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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q26-Q31):

NEW QUESTION # 26

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

- A. WalkMe Shield

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

Answer: D

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 # 27

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

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

Answer: D

NEW QUESTION # 28

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Lower software maintenance costs
- **B. Streamlined user adoption and seamless process integration**
- C. Enhanced physical supply chain management
- D. Increased hiring efficiency

Answer: B

Explanation:

The combined WalkMe-SAP solution delivers enterprises with:

A . Streamlined user adoption and seamless process integration ☐

WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization

☐ Why the other options don't fit:

Option Reason it's incorrect

B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.

C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.

D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.

☐ Final Answer:

A . Streamlined user adoption and seamless process integration

NEW QUESTION # 29

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Lower software maintenance costs
- **B. Streamlined user adoption and seamless process integration**
- C. Enhanced physical supply chain management
- D. Increased hiring efficiency

Answer: B

NEW QUESTION # 30

Which market trend is most relevant to driving adoption for tools like WalkMe?

- **A. Global movement towards digital transformation**
- B. Rising popularity of traditional employee training methods
- C. Increasing investment in physical retail stores
- D. Preference for local software providers

Answer: A

NEW QUESTION # 31

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