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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 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"> • 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 (Q11-Q16):

NEW QUESTION # 11

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. Limited scalability for smaller businesses
- **C. Offering a combination of guidance tools and actionable analytics**
- D. Exclusive focus on customer experience workflows

Answer: C

NEW QUESTION # 12

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

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

Answer: B

NEW QUESTION # 13

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- **A. Low software adoption rates**
- B. Insufficient IT budgets
- C. Lack of employee training programs
- D. Excessive third-party integrations

Answer: A

NEW QUESTION # 14

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

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

- D. Increasing recruitment efficiency

Answer: A

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 # 15

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

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

Answer: A

NEW QUESTION # 16

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