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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details

Topic 1	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	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	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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q23-Q28):

NEW QUESTION # 23

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. Task Automation Tools
- D. Sentiment Analysis

Answer: A

NEW QUESTION # 24

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- **A. Delivering consistent user experiences across diverse regions**
- B. Allowing users to toggle between languages manually
- C. Simplifying the deployment of WalkMe content across applications
- D. Automating compliance with international data privacy laws

Answer: A

Explanation:

The primary benefit of WalkMe's Multi-Language feature for global enterprises is:

☐ C. Delivering consistent user experiences across diverse regions

WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.

☐ Why the other options don't fit

* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.

* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.

* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.

☐ Final Answer: C. Delivering consistent user experiences across diverse regions.

NEW QUESTION # 25

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Simplifies user adoption and reduces training time
- B. Automates payroll processing
- C. Enhances physical infrastructure scalability
- D. Improves compliance with regulatory requirements

Answer: A,D

Explanation:

The correct answers are:

☐ B. Simplifies user adoption and reduces training time

WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations

☐ D. Improves compliance with regulatory requirements.

By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.

✖ ☐ Why the other options are incorrect:

* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.

* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.

☐ Final Answer:

B and D.

NEW QUESTION # 26

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

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

Answer: B

NEW QUESTION # 27

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

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

Answer: B,D,E

NEW QUESTION # 28

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