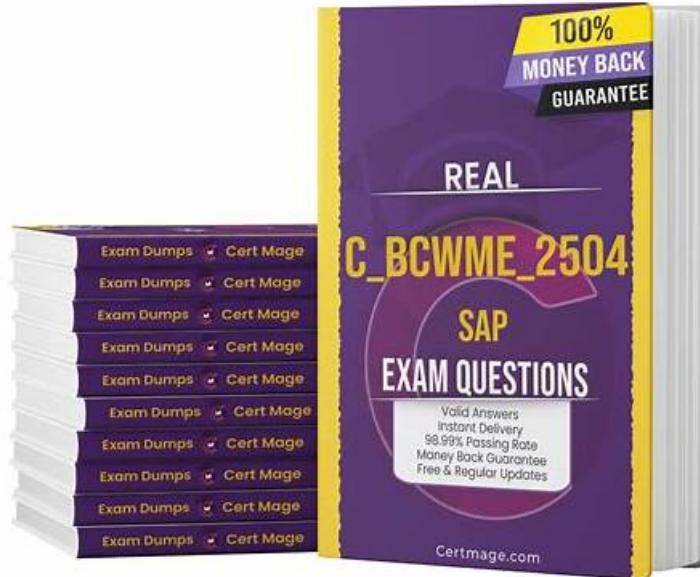


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.

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You can find that there are three versions of the C-BCWME-2504 training questions: the PDF, Software and APP online. As you If you have more time at home, you can use the Software version of C-BCWME-2504 exam materials. If you are a person who likes to take notes, you can choose the PDF version. You can print out the PDF version of C-BCWME-2504 Practice Engine, carry it with you and read it at any time. If you are used to reading on a mobile phone, you can use our APP version.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q17-Q22):

NEW QUESTION # 17

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 0.3
- B. 0.7
- C. 0.5
- D. 0.9

Answer: B

Explanation:

The correct answer is B. 0.7 (i.e., 70%).

Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 18

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

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

Answer: A

Explanation:

The combined WalkMe-SAP solution delivers enterprises with:

A . Streamlined user adoption and seamless process integration

WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization

Why the other options don't fit:

Option Reason it's incorrect

B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.

C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.

D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.

Final Answer:

A . Streamlined user adoption and seamless process integration

NEW QUESTION # 19

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

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

- D. Enhances physical infrastructure scalability

Answer: A,C

NEW QUESTION # 20

What challenges does WalkMe address for enterprises adopting SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. High software licensing costs
- B. Difficulty in managing change management processes
- C. Low user engagement and adoption rates
- D. Lack of third-party integrations

Answer: B,C

Explanation:

Here are the two main challenges WalkMe addresses for enterprises adopting SAP S/4HANA, as outlined on learning.sap.com:

C. Low user engagement and adoption rates

WalkMe accelerates user adoption during S/4HANA migrations—whether Greenfield or Brownfield—by embedding in-app guidance like Smart Walk-Thrus, real-time help, and automation. This helps users quickly become proficient and engaged with new workflows.

D. Difficulty in managing change management processes

WalkMe supports change initiatives by delivering targeted announcements, reminders, and context-aware guidance, which significantly reduces friction, user errors, and support tickets during transitions learning.sap.com

Not correct:

* A. Lack of third-party integrations - WalkMe enhances the SAP platform experience but doesn't specifically provide integrations for third-party systems.

* B. High software licensing costs - Reducing licensing expenses isn't a primary focus of WalkMe's S/4HANA deployment strategy.

Bonus Insight

Here's a practical example of how WalkMe, in partnership with Deloitte, supports organizations during the S/4HANA implementation:

* Video URL

<https://youtu.be/CMLDKQ5gJMc>

NEW QUESTION # 21

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

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

Answer: C

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 # 22

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