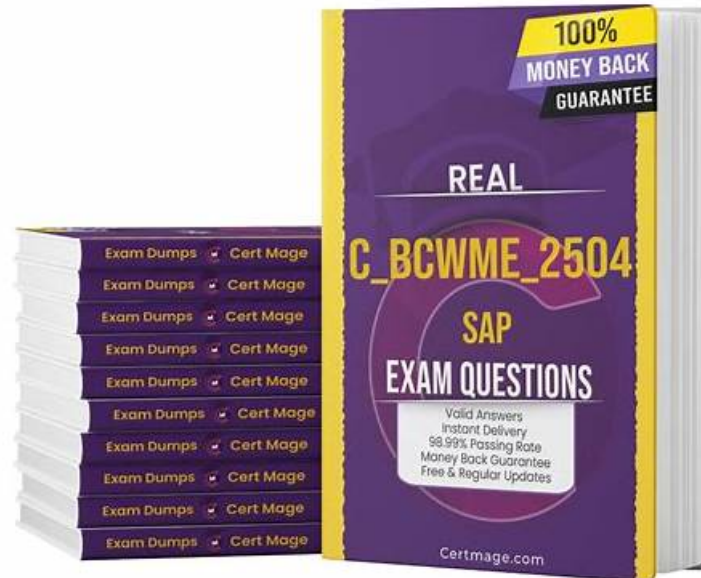


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 (Q25-Q30):

NEW QUESTION # 25

What is the primary purpose of WalkMe's Digital Adoption Platform (DAP)?

- A. To reduce digital friction and guide users through complex software
- B. To manage payroll systems efficiently
- C. To implement advanced hardware solutions
- D. To automate recruitment processes

Answer: A

NEW QUESTION # 26

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 50%
- B. 70%
- C. 30%
- D. 90%

Answer: B

NEW QUESTION # 27

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

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

Answer: A,C,D

Explanation:

Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:

☐ C. Reduction in compliance-related issues through automatic insights

WalkMe's analytics surface compliance gaps and user deviations-automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.

☐ D. Increased employee productivity through streamlined workflows

WalkMe captures friction points within workflows-then resolves them with automation and in-app guidance, helping employees work faster and smarter

☐ E. Enhanced user satisfaction through NPS and CSAT improvements

WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores

☐ Why the other options don't fit:

* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.

* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.

C Final Answer:

C, D, and E.

NEW QUESTION # 28

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

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

Answer: A

NEW QUESTION # 29

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Reducing costs associated with hardware infrastructure
- B. Identifying all applications being used across the organization
- C. Providing forecasts for future revenue growth
- D. Automating employee onboarding processes

Answer: B

NEW QUESTION # 30

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