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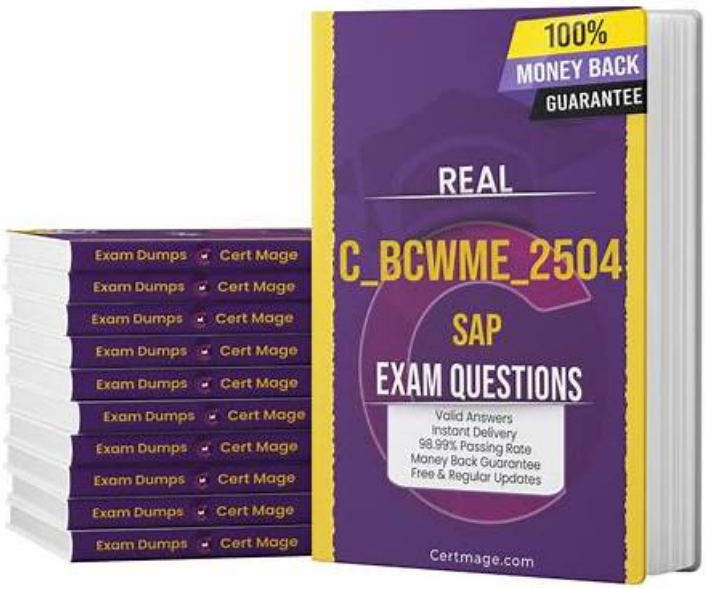

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SAP C-BCWME-2504 Exam Syllabus Topics:

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	• 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 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 (Q19-Q24):

NEW QUESTION # 19
How does WalkMe empower enterprises to recover productivity losses?

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

Answer: C

NEW QUESTION # 20
What benefit does the combined WalkMe-SAP solution offer to enterprises?

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

Answer: B

Explanation:
The combined WalkMe-SAP solution delivers enterprises with:
A . Streamlined user adoption and seamless process integration □
WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization
□ Why the other options don't fit:
Option Reason it's incorrect
B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.
C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.
D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.
□ Final Answer:
A . Streamlined user adoption and seamless process integration

NEW QUESTION # 21
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 Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- C. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- D. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- E. WalkMe is purpose-built for exclusive use on specific applications

Answer: B,C,D

NEW QUESTION # 22
Which persona is responsible for aligning organizational strategy with technological efficiency while addressing the challenges of resource allocation and system integration?

- A. Sales Enablement
- B. Operations Leader
- C. Chief Revenue Officer
- D. Chief Information Officer

Answer: D

Explanation:
The persona that fits this description is:
D . Chief Information Officer □
□ Why the CIO?
The Chief Information Officer (CIO) plays a critical role in:
* Aligning organizational strategy with technological efficiency - ensuring technology supports business objectives.
* Addressing resource allocation - deciding how IT budget, tools, and staff are utilized.
* Managing system integration - orchestrating how different technologies (e.g., SAP, cloud, analytics) interconnect and support transformation.
As described in the SAP Learning course "Introducing the Chief Information Officer (CIO) Narrative," CIOs focus on securing compliance, modernizing technology cost-effectively, and delivering real-time actionable insights from disparate data-while navigating resource constraints and integration complexity.
Why not the others?
* A. Chief Revenue Officer - focused on growth, sales, and revenue targets.
* B. Operations Leader - emphasizes optimizing operations and efficiency, but less on strategic technology alignment.
* C. Sales Enablement - drives sales performance through tools and content, rather than managing broad IT resource and integration challenges.
□ Final Answer: D. Chief Information Officer

NEW QUESTION # 23
What benefit does the combined WalkMe-SAP solution offer to enterprises?

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

Answer: B

NEW QUESTION # 24
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