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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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 (Q18-Q23):

NEW QUESTION # 18
What is the main focus of a mid-level influencer during the sales cycle?

- A. Mitigating company-wide risks
- B. Addressing operational inefficiencies and aligning with high-level goals
- C. Driving organizational ROI
- D. Increasing recruitment efficiency

Answer: B

Explanation:
The main focus of a mid-level influencer during the sales cycle is:
D . Addressing operational inefficiencies and aligning with high-level goals ☐ According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers-typically middle management-are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

NEW QUESTION # 19
What are WalkMe's strengths compared to competitors? Note: There are 3 correct answe rs to this questio n.

- A. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI!
- C. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- D. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with Al-driven technology
- E. WalkMe is purpose-built for exclusive use on specific applications

Answer: A,B,D

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

☐ B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

☐ C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

☐ D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader ir.walkme.com

☐ Not correct:

* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

☐ Final Answer:

B, C, and D.

NEW QUESTION # 20

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

- A. 90%
- B. 70%
- C. 30%
- D. 50%

Answer: B

NEW QUESTION # 21

How does WalkMe empower enterprises to recover productivity losses?

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

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 # 22

What are the benefits of using WalkMe on SAP S/4HANA?Note: There are 2 correct answe rs to this questio n.

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

Answer: A,D

Explanation:
The correct answe rs are:
☐ B. Simplifies user adoption and reduces training time
WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations
☐ D. Improves compliance with regulatory requirements.
By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.
✖ ☐ Why the other options are incorrect:
* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.
* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.
☐ Final Answer:
B and D.

NEW QUESTION # 23

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