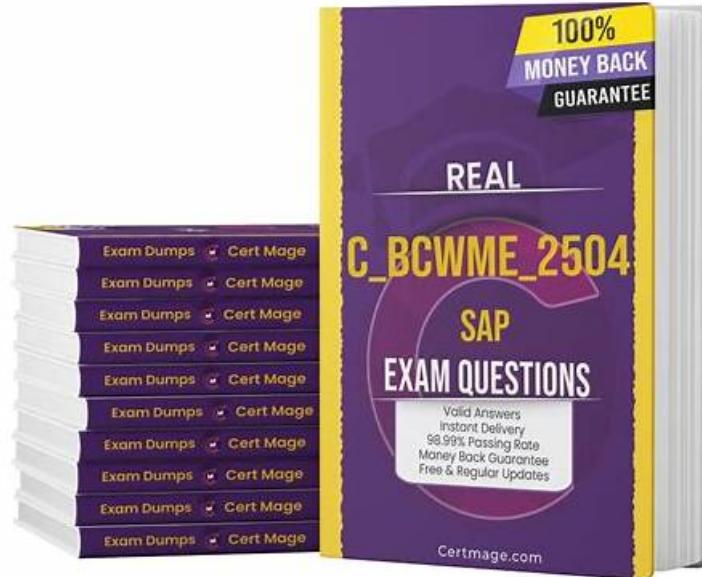


# C-BCWME-2504 Valid Exam Cost, Valid Test C-BCWME-2504 Braindumps



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## SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 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>
Topic 2	<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>
Topic 3	<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>

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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q12-Q17):

### NEW QUESTION # 12

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

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

#### Answer: B

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 # 13

What is the main focus of a mid-level influencer during the sales cycle?

- A. Increasing recruitment efficiency
- B. Driving organizational ROI
- C. Mitigating company-wide risks
- D. **Addressing operational inefficiencies and aligning with high-level goals**

#### Answer: D

### NEW QUESTION # 14

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

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

- E. WalkMe is purpose-built for exclusive use on specific applications

**Answer: A,B,D**

#### NEW QUESTION # 15

Which of the following are strategic pillars of WalkMe's product strategy? Note: There are 3 correct answers to this question.

- A. Data
- B. Integration
- C. Results
- D. Action
- E. Experience

**Answer: A,D,E**

Explanation:

The correct strategic pillars of WalkMe's product strategy are:

A. Action

This pillar encompasses tools for building and deploying in-app guidance and automations-such as workflows, tooltips, and Notifications-to help users take action and complete tasks efficiently.

D. Experience

Focuses on crafting engaging, user-centric in-app experiences-covering Smart Walk-Thrus, conversational assistants, theming, and workstation support-for a seamless adoption journey.

E. Data

Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.

Why not the others?

\* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.

\* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.

Final Answer: A, D, and E.

#### NEW QUESTION # 16

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

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

**Answer: A,C,D**

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI-first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader ir.walkme.com

Not correct:

\* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

\* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

## NEW QUESTION # 17

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