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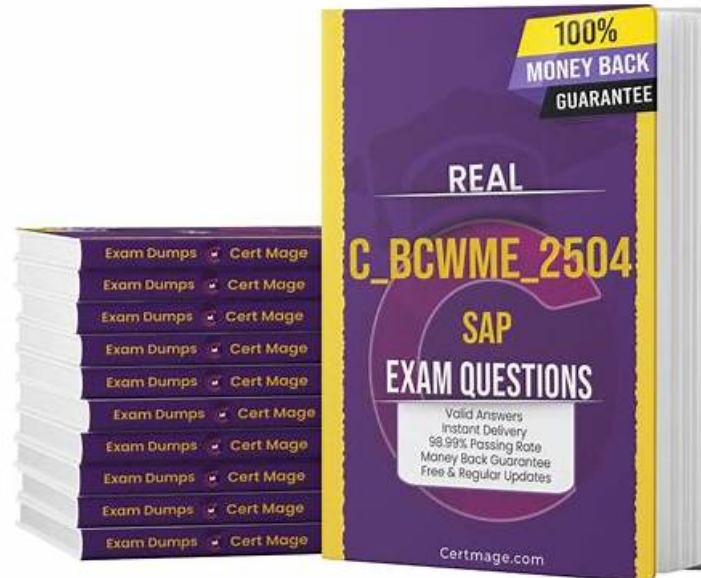
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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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	• 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.

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SAP Certified Associate - Positioning WalkMe Sample Questions (Q14-Q19):

NEW QUESTION # 14
What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Exclusive focus on customer experience workflows
- B. Offering a combination of guidance tools and actionable analytics
- C. Limited scalability for smaller businesses
- D. Ability to operate without integrating into other software

Answer: B

NEW QUESTION # 15
Which market trend is most relevant to driving adoption for tools like WalkMe?

- A. Rising popularity of traditional employee training methods
- B. Global movement towards digital transformation
- C. Increasing investment in physical retail stores
- D. Preference for local software providers

Answer: B

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 # 16
Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

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

Answer: A

NEW QUESTION # 17

What is a primary benefit of WalkMe's Multi-Language feature for global enterprises?

- A. Allowing users to toggle between languages manually
- B. Automating compliance with international data privacy laws
- C. Simplifying the deployment of WalkMe content across applications
- D. Delivering consistent user experiences across diverse regions

Answer: D

Explanation:
The primary benefit of WalkMe's Multi-Language feature for global enterprises is:
☐ C. Delivering consistent user experiences across diverse regions
WalkMe's Multi-Language capability allows organizations to translate all in-app guidance (Walk-Thrus, ShoutOuts, surveys) into multiple languages without rebuilding content, ensuring that users across different geographies have a seamless and native-language experience.
☐ Why the other options don't fit
* A. Automating compliance with international data privacy laws - Multi-Language is about translation and localization, not legal compliance.
* B. Simplifying deployment of WalkMe content across applications - While deployment is easy, the feature specifically targets language translation.
* D. Allowing users to toggle between languages manually - This is a capability of the feature, not its primary benefit. The real value lies in the consistent multilingual user experience across the global organization.
☐ Final Answer: C. Delivering consistent user experiences across diverse regions.

NEW QUESTION # 18

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

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

Answer: A

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 # 19

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