

C_BCWME_2504試験の準備方法 | 効率的な C_BCWME_2504日本語独学書籍試験 | 実際のSAP Certified Associate - Positioning WalkMe試験



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SAP C_BCWME_2504 認定試験の出題範囲：

トピック	出題範囲

トピック 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.
トピック 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.
トピック 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.

SAP Certified Associate - Positioning WalkMe 認定 C_BCWME_2504 試験問題 (Q26-Q31):

質問 # 26

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

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

正解: B

質問 # 27

Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Global movement towards digital transformation**
- B. Increasing investment in physical retail stores
- C. Preference for local software providers
- D. Rising popularity of traditional employee training methods

正解: A

解説:

The market trend most relevant to driving adoption for tools like WalkMe is:

☐ B. Global movement towards digital transformation

☐ Why It Matters

* The worldwide shift toward digital transformation is the primary catalyst making Digital Adoption Platforms (DAPs) essential- organizations must ensure their tools are not just implemented, but also fully adopted by users.

* WalkMe specifically addresses the "digital adoption gap" where companies invest heavily in digital tools but struggle to achieve actual usage-costing millions in productivity and ROI losses.

☐ Why the others aren't relevant

* A. Preference for local software providers - While regional tools play a role, the dominant trend is global digital transformation driving homogeneous adoption needs.

* C. Rising popularity of traditional employee training methods - Traditional training is declining; digital, in-app guidance is gaining momentum.

* D. Increasing investment in physical retail stores - This is unrelated to software adoption and digital change initiatives.

☐ Summary

* The dominant market force fueling WalkMe's growth and adoption is the global digital transformation movement-organizations need to bridge the gap between digital investment and actual user engagement.

Final Answer: B. Global movement towards digital transformation.

質問 # 28

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

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

正解: D

解説:

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.

質問 # 29

Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

- A. To automate payroll and HR processes for efficiency
- **B. To improve user adoption and ensure maximum ROI on technology investments**
- C. To replace outdated hardware systems with modern alternatives
- D. To reduce the need for IT support during software rollouts

正解: B

質問 # 30

What does WalkMe Discovery help organizations achieve?

- **A. Identifies underutilized tools and compliance risks**
- B. Enhances employee satisfaction scores by 50%
- C. Automates training development processes
- D. Translates all tools into multiple languages automatically

正解: A

解説:

C . Identifies underutilized tools and compliance risks.

WalkMe Discovery provides IT leaders with actionable visibility into all software usage-highlighting underutilized or unauthorized applications-supporting better license optimization and compliance management C Explanation of the options:

* A. Translates all tools into multiple languages automatically

☐ This is not a function of Discovery; translation falls under the Multi-Language feature learning.sap.com

* B. Enhances employee satisfaction scores by 50%

☐ That's a potential impact, but not something Discovery directly achieves.

* C. Identifies underutilized tools and compliance risks

☐ This is exactly what WalkMe Discovery does-it uncovers hidden, unused, or unauthorized software to help with license

□ That capability is handled by WalkMe Stories, not Discovery So, the correct answer is C.

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