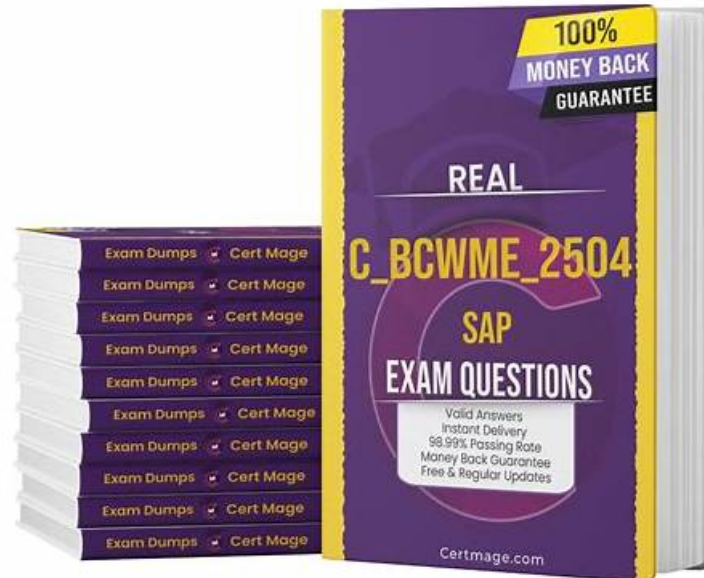


C_BCWME_2504인증시험공부 & C_BCWME_2504시험패스인증공부자료



ExamPassdump C_BCWME_2504 최신 PDF 버전 시험 문제집을 무료로 Google Drive에서 다운로드하세요:
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SAP C_BCWME_2504 시험요강:

주제	소개
주제 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.
주제 2	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.
주제 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.

C_BCWME_2504인증시험공부 최신 업데이트된 덤프공부자료

최근 SAP인증 C_BCWME_2504시험이 IT업계에서 제일 높은 인지도를 가지고 있습니다.바라만 보지 마시고SAP인증 C_BCWME_2504시험에 도전해보세요. ExamPassdump 의 SAP인증 C_BCWME_2504덤프로 시험준비공부를 하시면 한방에 시험패스 가능합니다. SAP인증 C_BCWME_2504덤프로 자격증취득에 가까워지고 나아가서는 IT업계에서 인정을 받는 열쇠를 소유한것과 같다고 할수 있습니다.

최신 SAP Certified Associate C_BCWME_2504 무료샘플문제 (Q14-Q19):

질문 # 14

How does WalkMe empower enterprises to recover productivity losses?

- A. By replacing enterprise tools with simpler solutions
- B. By automating recruitment processes
- C. By outsourcing workflow management to third-party providers
- D. By offering proactive, contextual guidance through AI-powered tools

정답: D

설명:

The WalkMe feature that best helps enterprises recover productivity losses is:

B. By offering proactive, contextual guidance through AI-powered tools ☐ WalkMe empowers users by delivering real-time, in-app guidance tailored to individual workflows. Specifically, their contextual AI tools-like the new "Action Bar"-proactively suggest next steps, remind users of critical tasks, and offer support based on ongoing context across applications. This reduces disruptions, closes adoption gaps, and accelerates productivity recovery Why the other options don't apply:

* A. By automating recruitment processes

☐ WalkMe focuses on user productivity and adoption, not HR or recruiting workflows.

* C. By outsourcing workflow management to third-party providers

☐ WalkMe provides in-house software tools and guidance-not workflow outsourcing

* D. By replacing enterprise tools with simpler solutions

☐ WalkMe enhances existing enterprise tools rather than replacing them.

In summary: WalkMe recovers lost productivity by embedding AI-powered, proactive guidance directly into enterprise software workflows-helping users avoid friction and work smarter in the moment.

질문 # 15

What is one example of WalkMe's measurable impact for its customers?

- A. Saving sales representatives 2-3 hours per day through streamlined processes
- B. Replacing all in-person training programs with AI-only solutions
- C. Reducing software licensing costs by 80%
- D. Eliminating the need for IT departments in large organizations

정답: A

질문 # 16

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe's analytics provide actionable insights to optimize user adoption and ROI
- B. WalkMe is purpose-built for exclusive use on specific applications
- C. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- D. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

정답: A,C,D

질문 # 17

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. Improves compliance with regulatory requirements
- C. Automates payroll processing
- D. Enhances physical infrastructure scalability

정답: A,B

질문 # 18

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

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

정답: D

설명:

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.

질문 # 19

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