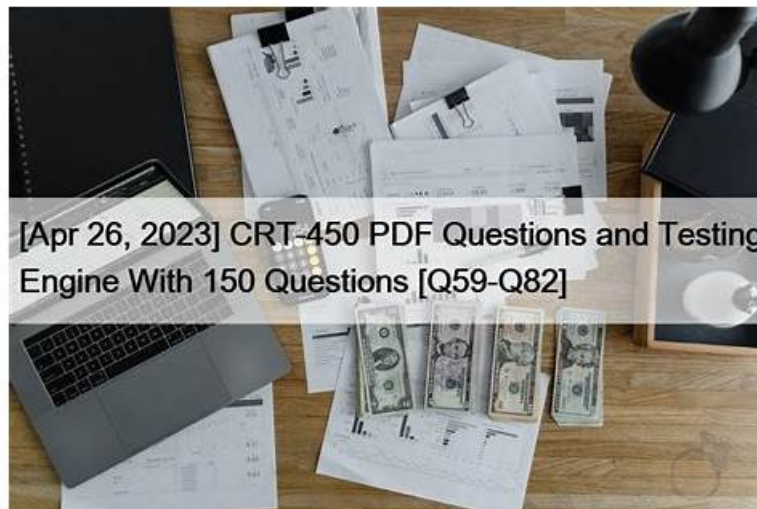


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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 3	• 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.
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SAP Certified Associate - Positioning WalkMe Sample Questions (Q15-Q20):

NEW QUESTION # 15

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

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

Answer: B

NEW QUESTION # 16

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 50%
- **B. 70%**
- C. 90%
- D. 30%

Answer: B

NEW QUESTION # 17

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

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

Answer: C

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 # 18

What is the role of the WalkMe snippet in the deployment process?

- A. It ensures compatibility with all versions of application software
- **B. It enables WalkMe content to be displayed over applications**
- C. It secures user data through encryption
- D. It customizes content for each user group

Answer: B

NEW QUESTION # 19

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

Answer: B

NEW QUESTION # 20

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