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At the ActualtestPDF, we strive to provide our customers with updated and real SAP C_BCWME_2504 exam questions. We are committed to helping our students reach their goals and advance their careers through comprehensive, convenient, and cost-effective Prepare for your SAP Certified Associate - Positioning WalkMe (C_BCWME_2504) exam preparation material.

SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q16-Q21):

NEW QUESTION # 16

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

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

Answer: D

NEW QUESTION # 17

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

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

Answer: A

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 # 18

What is the main focus of a mid-level influencer during the sales cycle?

- A. Addressing operational inefficiencies and aligning with high-level goals
- B. Mitigating company-wide risks
- C. Increasing recruitment efficiency
- D. Driving organizational ROI

Answer: A

NEW QUESTION # 19

What does WalkMe Discovery help organizations achieve?

- A. Identifies underutilized tools and compliance risks
- B. Translates all tools into multiple languages automatically
- C. Enhances employee satisfaction scores by 50%

- D. Automates training development processes

Answer: A

NEW QUESTION # 20

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

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

Answer: D

NEW QUESTION # 21

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