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

Topic	Details
Торіс 1	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.
Topic 2	<ul> <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 3	<ul> <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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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q24-Q29):

#### **NEW QUESTION #24**

Acustomer mentions they're facing challenges introducing new employees to a complex Software as a Service (SaaS) application. They report high training costs and low adoption rates. What WalkMe feature best addresses this challenge?

- A. Task Automation Tools
- B. Customizable Landing Pages
- C. Digital Onboarding and Training Modules
- D. Sentiment Analysis

#### Answer: C

#### Explanation:

The WalkMe feature that best addresses the challenge of introducing new employees to a complex SaaS application-while reducing training costs and boosting adoption-is:

B. Digital Onboarding and Training Modules  $\Box$ 

 $\square$  Why this is the best fit:

- \* These modules include tools like Smart Walk-Thrus, contextual SmartTips, and in-app training flows designed to guide employees step-by-step through tasks in real time.
- \* They help reduce manual efforts and training expenses while improving user adoption and productivity

 $\square$  Why not the other options:

- \* A. Sentiment Analysis This analyzes user feedback and tone, not directly used for onboarding or initial training walkme.com.
- \* C. Customizable Landing Pages These offer navigation aids but don't provide the interactive, guided training needed.
- \* D. Task Automation Tools Useful for automating repetitive tasks, but not focused on supporting new employee onboarding and learning flows.

So, for addressing high training costs and low adoption rates in a SaaS rollout scenario, Digital Onboarding and Training Modules provide the ideal WalkMe solution.

#### **NEW QUESTION #25**

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

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

#### Answer: C

#### **NEW QUESTION #26**

Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. Theming
- B. WalkMe Shield
- C. Multi-Language
- D. Discovery

#### Answer: A

#### **NEW QUESTION #27**

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Offering a combination of guidance tools and actionable analytics
- B. Exclusive focus on customer experience workflows
- C. Ability to operate without integrating into other software
- D. Limited scalability for smaller businesses

Answer: A

#### **NEW OUESTION #28**

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

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

Answer: D

#### **NEW QUESTION #29**

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