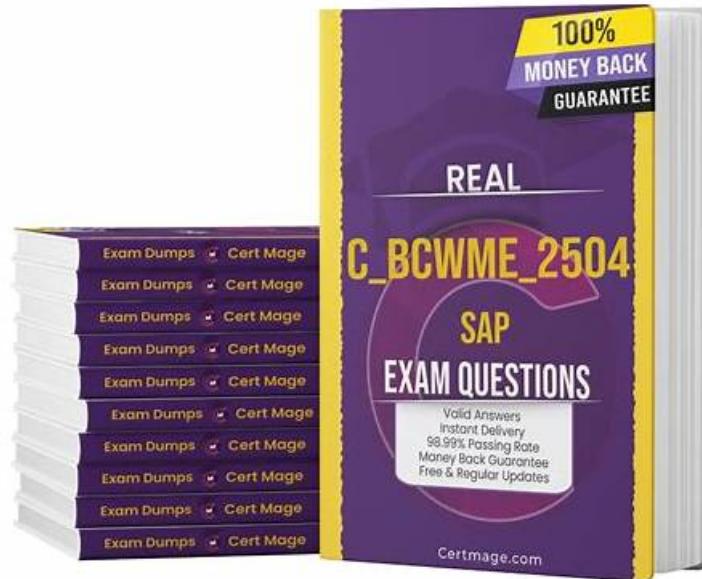# C-BCWME-2504 Reliable Exam Voucher & Test C-BCWME-2504 Simulator Fee

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

NEW QUESTION # 21

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

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

Answer: D

Explanation:
The WalkMe service offering that provides a quick time-to-value deployment with a fixed price and scope is:
C . Activation SKU ☐
☐ Why this is correct
The Activation SKU is designed specifically for fast-track deployments-typically delivering pre- configured workflows with a fixed scope and cost. It enables organizations to implement WalkMe for specific applications (like Salesforce or SAP SuccessFactors) and go live in as little as 4 weeks, offering a clear, predictable time-to-value outcome without scope creep
☐ Why the other options aren't correct
A . Digital Experience Analytics - This is focused on gathering and analyzing usage data; it's not a deployment package.
B . Time & Materials Engagement - This engagement model is flexible but not fixed-price and doesn't ensure rapid deployment.
D . WalkMe Shield - A quality assurance tool for testing and automating content; not related to deployment scope or pricing.
☐ Final Answer:
C . Activation SKU provides the bundled, fixed-scope deployment that ensures a rapid go-live and predictable investment.

NEW QUESTION # 22
Which of the following are strategic pillars of WalkMe's product strategy?Note: There are 3 correct answe rs to this questio n.

- A. Action
- B. Results
- C. Integration
- D. Data
- E. Experience

Answer: A,D,E

Explanation:
The correct strategic pillars of WalkMe's product strategy are:
☐ A. Action
This pillar encompasses tools for building and deploying in-app guidance and automations-such as workflows, tooltips, and Notifications-to help users take action and complete tasks efficiently.
☐ D. Experience
Focuses on crafting engaging, user-centric in-app experiences-covering Smart Walk-Thrus, conversational assistants, theming, and workstation support-for a seamless adoption journey.
☐ E. Data
Centers on powerful analytics, behavior insights, flow diagnostics, and custom dashboards that help organizations uncover friction and optimize tool usage.
☐ Why not the others?
* B. Integration - While integrations are part of the platform, they aren't labeled as a core strategic pillar.
* C. Results - This reflects outcomes rather than a foundational pillar in the product framework.
Final Answer: A, D, and E.

NEW QUESTION # 23
What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Digital Adoption, Process Optimization, Compliance Management
- B. Data & Analytics, Action & Experience, Platform & Admin
- C. Content Creation, Deployment, Analytics & Insights
- D. Workflow Automation, User Engagement, Security & Privacy

Answer: B

Explanation:
The correct answer is:
B . Data & Analytics, Action & Experience, Platform & Admin □
□ Explanation
According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:
* Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.
* Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming, conversational interfaces, and workstation deployment walkme.com
* Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com
□ Why the other options aren't correct:
* A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.
* C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.
* D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.
□ Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

NEW QUESTION # 24
What is one example of WalkMe's measurable impact for its customers?

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

Answer: B

Explanation:
WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.
While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.
□ Final Answer:
D . Saving sales representatives 2-3 hours per day through streamlined processes.

NEW QUESTION # 25
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. Limited scalability for smaller businesses
- C. Exclusive focus on customer experience workflows
- D. Ability to operate without integrating into other software

Answer: A

Explanation:
The correct answer is:
A . Offering a combination of guidance tools and actionable analytics □ Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.
Why the other options don't apply
* B. Limited scalability for smaller businesses
□ This is a limitation, if anything-not a differentiator or benefit.
* C. Exclusive focus on customer experience workflows
□ WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer

workflows.

* D. Ability to operate without integrating into other software

☐ WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.

☐ Final Answer: A. Offering a combination of guidance tools and actionable analytics.

NEW QUESTION # 26

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