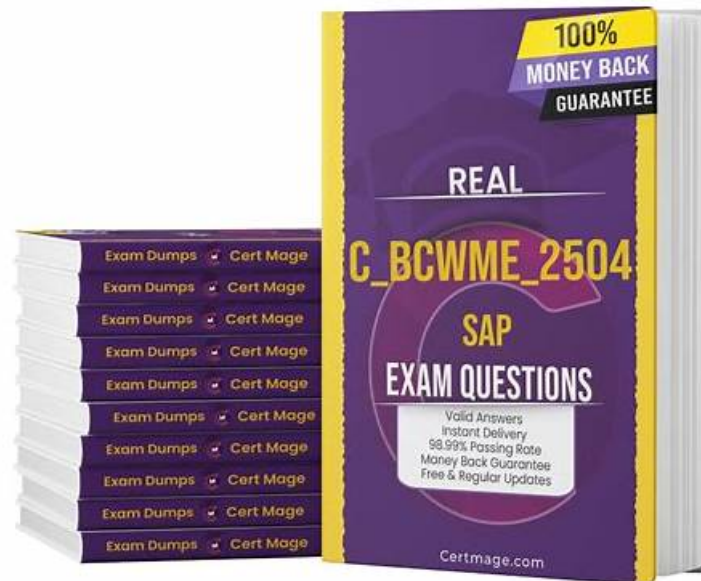
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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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 3	• 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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q16-Q21):

NEW QUESTION # 16
What unique technology powers WalkMe's Al-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. Deepu! Technology
- B. SAP Ecosystem Integration
- C. FedRAMP Certified Platform
- D. Library of Pre-Made Content

Answer: A

Explanation:
The correct answer is:
C . DeepUI Technology □
□ Why DeepUI?
WalkMe's proprietary DeepUI technology is the core behind its AI-first Digital Adoption Platform (DAP). It uses advanced AI-driven element recognition to understand applications like humans do, automatically adjusting guidance content when application interfaces change-ensuring reliability and consistency in user support.
□ Why not the others?
* A. SAP Ecosystem Integration - While WalkMe integrates with SAP, this is not the unique AI engine powering the platform.
* B. Library of Pre-Made Content - WalkMe offers content building tools, but these aren't the core technology that uses AI context.
* D. FedRAMP Certified Platform - This refers to security compliance, not the AI-based functionality used for context-aware guidance.
□ Final Answer:
C . DeepUI Technology provides the AI-powered foundation that enables WalkMe's contextual, adaptive DAP experience.

NEW QUESTION # 17
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. Data
- C. Action
- D. Results
- E. Integration

Answer: A,B,C

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 # 18

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

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

Answer: A

NEW QUESTION # 19

How does WalkMe empower enterprises to recover productivity losses?

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

Answer: A

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 # 20

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To reduce digital friction and guide users through complex software
- B. To manage payroll systems efficiently
- C. To automate recruitment processes
- D. To implement advanced hardware solutions

Answer: A

NEW QUESTION # 21

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