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## SAP C\_BCWME\_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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

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

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

**Answer: D**

### NEW QUESTION # 13

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

**Answer: D**

### NEW QUESTION # 14

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

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

**Answer: D**

### NEW QUESTION # 15

How does WalkMe empower enterprises to recover productivity losses?

- **A. By offering proactive, contextual guidance through AI-powered tools**
- B. By automating recruitment processes
- C. By replacing enterprise tools with simpler solutions
- D. By outsourcing workflow management to third-party providers

**Answer: A**

Explanation:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools ☐ WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools-like the new "Action Bar"-proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

\* A. By automating recruitment processes

☐ WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

\* C. By outsourcing workflow management to third-party providers

☐ WalkMe provides in-house software tools and guidance-not workflow outsourcing.

\* D. By replacing enterprise tools with simpler solutions

☐ WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software

workflows-helping users avoid friction and work smarter in the moment.

### NEW QUESTION # 16

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

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

**Answer: C**

Explanation:

The correct answer is:

A . Offering a combination of guidance tools and actionable analytics ☐ Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.

Why the other options don't apply

\* B. Limited scalability for smaller businesses

☐ This is a limitation, if anything-not a differentiator or benefit.

\* C. Exclusive focus on customer experience workflows

☐ WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer workflows.

\* D. Ability to operate without integrating into other software

☐ WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.

☐ Final Answer: A. Offering a combination of guidance tools and actionable analytics.

### NEW QUESTION # 17

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