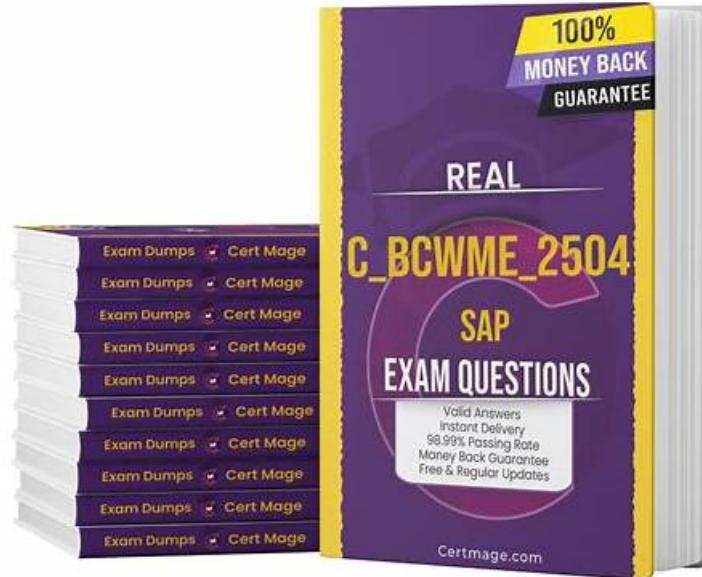


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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 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.
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SAP Certified Associate - Positioning WalkMe Sample Questions (Q29-Q34):

NEW QUESTION # 29

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

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

Answer: D

NEW QUESTION # 30

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

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

Answer: D

NEW QUESTION # 31

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

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

Answer: A

NEW QUESTION # 32

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Limited scalability for smaller businesses
- **B. Offering a combination of guidance tools and actionable analytics**
- C. Ability to operate without integrating into other software
- D. Exclusive focus on customer experience workflows

Answer: B

Explanation:

The correct answer is:

A . Offering a combination of guidance tools and actionable analytics Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.

Why the other options don't apply

- * B. Limited scalability for smaller businesses This is a limitation, if anything-not a differentiator or benefit.
- * C. Exclusive focus on customer experience workflows WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer workflows.
- * D. Ability to operate without integrating into other software WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.
- Final Answer: A. Offering a combination of guidance tools and actionable analytics.

NEW QUESTION # 33

What role does WalkMe's Action pillar serve?

- **A. To create workflows and guidance content quickly**
- B. To provide real-time analytics for identifying inefficiencies
- C. To automate application updates
- D. To ensure intuitive user experiences

Answer: A

NEW QUESTION # 34

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