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## Test Report

Report No.:H201910228982-01EN

Customer:	GuangZhou Lehman Brothers Electronic Technology Co.,Ltd
Address:	No 11,Kexing Rd,Mingying Science And Technology Park,Taihe Town,Baiyun District,Guangzhou,China
Sample description:	shock dominator 3s
Sample model:	/
Reference document:	MIL-STD-810G w/CHANGE 1
Receive sample date:	Oct.25,2019
Test date:	Oct.28,2019
Test result:	Meet the requirement

  

Prepared by	Reviewed by	Approved by
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## SAP C\_BCWME\_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> <li>• <b>Positioning the WalkMe Solution:</b> 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 3	<ul style="list-style-type: none"> <li>• <b>Selling the WalkMe Solution:</b> 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>

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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q14-Q19):

#### NEW QUESTION # 14

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

- A. Digital Experience Analytics
- B. Time & Materials Engagement
- **C. Activation SKU**
- D. WalkMe Shield

**Answer: C**

Explanation:

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.

#### NEW QUESTION # 15

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Workflow Automation, User Engagement, Security & Privacy
- **B. Data & Analytics, Action & Experience, Platform & Admin**
- C. Digital Adoption, Process Optimization, Compliance Management
- D. Content Creation, Deployment, Analytics & Insights

**Answer: B**

Explanation:

The correct answer is:

B . Data & Analytics, Action & Experience, Platform & Admin

Explanation

According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:  
\* Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.

\* Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming, conversational interfaces, and workstation deployment walkme.com

\* Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com

Why the other options aren't correct:

\* A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.

\* C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.

\* D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.

Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

### NEW QUESTION # 16

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

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

**Answer: B**

### NEW QUESTION # 17

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- **A. Offering a combination of guidance tools and actionable analytics**
- B. Exclusive focus on customer experience workflows
- C. Limited scalability for smaller businesses
- D. Ability to operate without integrating into other software

**Answer: A**

### NEW QUESTION # 18

What primary issue does WalkMe's solution aim to solve for customers?

- **A. Challenges in adopting and effectively using digital tools**
- B. High employee turnover rates
- C. Difficulty in maintaining accurate financial records
- D. Need for upgrading physical infrastructure in organizations

**Answer: A**

Explanation:

The primary issue WalkMe's solution is designed to solve for customers is:

D . Challenges in adopting and effectively using digital tools

Why this is the correct answer

WalkMe is a Digital Adoption Platform (DAP) that sits on top of your technology stack to help organizations understand who is using software, how it's being used, and where friction exists-then provide in-app guidance and automation to smooth those friction points Why the other options are incorrect

\* A. Need for upgrading physical infrastructure

□ This is unrelated-WalkMe focuses on software adoption, not hardware upgrades.

\* B. High employee turnover rates

□ While adoption issues can indirectly influence turnover, WalkMe does not directly address retention.

\* C. Difficulty in maintaining accurate financial records

□ That's a domain for finance systems and accounting, not WalkMe's primary focus.

In summary: WalkMe's core mission is to help users adopt and effectively use digital tools, enabling faster onboarding, fewer support tickets, and greater productivity.

## NEW QUESTION # 19

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