

C_BCWME_2504퍼펙트최신덤프공부 & C_BCWME_2504완벽한인증덤프



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SAP인증 C_BCWME_2504시험을 패스하여 자격증을 취득하는게 꿈이라구요? Itcertkr에서 고객님의SAP인증 C_BCWME_2504시험패스꿈을 이루어지게 지켜드립니다. Itcertkr의 SAP인증 C_BCWME_2504덤프는 가장 최신시험에 대비하여 만들어진 공부자료로서 시험패스는 한방에 끝내줍니다.

SAP C_BCWME_2504 시험요강:

주제	소개
주제 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.
주제 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.

주제 3	<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.
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>> C_BCWME_2504퍼펙트 최신 덤프공부 <<

최신 업데이트 버전 C_BCWME_2504퍼펙트 최신 덤프공부 덤프공부자료

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최신 SAP Certified Associate C_BCWME_2504 무료샘플문제 (Q29-Q34):

질문 # 29

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Simplifies user adoption and reduces training time
- B. Enhances physical infrastructure scalability
- C. Automates payroll processing
- D. Improves compliance with regulatory requirements

정답: A,D

질문 # 30

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

정답: B

설명:

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.

질문 # 31

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

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

정답: A

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 # 32

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

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

정답: D

질문 # 33

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- **A. Identifying all applications being used across the organization**
- B. Reducing costs associated with hardware infrastructure
- C. Providing forecasts for future revenue growth
- D. Automating employee onboarding processes

정답: A

설명:

The correct answer is:

D . Identifying all applications being used across the organization

Explanation

WalkMe Discovery offers enterprises full visibility into their technology stack by automatically discovering all web-based applications in use across the organization. It provides insights into which applications are used, by whom, and how frequently, enabling companies to optimize their software portfolio and eliminate underused or rogue tools.

Why the other options are incorrect:

* A. Automating employee onboarding processes - Not part of Discovery; this relates to WalkMe's guidance capabilities.

* B. Reducing costs associated with hardware infrastructure - Discovery focuses on software visibility, not hardware.

* C. Providing forecasts for future revenue growth - Discovery helps optimize current software investments but doesn't offer revenue forecasting.

Final Answer:

D . Identifying all applications being used across the organization.

