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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"> 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"> 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.

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

NEW QUESTION # 22

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

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

Answer: D

NEW QUESTION # 23

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Limited scalability for smaller businesses
- B. Offering a combination of guidance tools and actionable analytics
- C. Ability to operate without integrating into other software
- D. Exclusive focus on customer experience workflows

Answer: B

NEW QUESTION # 24

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

Answer: A

Explanation:

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.

NEW QUESTION # 25

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

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

Answer: A,C,D

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 # 26

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

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

Answer: A

Explanation:

The main focus of a mid-level influencer during the sales cycle is:

D. Addressing operational inefficiencies and aligning with high-level goals ☐ According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers-typically middle management-are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

NEW QUESTION # 27

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