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## SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>

Topic 2	<ul style="list-style-type: none"> <li>• <b>Discovering the WalkMe Solution:</b> 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>• <b>Selling the WalkMe Solution:</b> 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>

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## SAP Valid C-BCWME-2504 Test Online: SAP Certified Associate - Positioning WalkMe - Actual4Dumps Last Updated Download

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

#### NEW QUESTION # 24

A customer 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. Sentiment Analysis
- C. Customizable Landing Pages
- **D. Digital Onboarding and Training Modules**

**Answer: D**

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

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

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 challenges does WalkMe address for enterprises adopting SAP S/4HANA?Note: There are 2 correct answers to this question.

- A. Low user engagement and adoption rates
- B. High software licensing costs
- C. Difficulty in managing change management processes
- D. Lack of third-party integrations

**Answer: A,C**

Explanation:

Here are the two main challenges WalkMe addresses for enterprises adopting SAP S/4HANA, as outlined on learning.sap.com

C. Low user engagement and adoption rates

WalkMe accelerates user adoption during S/4HANA migrations—whether Greenfield or Brownfield—by embedding in-app guidance like Smart Walk-Thrus, real-time help, and automation. This helps users quickly become proficient and engaged with new workflows.

D. Difficulty in managing change management processes

WalkMe supports change initiatives by delivering targeted announcements, reminders, and context-aware guidance, which significantly reduces friction, user errors, and support tickets during transitions learning.sap.com

Not correct:

\* A. Lack of third-party integrations - WalkMe enhances the SAP platform experience but doesn't specifically provide integrations for third-party systems.

\* B. High software licensing costs - Reducing licensing expenses isn't a primary focus of WalkMe's S/4HANA deployment strategy.

Bonus Insight

Here's a practical example of how WalkMe, in partnership with Deloitte, supports organizations during the S/4HANA implementation:

\* Video URL

<https://youtu.be/CMLDKQ5gIMc>

#### NEW QUESTION # 26

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

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

**Answer: A**

Explanation:

The correct answer is: D

D . Theming

Explanation

According to SAP's training materials on learning.sap.com, WalkMe's Theming feature is specifically designed to help enterprises maintain consistent branding across tools. This feature ensures that WalkMe elements—such as tooltips, walk-thrus, and help menus—seamlessly integrate with the look and feel of existing applications. By aligning colors, fonts, and overall design, Theming significantly boosts user trust and adoption rates.

Why the other options are incorrect

\* A. Multi-Language: Enables content translation and localization, but doesn't impact branding aesthetics.

\* B. WalkMe Shield: Specialized in automation testing and content validation—not for styling or branding.

\* C. Discovery: Focuses on identifying unused software and compliance risks, not UI customization or branding.

Final Answer:

D . Theming - it ensures consistent branding across tools, which helps improve user adoption and engagement.

#### NEW QUESTION # 27

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Automates payroll processing
- B. Improves compliance with regulatory requirements
- C. Enhances physical infrastructure scalability
- D. Simplifies user adoption and reduces training time



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