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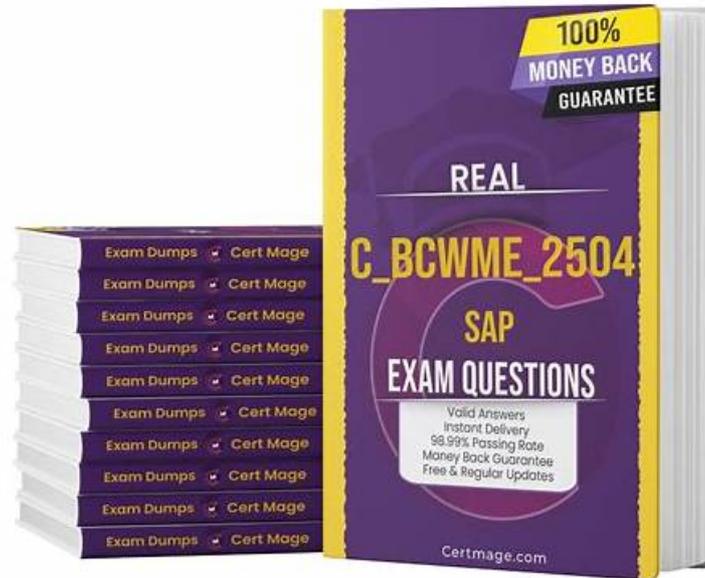
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SAP C_BCWME_2504 Exam Syllabus Topics:

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	• 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	• 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21
What role does WalkMe's Action pillar serve?

- A. To create workflows and guidance content quickly
- B. To ensure intuitive user experiences
- C. To automate application updates
- D. To provide real-time analytics for identifying inefficiencies

Answer: A

Explanation:
The correct answer is:
B . To create workflows and guidance content quickly □
□ Explanation
According to the Learning SAP course Outlining Strategy and Messaging, WalkMe's Action pillar is all about empowering organizations to rapidly design and deploy workflows and guidance content-with minimal IT involvement-using tools like the Workflow Accelerators, WalkMe Editor, and Builder Assistant. It enables companies to turn data-driven insights into action effectively.
□ Why other options aren't correct:
* A. To automate application updates - This doesn't fall under the Action pillar's scope, which focuses on guided workflows and in-app support, not software maintenance.
* C. To ensure intuitive user experiences - While intuitive experiences are part of the Experience pillar (with smart walkthroughs, AI chat, etc.), the Action pillar focuses specifically on building and rolling out guidance content
* D. To provide real-time analytics for identifying inefficiencies - This relates to the Data pillar, which handles analytics and insights, not the Action pillar.
□ Final Answer:
B . To create workflows and guidance content quickly

NEW QUESTION # 22
What role does WalkMe's Action pillar serve?

- A. To create workflows and guidance content quickly
- B. To ensure intuitive user experiences
- C. To automate application updates
- D. To provide real-time analytics for identifying inefficiencies

Answer: A

NEW QUESTION # 23
How does WalkMe empower enterprises to recover productivity losses?

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

Answer: C

NEW QUESTION # 24
What is the role of the WalkMe snippet in the deployment process?

- A. It ensures compatibility with all versions of application software
- B. It customizes content for each user group
- C. It secures user data through encryption
- D. It enables WalkMe content to be displayed over applications

Answer: D

Explanation:
The primary role of the WalkMe snippet in the deployment process is:
B . It enables WalkMe content to be displayed over applications □
□ Why this is correct
WalkMe's snippet is a small JavaScript snippet that's added to the application's codebase. It functions as the core mechanism that:
* Loads and overlays WalkMe guidance (like Smart Walk-Thrus, tooltips, menus) onto target applications
* Differentiates between Test and Production environments-only injected when appropriate-so content is shown in the correct setting.
Without the snippet, WalkMe content built in the Editor would not render within the application UI.
□ Why the other options are incorrect
* A. Ensuring compatibility with all versions of application software
While snippet compatibility is important, its core function isn't version matching-it's content delivery.
* C. Securing user data through encryption
Security and encryption are managed via WalkMe's backend, CDN delivery, and network infrastructure- not the snippet itself.
* D. Customizing content for each user group
Segmentation and content targeting are handled by WalkMe's configuration (Conditions/Segments), not by the snippet.
□ Final Answer
B . It enables WalkMe content to be displayed over applications.

NEW QUESTION # 25
A customer mentions they're facing challenges introducing new employees to a complex Software as a Service (SaaS) application. They report high training costs and low adoption rates.
What WalkMe feature best addresses this challenge?

- A. Customizable Landing Pages
- B. Digital Onboarding and Training Modules
- C. Task Automation Tools
- D. Sentiment Analysis

Answer: B

NEW QUESTION # 26
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