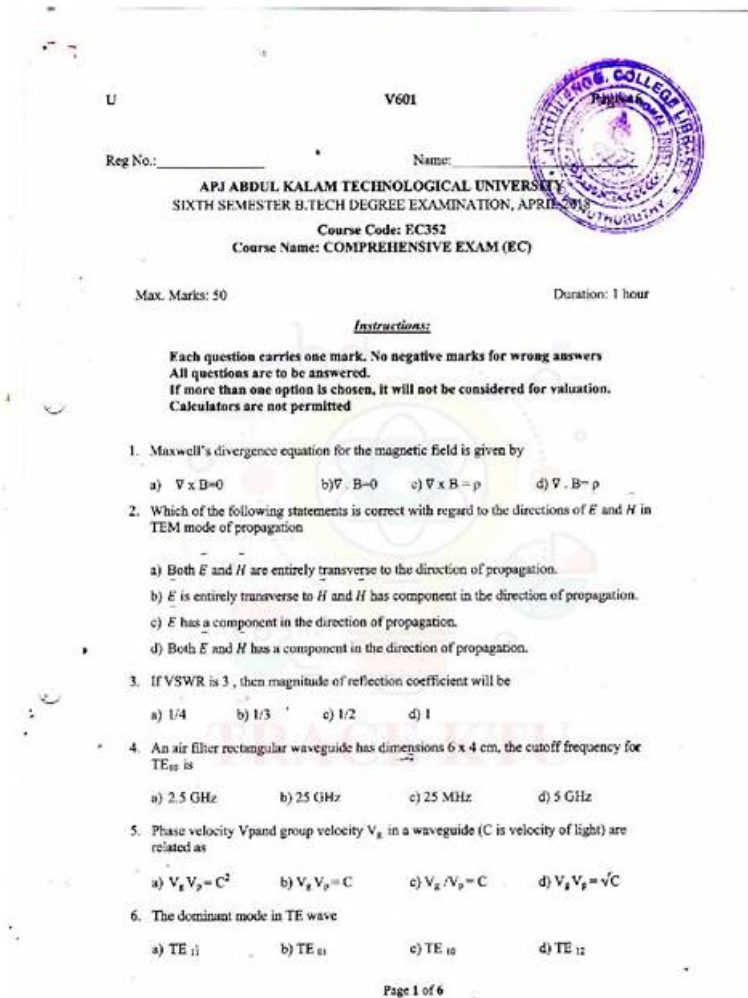


# C-BCWME-2504 Exam Outline | C-BCWME-2504 High Quality



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## SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

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

>> C-BCWME-2504 Exam Outline <<

## 100% Pass Quiz 2026 SAP C-BCWME-2504: Unparalleled SAP Certified Associate - Positioning WalkMe Exam Outline

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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q29-Q34):

#### NEW QUESTION # 29

What does WalkMe Discovery help organizations achieve?

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

**Answer: C**

Explanation:

C . Identifies underutilized tools and compliance risks.

WalkMe Discovery provides IT leaders with actionable visibility into all software usage-highlighting underutilized or unauthorized applications-supporting better license optimization and compliance management C Explanation of the options:

\* A. Translates all tools into multiple languages automatically

This is not a function of Discovery; translation falls under the Multi-Language feature learning.sap.com

\* B. Enhances employee satisfaction scores by 50%

That's a potential impact, but not something Discovery directly achieves.

\* C. Identifies underutilized tools and compliance risks

This is exactly what WalkMe Discovery does-it uncovers hidden, unused, or unauthorized software to help with license management and compliance

\* D. Automates training development processes

That capability is handled by WalkMe Stories, not Discovery So, the correct answer is C.

#### NEW QUESTION # 30

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Automating compliance with international data privacy laws
- B. Allowing users to toggle between languages manually

- C. Simplifying the deployment of WalkMe content across applications
- **D. Delivering consistent user experiences across diverse regions**

**Answer: D**

Explanation:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

Why the other options don't fit

\* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

\* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

\* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.

Final Answer: C. Delivering consistent user experiences across diverse regions.

### NEW QUESTION # 31

What is included in WalkMe's embedded content provided with SAP applications?

- A. The full suite of WalkMe features
- B. Comprehensive analytics and insights
- C. Basic guidance like help menus and tooltips
- **D. Customizable digital adoption content**

**Answer: D**

### NEW QUESTION # 32

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

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

**Answer: B,D,E**

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI-first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in ir.walkme.com

Not correct:

\* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

\* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

### NEW QUESTION # 33

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Automating compliance with international data privacy laws
- B. Allowing users to toggle between languages manually
- C. Simplifying the deployment of WalkMe content across applications
- D. Delivering consistent user experiences across diverse regions

Answer: D

### NEW QUESTION # 34

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