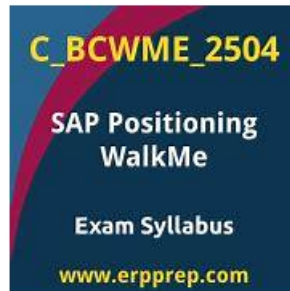


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
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Topic 1	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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 Sample Questions (Q29-Q34):

NEW QUESTION # 29

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

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

Answer: C

NEW QUESTION # 30

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To automate recruitment processes
- B. To implement advanced hardware solutions
- C. To reduce digital friction and guide users through complex software
- D. To manage payroll systems efficiently

Answer: C

NEW QUESTION # 31

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

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

Answer: D

NEW QUESTION # 32

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

- A. Replacing all in-person training programs with AI-only solutions
- B. Eliminating the need for IT departments in large organizations
- C. Reducing software licensing costs by 80%

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

Answer: D

Explanation:

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.

NEW QUESTION # 33

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

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

Answer: C

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 # 34

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