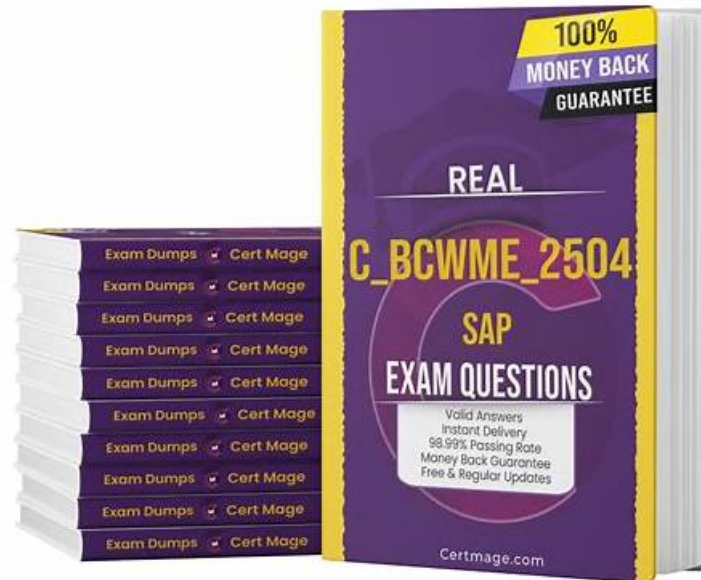


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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 2	<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 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q15-Q20):

NEW QUESTION # 15

What is the main focus of a mid-level influencer during the sales cycle?

- A. Mitigating company-wide risks
- B. Increasing recruitment efficiency
- C. Addressing operational inefficiencies and aligning with high-level goals
- D. Driving organizational ROI

Answer: C

NEW QUESTION # 16

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. Elimination of all R&D costs within enterprises
- D. Increased employee productivity through streamlined workflows
- E. Faster and more flexible product delivery

Answer: A,D,E

NEW QUESTION # 17

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

- A. 0.5
- B. 0.7
- C. 0.9
- D. 0.3

Answer: B

Explanation:

The correct answer is B. 0.7 (i.e., 70%).

Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 18

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

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

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

Answer: D

NEW QUESTION # 19

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

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

Answer: B

NEW QUESTION # 20

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