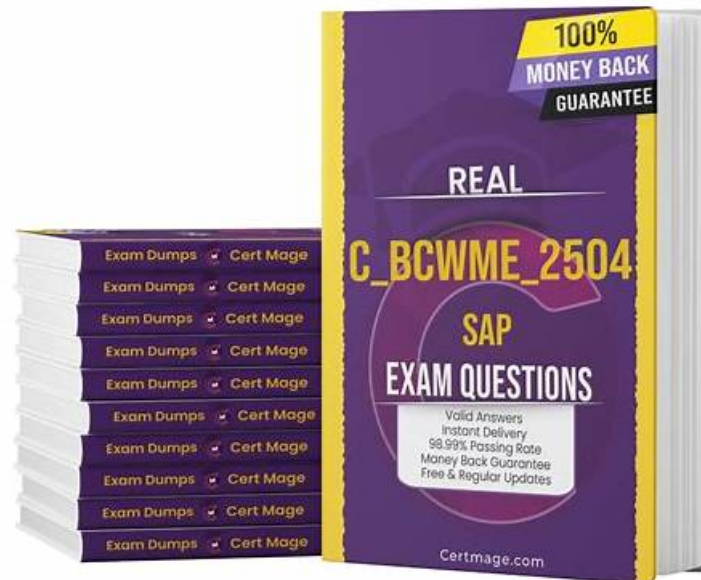


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## SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - Positioning WalkMe Sample Questions (Q13-Q18):

### NEW QUESTION # 13

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 secures user data through encryption
- D. It customizes content for each user group

**Answer: A**

### NEW QUESTION # 14

How does WalkMe empower enterprises to recover productivity losses?

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

**Answer: C**

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 # 15

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

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

Answer: A

#### NEW QUESTION # 16

What measures does WalkMe take to enhance data security for enterprise customers? Note: There are 3 correct answers to this question.

- A. Offering localized data storage options based on regional requirements
- B. Integrating multi-factor authentication for added security layers
- C. Utilizing advanced encryption methods to protect sensitive data
- D. Modifying user environments for additional data privacy
- E. Following international privacy regulations to ensure compliance

Answer: A,C,E

#### NEW QUESTION # 17

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

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

Answer: A

Explanation:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

☐ C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

☐ Why the other options don't fit

\* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

\* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

\* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.




☐ Final Answer: C. Delivering consistent user experiences across diverse regions.

#### NEW QUESTION # 18

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