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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: C

NEW QUESTION # 28

What measures does WalkMe take to enhance data security for enterprise customers? Note: There are 3 correct answers to this question.

- A. Offering localized data storage options based on regional requirements
- B. Modifying user environments for additional data privacy
- C. Utilizing advanced encryption methods to protect sensitive data
- D. Following international privacy regulations to ensure compliance
- E. Integrating multi-factor authentication for added security layers

Answer: A,C,D

NEW QUESTION # 29

What role does WalkMe's Action pillar serve?

- A. To ensure intuitive user experiences
- B. To create workflows and guidance content quickly
- C. To automate application updates
- D. To provide real-time analytics for identifying inefficiencies

Answer: B

Explanation:

The correct answer is:

B . To create workflows and guidance content quickly ☐

☐ Explanation

According to the Learning SAP course Outlining Strategy and Messaging, WalkMe's Action pillar is all about empowering organizations to rapidly design and deploy workflows and guidance content-with minimal IT involvement-using tools like the Workflow Accelerators, WalkMe Editor, and Builder Assistant. It enables companies to turn data-driven insights into action effectively.

☐ Why other options aren't correct:

* A. To automate application updates - This doesn't fall under the Action pillar's scope, which focuses on guided workflows and in-app support, not software maintenance.

* C. To ensure intuitive user experiences - While intuitive experiences are part of the Experience pillar (with smart walkthroughs, AI chat, etc.), the Action pillar focuses specifically on building and rolling out guidance content

* D. To provide real-time analytics for identifying inefficiencies - This relates to the Data pillar, which handles analytics and insights, not the Action pillar.

☐ Final Answer:

B . To create workflows and guidance content quickly

NEW QUESTION # 30

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. DeepUI Technology**
- D. SAP Ecosystem Integration

Answer: C

NEW QUESTION # 31

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

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

Answer: C

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 # 32











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