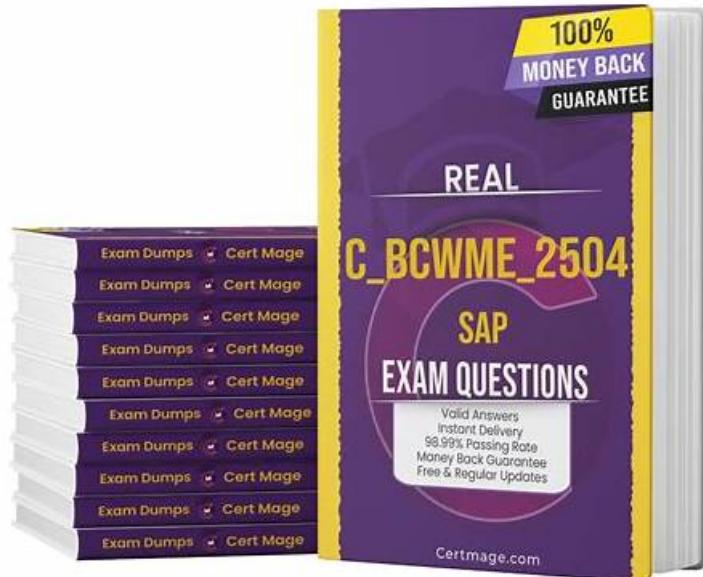


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SAP C-BCWME-2504 Exam Syllabus Topics:

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"> 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	<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 (Q17-Q22):

NEW QUESTION # 17

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. SAP Ecosystem Integration
- B. FedRAMP Certified Platform
- C. Library of Pre-Made Content
- D. DeepUI Technology**

Answer: D

Explanation:

The correct answer is:

C . DeepUI Technology

Why DeepUI?

WalkMe's proprietary DeepUI technology is the core behind its AI-first Digital Adoption Platform (DAP). It uses advanced AI-driven element recognition to understand applications like humans do, automatically adjusting guidance content when application interfaces change-ensuring reliability and consistency in user support.

Why not the others?

- * A. SAP Ecosystem Integration - While WalkMe integrates with SAP, this is not the unique AI engine powering the platform
- * B. Library of Pre-Made Content - WalkMe offers content building tools, but these aren't the core technology that uses AI context.
- * D. FedRAMP Certified Platform - This refers to security compliance, not the AI-based functionality used for context-aware guidance.

Final Answer:

C . DeepUI Technology provides the AI-powered foundation that enables WalkMe's contextual, adaptive DAP experience.

NEW QUESTION # 18

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

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

Answer: D

Explanation:

The primary purpose of WalkMe's Digital Adoption Platform (DAP) is:

B . To reduce digital friction and guide users through complex software

Why This Is Correct

WalkMe DAP is an intelligence-driven overlay that sits on top of your existing applications and provides contextual guidance and automation to users at the exact moment they're facing friction. This minimizes errors, accelerates digital proficiency, and relieves support bottlenecks.

Why the Other Options Aren't Correct

* A. To manage payroll systems efficiently - WalkMe doesn't handle backend processes like payroll.

* C. To implement advanced hardware solutions - Its focus is purely on software adoption and user interaction.

* D. To automate recruitment processes - WalkMe supports adoption across software, not HR operations like recruitment.

Final Answer:

B . To reduce digital friction and guide users through complex software.

NEW QUESTION # 19

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- A. Simplifying procurement processes to enhance competitive differentiation
- B. Enabling ERP transformation through user engagement and adoption
- C. Ensuring compliance and efficiency in finance and spend management
- D. Driving measurable ROI across SAP and non-SAP applications
- E. Providing analytics and insights for cloud-based HR systems

Answer: B,C,D

NEW QUESTION # 20

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

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

Answer: A

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 # 21

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

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

Answer: C

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 # 22

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By reviewing these results, you will be able to know and remove your mistakes. These C-BCWME-2504 practice exams are created as per the pattern of the SAP Certified Associate - Positioning WalkMe (C-BCWME-2504) real examination. Therefore, SAP Certified Associate - Positioning WalkMe (C-BCWME-2504) mock exam takers will experience the real exam environment. It will calm down their nerves so they can appear in the C-BCWME-2504 final test without anxiety or fear.

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