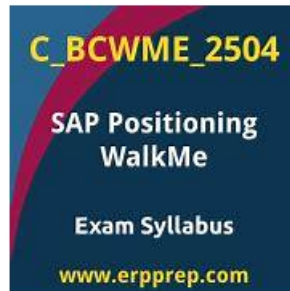


PDF SAP C-BCWME-2504 VCE - C-BCWME-2504 Knowledge Points



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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">• 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	<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.

C-BCWME-2504 Knowledge Points, C-BCWME-2504 Reliable Exam Practice

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q10-Q15):

NEW QUESTION # 10

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Time & Materials Engagement
- **B. Activation SKU**
- C. WalkMe Shield
- D. Digital Experience Analytics

Answer: B

Explanation:

The WalkMe service offering that provides a quick time-to-value deployment with a fixed price and scope is:

C . Activation SKU

Why this is correct

The Activation SKU is designed specifically for fast-track deployments-typically delivering pre- configured workflows with a fixed scope and cost. It enables organizations to implement WalkMe for specific applications (like Salesforce or SAP SuccessFactors) and go live in as little as 4 weeks, offering a clear, predictable time-to-value outcome without scope creep

Why the other options aren't correct

A . Digital Experience Analytics - This is focused on gathering and analyzing usage data; it's not a deployment package.

B . Time & Materials Engagement - This engagement model is flexible but not fixed-price and doesn't ensure rapid deployment.

D . WalkMe Shield - A quality assurance tool for testing and automating content; not related to deployment scope or pricing.

Final Answer:

C . Activation SKU provides the bundled, fixed-scope deployment that ensures a rapid go-live and predictable investment.

NEW QUESTION # 11

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Time & Materials Engagement
- **B. Activation SKU**
- C. WalkMe Shield
- D. Digital Experience Analytics

Answer: B

NEW QUESTION # 12

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

Answer: C,D,E

NEW QUESTION # 13

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To automate recruitment processes
- **B. To reduce digital friction and guide users through complex software**
- C. To implement advanced hardware solutions
- D. To manage payroll systems efficiently

Answer: B

NEW QUESTION # 14

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

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

Answer: D

Explanation:

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.

NEW QUESTION # 15

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