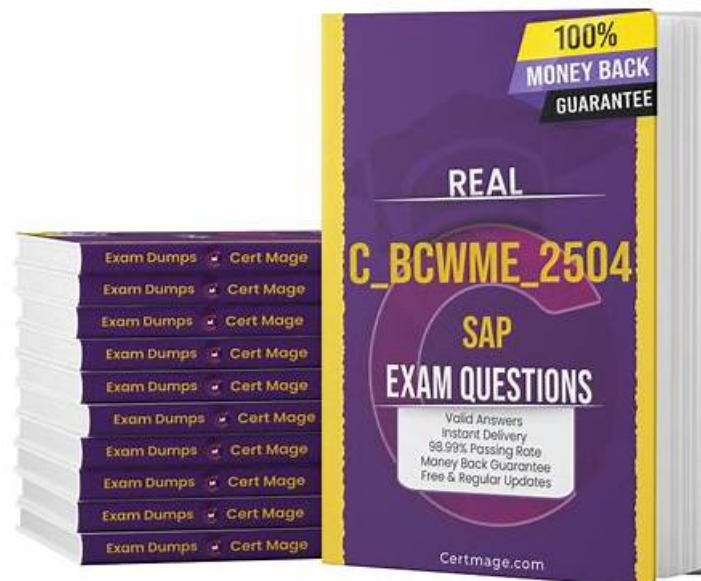


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SAP C-BCWME-2504 考試大綱：

主題	簡介
主題 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.
主題 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.
主題 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.

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最新的 SAP Certified Associate C-BCWME-2504 免費考試真題 (Q14-Q19):

問題 #14

What is one example of WalkMe's measurable impact for its customers?

- A. Reducing software licensing costs by 80%
- B. Eliminating the need for IT departments in large organizations
- C. Replacing all in-person training programs with AI-only solutions
- D. Saving sales representatives 2-3 hours per day through streamlined processes

答案: D

問題 #15

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

答案: B,D

問題 #16

What is one example of WalkMe's measurable impact for its customers?

- A. Reducing software licensing costs by 80%
- B. Eliminating the need for IT departments in large organizations
- C. Replacing all in-person training programs with AI-only solutions
- D. Saving sales representatives 2-3 hours per day through streamlined processes

答案: D

解題說明:

WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.

While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.

□ Final Answer:

D. Saving sales representatives 2-3 hours per day through streamlined processes.

問題 #17

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Activation SKU

- B. Time & Materials Engagement
- C. Digital Experience Analytics
- D. WalkMe Shield

答案： A

解題說明：

The WalkMe service offering that provides a quick time-to-value deployment with a fixed price and scope is:

C . Activation SKU ☐

☐ Why this is correct

The Activation SKU is designed specifically for fast-track deployments-typically delivering pre- configured workflows with a fixed scope and cost. It enables organizations to implement WalkMe for specific applications (like Salesforce or SAP SuccessFactors) and go live in as little as 4 weeks, offering a clear, predictable time-to-value outcome without scope creep

☐ Why the other options aren't correct

A . Digital Experience Analytics - This is focused on gathering and analyzing usage data; it's not a deployment package.

B . Time & Materials Engagement - This engagement model is flexible but not fixed-price and doesn't ensure rapid deployment.

D . WalkMe Shield - A quality assurance tool for testing and automating content; not related to deployment scope or pricing.

☐ Final Answer:

C . Activation SKU provides the bundled, fixed-scope deployment that ensures a rapid go-live and predictable investment.

問題 #18

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

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

答案： C

問題 #19

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