

C_BCWME_2504 Test Sample Online | C_BCWME_2504 Valid Examcollection

22657

12425

03 Hours / 70 Marks

Seat No.

- Instructions -*
- (1) All Questions are *Compulsory*.
 - (2) Answer each next main Question on a new page.
 - (3) Illustrate your answers with neat sketches wherever necessary.
 - (4) Figures to the right indicate full marks.
 - (5) Assume suitable data, if necessary.
 - (6) Use of Non-programmable Electronic Pocket Calculator is permissible.
 - (7) Mobile Phone, Pager and any other Electronic Communication devices are not permissible in Examination Hall.

Marks

1. Attempt any FIVE of the following : 10
- a) State the need of time study.
 - b) Define Supply Chain Management (SCM).
 - c) State the difference between inspection and quality control.
 - d) Write any four advantages of Ergonomics.
 - e) State any four characteristics of good quality product.
 - f) Enlist any four benefits of SQC.
 - g) Define Central Tendency and Dispersion.

PTO

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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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.

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Working in IT industry, IT people most want to attend SAP certification exam. As a widely recognized certification examination, SAP certification exams are becoming more and more popular. Among them, SAP C_BCWME_2504 certification test is the most important exam. Having C_BCWME_2504 certificate proves you have high skills. Owing to its importance, it is very difficult to pass SAP C_BCWME_2504 exam successfully. Although to pass the exam is hard, you also don't need to worry about it. ExamCost exam dumps will help you sail through C_BCWME_2504 test.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q22-Q27):

NEW QUESTION # 22

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

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

Answer: A

NEW QUESTION # 23

What role does WalkMe's Action pillar serve?

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

Answer: C

NEW QUESTION # 24

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Elimination of all R&D costs within enterprises
- B. Enhanced user satisfaction through NPS and CSAT improvements
- C. Reduction in compliance-related issues through automatic insights
- D. Faster and more flexible product delivery
- E. Increased employee productivity through streamlined workflows

Answer: B,D,E

NEW QUESTION # 25

What does WalkMe Discovery help organizations achieve?

- A. Identifies underutilized tools and compliance risks
- B. Translates all tools into multiple languages automatically
- C. Enhances employee satisfaction scores by 50%
- D. Automates training development processes

Answer: A

Explanation:

C . Identifies underutilized tools and compliance risks.

WalkMe Discovery provides IT leaders with actionable visibility into all software usage-highlighting underutilized or unauthorized applications-supporting better license optimization and compliance management C Explanation of the options:

* A. Translates all tools into multiple languages automatically

This is not a function of Discovery; translation falls under the Multi-Language feature learning.sap.com

* B. Enhances employee satisfaction scores by 50%

That's a potential impact, but not something Discovery directly achieves.

* C. Identifies underutilized tools and compliance risks

This is exactly what WalkMe Discovery does-it uncovers hidden, unused, or unauthorized software to help with license management and compliance

* D. Automates training development processes

That capability is handled by WalkMe Stories, not Discovery So, the correct answer is C.

NEW QUESTION # 26

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Excessive third-party integrations
- B. Lack of employee training programs
- C. Low software adoption rates
- D. Insufficient IT budgets

Answer: C

Explanation:

D . Low software adoption rates.

WalkMe emphasizes that one of the biggest reasons enterprises fail to maximize ROI on their software investments is due to poor software adoption. Organizations frequently see massive inefficiencies, underutilized tools, and productivity losses-all stemming from low adoption rates-costing up to \$104 million annually and dramatically reducing ROI

Why not the other choices?

* A. Insufficient IT budgets - While budget constraints can impact projects, WalkMe highlights adoption, not funding, as the primary barrier.

* B. Excessive third-party integrations - Integration complexity is a challenge but not cited as the leading cause of failed ROI.

* C. Lack of employee training programs - Training is important, but the core issue is that even with training, employees still aren't using the software effectively-and that's indicative of poor adoption.

Thus, low software adoption rates is the common reason cited from WalkMe's perspective.

NEW QUESTION # 27

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