


C-BCWME-2504模擬資料 & C-BCWME-2504テスト対策書



C_BCWME_2504	
セクション1:	WalkMeソリューションの発見
セクション2:	WalkMeソリューションの提案・ポジショニング
セクション3:	WalkMeソリューションの販売・セールス

P.S. JpexamがGoogle Driveで共有している無料かつ新しいC-BCWME-2504ダンプ：https://drive.google.com/open?id=1LJOpF_K2Na8Ky-sGuKT2foQ5_s5XC_F

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当社SAPでは、C-BCWME-2504試験問題についてより幅広い選択肢をお客様に提供することを常に重視しています。今、私たちは約束を実現しました。私たちのウェブサイトは、ほぼすべての種類の公式テストと一般的な証明書をカバーするC-BCWME-2504学習教材を提供します。したがって、JpexamのC-BCWME-2504トレーニングガイドのウェブサイトが必要なものを簡単に見つけることができます。ウェブサイトのすべてのC-BCWME-2504学習資料は専門的かつ正確であり、学習のプレッシャーを大幅に軽減し、夢のSAP Certified Associate - Positioning WalkMeのC-BCWME-2504認定を取得するのに役立ちます。

>> C-BCWME-2504模擬資料 <<

C-BCWME-2504テスト対策書、C-BCWME-2504資格取得

当社のC-BCWME-2504学習ツールは、すべての受験者に高い合格率のC-BCWME-2504学習教材を提供するだけでなく、優れたサービスを提供します。当社または当社の製品について質問または疑問がある場合は、当社に連絡して解決してください。C-BCWME-2504学習ガイドサービスの思慮深さは圧倒的です。私たちが行うことは、C-BCWME-2504実践教材の成功に貢献します。したがって、C-BCWME-2504実践教材は、ユーザーが今後の求人検索でより多くの利点を得ることができるため、ユーザーは激しい競争で際立って最高の成績を収めることができます。

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	<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.
トピック 2	<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.
トピック 3	<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.

SAP Certified Associate - Positioning WalkMe 認定 C-BCWME-2504 試験問題 (Q17-Q22):

質問 # 17

What does WalkMe Discovery help organizations achieve?

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

正解: B

質問 # 18

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

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

正解: C

質問 # 19

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

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

正解: A、B、E

解説:

Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:

C. Reduction in compliance-related issues through automatic insights

WalkMe's analytics surface compliance gaps and user deviations—automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.

D. Increased employee productivity through streamlined workflows

WalkMe captures friction points within workflows-then resolves them with automation and in-app guidance, helping employees work faster and smarter

E. Enhanced user satisfaction through NPS and CSAT improvements

WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores

Why the other options don't fit:

* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.

* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.

C Final Answer:

C, D, and E.

質問 # 20

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. Workflow Automation, User Engagement, Security & Privacy
- **D. Data & Analytics, Action & Experience, Platform & Admin**

正解: D

解説:

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.

質問 # 21

Which of the following are strategic pillars of WalkMe's product strategy?Note: There are 3 correct answers to this question.

- **A. Data**
- B. Results
- C. Integration
- **D. Experience**
- **E. Action**

正解: A、D、E

解説:

The correct strategic pillars of WalkMe's product strategy are:

A. Action

This pillar encompasses tools for building and deploying in-app guidance and automations-such as workflows, tooltips, and Notifications-to help users take action and complete tasks efficiently.

D. Experience

Focuses on crafting engaging, user-centric in-app experiences-covering Smart Walk-Thrus, conversational assistants, theming, and workstation support-for a seamless adoption journey.

□ E. Data

Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.

□ Why not the others?

* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.

* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.

Final Answer: A, D, and E.

質問 # 22

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C-BCWME-2504テスト対策書: https://www.jpexam.com/C-BCWME-2504_exam.html

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