

C-BCWME-2504試験の準備方法 | 一番優秀なC-BCWME-2504最新知識試験 | 有効的なSAP Certified Associate - Positioning WalkMe復習問題集



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C-BCWME-2504復習問題集、C-BCWME-2504模試エンジン

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SAP C-BCWME-2504 認定試験の出題範囲:

トピック	出題範囲
トピック 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.
トピック 2	• 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.
トピック 3	• 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.

SAP Certified Associate - Positioning WalkMe 認定 C-BCWME-2504 試験問題 (Q24-Q29):

質問 # 24

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

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

正解: A、C、E

解説:

Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:

☐ A. Integrating multi-factor authentication for added security layers

WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts

☐ B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs

☐ C. Following international privacy regulations to ensure compliance

WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and FedRAMP readiness

☐ E. Utilizing advanced encryption methods to protect sensitive data

WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data

☐ Not correct:

* D. Modifying user environments for additional data privacy

This is not a measure WalkMe takes—they control their own platform and settings, not the user's local environment.

Summary:

The correct answers are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise-grade data security and compliance.

質問 # 25

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Low software adoption rates
- B. Insufficient IT budgets
- C. Lack of employee training programs
- D. Excessive third-party integrations

正解: A

質問 # 26

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

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

正解: A、B、E

質問 # 27

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Elimination of all R&D costs within enterprises
- B. Increased employee productivity through streamlined workflows
- C. Faster and more flexible product delivery
- D. Reduction in compliance-related issues through automatic insights
- E. Enhanced user satisfaction through NPS and CSAT improvements

正解: B、C、E

質問 # 28

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

正解: C

質問 # 29

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業界のリーダーとなっているために、我々は確かに独自のリソースを拡大し続ける必要があります。我々 Tech4Examは 常に試験問題集とソフトウェアの内容を更新します。だから、あなたの使用しているSAPのC-BCWME-2504試験のソフトウェアは、最新かつ最も全面的な問題集を確認することができます。あなたのSAPのC-BCWME-2504試験準備のどの段階にあっても、当社のソフトウェアは、あなたの最高のヘルパープロフォーマになることができます。我々はSAPのC-BCWME-2504試験のデータを整理したり、分析したりするため、経験豊富なエリートチームにそれを完了させます。

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