

# C\_BCWME\_2504최신버전덤프자료 - C\_BCWME\_2504덤프자료



참고: ExamPassdump에서 Google Drive로 공유하는 무료, 최신 C\_BCWME\_2504 시험 문제집이 있습니다:  
<https://drive.google.com/open?id=1qU1h4tRPqJEMKAPcUBaCBm/eokaSfQ7V>

영어가 서툴러 국제승인 인기 IT인증자격증 필수시험 과목인SAP인증 C\_BCWME\_2504시험에 도전할 엄두도 낼수 없다가요? 이런 생각은 이 글을 보는 순간 버리세요. SAP인증 C\_BCWME\_2504시험을 패스하려면ExamPassdump가 고객님의 곁을 지켜드립니다. ExamPassdump의SAP인증 C\_BCWME\_2504덤프는 SAP인증 C\_BCWME\_2504시험패스 특효약입니다. 영어가 서툴러고 덤프범위안의 문제만 기억하면 되기에 영어로 인한 문제는 걱정하지 않으셔도 됩니다.

## SAP C\_BCWME\_2504 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

주제 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
주제 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

>> C\_BCWME\_2504최신버전 덤프자료 <<

## 완벽한 C\_BCWME\_2504최신버전 덤프자료 시험덤프공부

최근 SAP인증 C\_BCWME\_2504시험이 IT업계에서 제일 높은 인지도를 가지고 있습니다. 바라만 보지 마시고 SAP인증 C\_BCWME\_2504시험에 도전해보세요. ExamPassdump 의 SAP인증 C\_BCWME\_2504덤프로 시험준비공부를 하시면 한방에 시험패스 가능합니다. SAP인증 C\_BCWME\_2504덤프로 자격증취득에 가까워지고 나아가서는 IT업계에서 인정을 받는 열쇠를 소유한 것과 같다고 할 수 있습니다.

## 최신 SAP Certified Associate C\_BCWME\_2504 무료 샘플문제 (Q23-Q28):

### 질문 # 23

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Allowing users to toggle between languages manually
- B. Delivering consistent user experiences across diverse regions
- C. Simplifying the deployment of WalkMe content across applications
- D. Automating compliance with international data privacy laws

정답: B

### 설명:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

Why the other options don't fit

\* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

\* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

\* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.

Final Answer: C. Delivering consistent user experiences across diverse regions.

### 질문 # 24

What challenges does WalkMe address for enterprises adopting SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Low user engagement and adoption rates
- B. High software licensing costs
- C. Lack of third-party integrations
- D. Difficulty in managing change management processes

**정답: A,D**

**설명:**

Here are the two main challenges WalkMe addresses for enterprises adopting SAP S/4HANA, as outlined on learning.sap.com:

C. Low user engagement and adoption rates

WalkMe accelerates user adoption during S/4HANA migrations-whether Greenfield or Brownfield-by embedding in-app guidance like Smart Walk-Thrus, real-time help, and automation. This helps users quickly become proficient and engaged with new workflows.

D. Difficulty in managing change management processes

WalkMe supports change initiatives by delivering targeted announcements, reminders, and context-aware guidance, which significantly reduces friction, user errors, and support tickets during transitions learning.sap.com

Not correct:

\* A. Lack of third-party integrations - WalkMe enhances the SAP platform experience but doesn't specifically provide integrations for third-party systems.

\* B. High software licensing costs - Reducing licensing expenses isn't a primary focus of WalkMe's S/4HANA deployment strategy.

Bonus Insight

Here's a practical example of how WalkMe, in partnership with Deloitte, supports organizations during the S/4HANA implementation:

\* Video URL

<https://youtu.be/CMLDKQ5gJMc>

**질문 # 25**

How does WalkMe empower enterprises to recover productivity losses?

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

**정답: D**

**설명:**

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools  WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools-like the new "Action Bar"-proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

\* A. By automating recruitment processes

WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

\* C. By outsourcing workflow management to third-party providers

WalkMe provides in-house software tools and guidance-not workflow outsourcing.

\* D. By replacing enterprise tools with simpler solutions

WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows-helping users avoid friction and work smarter in the moment.

**질문 # 26**

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

- A. 30%
- B. 50%
- C. 90%
- **D. 70%**

**정답: D**

**질문 # 27**

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- B. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- C. WalkMe is purpose-built for exclusive use on specific applications
- D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

정답: A,B,D

## 질문 # 28

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SAP C\_BCWME\_2504 시험을 보시는 분이 점점 많아지고 있는데 하루빨리 다른 분들보다 SAP C\_BCWME\_2504 시험을 패스하여 자격증을 취득하는 편이 좋지 않을까요? 자격증이 보편화되면 자격증의 가치도 그만큼 떨어지니깐요. SAP C\_BCWME\_2504덤프는 이미 많은분들의 시험패스로 검증된 믿을만한 최고의 시험자료입니다.

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