

Exam Questions SAP C_BCWME_2504 Vce | C_BCWME_2504 Certification Exam Infor

সিইআম বোর্ড

১২৯

০২৪ ৭/২০২৬

অতিরিক্তি অসীমা

বিষয় কোড : 1 0 9

পত্রিক : ১২০২৬ সালের বিশেষণ অনুষ্ঠান

সময়—৩০ মিনিট

পূর্বসং—০০

স্টে : ৩

বিষয়ের প্রকার : মধ্যমসংখ্যক অতিরিক্তি অসীমতার উৎপত্তিতে প্রত্যেক তালিক সম্বন্ধে বিশদভাবে প্রশ্ন করণসম্বন্ধে কৃতদ্রব্যের হাতে সঠিক/সেইসংখ্যক উত্তরের তালিকা বসে সঠিকভাবে উত্তর দিতে হবে। প্রতিটি প্রশ্নের মান ১।

প্রশ্নপত্রের কোনো অংশের মার্ক/মিড দেয়া যাবে না।

১। $F = \{x : x \text{ বৈজ্ঞানিক সংখ্যা এবং } 1 < x < 17\}$ সেটের উপকরণসংখ্যক কতটি?

(ক) ৬ টি (খ) ৭ টি
(গ) ৮ টি (ঘ) ৯ টি

২। $x + y = 6$ এবং $xy = 5$ হলে $2(x^2 + y^2)$ এর মান কত?

(ক) ২৬ (খ) ৫২
(গ) ৬২ (ঘ) ৯২

৩।

৩। $\triangle ABC$ এর $\angle A : \angle B : \angle C = 3 : 4 : 4$ হলে, ত্রিভুজটির পরিমূলের কোণ কোতয়ালি কতটি?

(ক) ত্রিভুজটির সমকোণ কোণ
(খ) ত্রিভুজটির বর্জিত কোণ
(গ) ত্রিভুজটির ক্রমিক কোণ
(ঘ) ত্রিভুজটির সূত্রিক কোণ

৪। একটি বর্গাকার ক্ষেত্রের পরিমূলে ১২ একক হলে, এর ক্ষেত্রফল কত?

(ক) ৯ বর্গএকক (খ) ১৬ বর্গএকক
(গ) ২৫ বর্গএকক (ঘ) ১৪৫ বর্গএকক

৫। একটি ত্রিভুজের দুই বাহুর দৈর্ঘ্য ৫ সেমি ও ৫ সেমি এবং ঐ বাহুদ্বয়ের অন্তর্কোণ 45° হলে, ত্রিভুজটির ক্ষেত্রফল কত?

(ক) ৫ বর্গসেমি (খ) $5\sqrt{2}$ বর্গসেমি
(গ) $5\sqrt{3}$ বর্গসেমি (ঘ) ১০ বর্গসেমি

৬। B কোণবিশিষ্ট বৃত্ত, A কোণবিশিষ্ট বৃত্তকে C বিন্দুতে স্পর্শ করে এবং C বিন্দুতে CP স্পর্শক।

অন্যসংক্ষেপে—

I. A, B ও C একই সরলরেখায় অবস্থিত
II. $CP \perp BC$
III. $AB = AC = BC$

নিচের কোনটি সঠিক?

(ক) I ও II (খ) I ও III
(গ) II ও III (ঘ) I, II ও III

৭। B কোণবিশিষ্ট বৃত্ত, A কোণবিশিষ্ট বৃত্তকে C বিন্দুতে স্পর্শ করে এবং C বিন্দুতে CP স্পর্শক।

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নিচের কোনটি সঠিক?

(ক) I ও II (খ) I ও III
(গ) II ও III (ঘ) I, II ও III

৮। B কোণবিশিষ্ট বৃত্ত, A কোণবিশিষ্ট বৃত্তকে C বিন্দুতে স্পর্শ করে এবং C বিন্দুতে CP স্পর্শক।

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(ক) I ও II (খ) I ও III
(গ) II ও III (ঘ) I, II ও III

৯। B কোণবিশিষ্ট বৃত্ত, A কোণবিশিষ্ট বৃত্তকে C বিন্দুতে স্পর্শ করে এবং C বিন্দুতে CP স্পর্শক।

অন্যসংক্ষেপে—

I. A, B ও C একই সরলরেখায় অবস্থিত
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নিচের কোনটি সঠিক?

(ক) I ও II (খ) I ও III
(গ) II ও III (ঘ) I, II ও III

১০। B কোণবিশিষ্ট বৃত্ত, A কোণবিশিষ্ট বৃত্তকে C বিন্দুতে স্পর্শ করে এবং C বিন্দুতে CP স্পর্শক।

অন্যসংক্ষেপে—

I. A, B ও C একই সরলরেখায় অবস্থিত
II. $CP \perp BC$
III. $AB = AC = BC$

নিচের কোনটি সঠিক?

(ক) I ও II (খ) I ও III
(গ) II ও III (ঘ) I, II ও III

১১। একটি সমকোণ ত্রিভুজের বাহুর দৈর্ঘ্য ৫ একক হলে ক্ষেত্রফল কত বর্গএকক?

(ক) $2\sqrt{3}$ বর্গএকক
(খ) $4\sqrt{3}$ বর্গএকক
(গ) $8\sqrt{3}$ বর্গএকক
(ঘ) $16\sqrt{3}$ বর্গএকক

১২। $f(x) = x^2 + 3x^2 - 5$ হলে, $f(-2) =$ কত?

(ক) ১৫ (খ) ১৩
(গ) -১ (ঘ) -২৫

পির পূর্ন স্তম্ভ

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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 (Q12-Q17):

NEW QUESTION # 12

What is one example of WalkMe's measurable impact for its customers?

- A. Reducing software licensing costs by 80%
- **B. Saving sales representatives 2-3 hours per day through streamlined processes**
- C. Replacing all in-person training programs with AI-only solutions
- D. Eliminating the need for IT departments in large organizations

Answer: B

NEW QUESTION # 13

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

- **A. 0.7**
- B. 0.3
- C. 0.5
- D. 0.9

Answer: A

Explanation:

The correct answer is B. 0.7 (i.e., 70%).

Studies cited on learning.sap.com indicate that roughly 70% of digital transformation initiatives fail to meet their objectives, and a major reason behind this is poor user adoption of tools.

NEW QUESTION # 14

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

- **A. Global movement towards digital transformation**
- B. Rising popularity of traditional employee training methods

- C. Preference for local software providers
- D. Increasing investment in physical retail stores

Answer: A

Explanation:

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.

NEW QUESTION # 15

What are WalkMe's strengths compared to competitors?Note: There are 3 correct answers to this question.

- A. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities
- B. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- C. WalkMe's analytics provide actionable insights to optimize user adoption and ROI!
- D. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- E. WalkMe is purpose-built for exclusive use on specific applications

Answer: A,B,C

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in ir.walkme.com

Not correct:

* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

NEW QUESTION # 16

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

- A. SAP Ecosystem Integration

- B. Library of Pre-Made Content
- C. DeepUI Technology
- D. FedRAMP Certified Platform

Answer: C

NEW QUESTION # 17

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