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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q29-Q34):

NEW QUESTION # 29
What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

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

Answer: C

NEW QUESTION # 30
What measures does WalkMe take to enhance data security for enterprise customers?Note: There are 3 correct answe rs to this questio n.

- A. Modifying user environments for additional data privacy
- B. Offering localized data storage options based on regional requirements
- C. Utilizing advanced encryption methods to protect sensitive data
- D. integrating multi-factor authentication for added security layers
- E. Following international privacy regulations to ensure compliance

Answer: B,D,E

Explanation:
Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:
☐ A. Integrating multi-factor authentication for added security layers
WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts
☐ B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs
☐ C. Following international privacy regulations to ensure compliance
WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and FedRAMP readiness
☐ E. Utilizing advanced encryption methods to protect sensitive data
WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data
☐ Not correct:
* D. Modifying user environments for additional data privacy
This is not a measure WalkMe takes-they control their own platform and settings, not the user's local environment.
Summary:
The correct answe rs are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise- grade data security and compliance.

NEW QUESTION # 31
Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Automating employee onboarding processes
- B. Identifying all applications being used across the organization

- C. Providing forecasts for future revenue growth
- D. Reducing costs associated with hardware infrastructure

Answer: B

Explanation:
The correct answer is:
D . Identifying all applications being used across the organization ☐
☐ Explanation
WalkMe Discovery offers enterprises full visibility into their technology stack by automatically discovering all web-based applications in use across the organization. It provides insights into which applications are used, by whom, and how frequently, enabling companies to optimize their software portfolio and eliminate underused or rogue tools.
☐ Why the other options are incorrect:
* A. Automating employee onboarding processes - Not part of Discovery; this relates to WalkMe's guidance capabilities.
* B. Reducing costs associated with hardware infrastructure - Discovery focuses on software visibility, not hardware.
* C. Providing forecasts for future revenue growth - Discovery helps optimize current software investments but doesn't offer revenue forecasting.
☐ Final Answer:
D . Identifying all applications being used across the organization.

NEW QUESTION # 32
Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

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

Answer: B,D,E

NEW QUESTION # 33
What is included in WalkMe's embedded content provided with SAP applications?

- A. Comprehensive analytics and insights
- B. The full suite of WalkMe features
- C. Basic guidance like help menus and tooltips
- D. Customizable digital adoption content

Answer: C

Explanation:
The correct answer is:
C . Basic guidance like help menus and tooltips ☐
☐ Explanation
According to SAP's documentation, when WalkMe is embedded within SAP applications (such as SuccessFactors or S/4HANA), users are provided with contextual, in-app guidance features-including smart walkthroughs, tooltips, task lists, and on-demand help menus. These are considered "basic guidance" rather than the full breadth of WalkMe's platform capabilities.
☐ Why the other options are incorrect
* A. The full suite of WalkMe features
Embedded WalkMe content delivers a subset focused on guidance-not the full product suite.
* B. Comprehensive analytics and insights
While analytics are available in the platform, they are not part of the embedded content. Those insights are part of the broader WalkMe offering outside the embedded scope.
* D. Customizable digital adoption content
Customized training and adoption flows are built and managed in the full WalkMe platform-not included in the out-of-the-box embedded offering.

NEW QUESTION # 34

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