

# C\_BCWME\_2504 Reliable Exam Braindumps - Latest C\_BCWME\_2504 Exam Fee



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## SAP C\_BCWME\_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## Free PDF Quiz SAP - C\_BCWME\_2504 - SAP Certified Associate - Positioning WalkMe Authoritative Reliable Exam Braindumps

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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q24-Q29):

### NEW QUESTION # 24

What is included in WalkMe's embedded content provided with SAP applications?

- A. Comprehensive analytics and insights
- B. Basic guidance like help menus and tooltips
- C. Customizable digital adoption content
- D. The full suite of WalkMe features

**Answer: C**

### NEW QUESTION # 25

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Digital Adoption, Process Optimization, Compliance Management
- B. Data & Analytics, Action & Experience, Platform & Admin
- C. Workflow Automation, User Engagement, Security & Privacy
- D. Content Creation, Deployment, Analytics & Insights

**Answer: B**

### NEW QUESTION # 26

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Increased employee productivity through streamlined workflows
- B. Elimination of all R&D costs within enterprises
- C. Faster and more flexible product delivery
- D. Reduction in compliance-related issues through automatic insights
- E. Enhanced user satisfaction through NPS and CSAT improvements

**Answer: A,C,E**

### NEW QUESTION # 27

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

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

**Answer: D**

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.



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