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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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q20-Q25):

NEW QUESTION # 20

What benefit does the combined WalkMe-SAP solution offer to enterprises?

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

Answer: D

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

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

Answer: C

Explanation:

The WalkMe feature that best addresses the challenge of introducing new employees to a complex SaaS application-while reducing training costs and boosting adoption-is:

B. Digital Onboarding and Training Modules

Why this is the best fit:

* These modules include tools like Smart Walk-Thrus, contextual SmartTips, and in-app training flows designed to guide employees step-by-step through tasks in real time.

* They help reduce manual efforts and training expenses while improving user adoption and productivity

Why not the other options:

* A. Sentiment Analysis - This analyzes user feedback and tone, not directly used for onboarding or initial training walkme.com

* C. Customizable Landing Pages - These offer navigation aids but don't provide the interactive, guided training needed.

* D. Task Automation Tools - Useful for automating repetitive tasks, but not focused on supporting new employee onboarding and learning flows.

So, for addressing high training costs and low adoption rates in a SaaS rollout scenario, Digital Onboarding and Training Modules provide the ideal WalkMe solution.

NEW QUESTION # 22

Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. Multi-Language
- B. Discovery
- C. Theming
- D. WalkMe Shield

Answer: C

Explanation:

The correct answer is: D

D. Theming

Explanation

According to SAP's training materials on learning.sap.com, WalkMe's Theming feature is specifically designed to help enterprises maintain consistent branding across tools. This feature ensures that WalkMe elements-such as tooltips, walk-thrus, and help menus-seamlessly integrate with the look and feel of existing applications. By aligning colors, fonts, and overall design, Theming significantly boosts user trust and adoption rates.

Why the other options are incorrect

* A. Multi-Language: Enables content translation and localization, but doesn't impact branding aesthetics.

* B. WalkMe Shield: Specialized in automation testing and content validation-not for styling or branding.

* C. Discovery: Focuses on identifying unused software and compliance risks, not UI customization or branding.

Final Answer:

D. Theming - it ensures consistent branding across tools, which helps improve user adoption and engagement.

NEW QUESTION # 23

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

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

Answer: A

Explanation:

The main focus of a mid-level influencer during the sales cycle is:

D. Addressing operational inefficiencies and aligning with high-level goals According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers-typically middle management-are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

NEW QUESTION # 24

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context

and drive adoption success?

- A. DeepUI Technology
- B. SAP Ecosystem Integration
- C. Library of Pre-Made Content
- D. FedRAMP Certified Platform

Answer: A

NEW QUESTION # 25

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