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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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.
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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q20-Q25):

NEW QUESTION # 20
What are the benefits of using WalkMe on SAP S/4HANA?Note: There are 2 correct answe rs to this questio n.

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

Answer: A,B

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 # 21
What benefit does the combined WalkMe-SAP solution offer to enterprises?

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

Answer: C

NEW QUESTION # 22
What does WalkMe Discovery help organizations achieve?

- A. Enhances employee satisfaction scores by 50%
- B. Translates all tools into multiple languages automatically
- C. Automates training development processes
- D. Identifies underutilized tools and compliance risks

Answer: D

NEW QUESTION # 23
What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

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

Answer: B

NEW QUESTION # 24
What are the key functional categories of WalkMe's capabilities in the new pricing model?

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

Answer: C

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 # 25
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