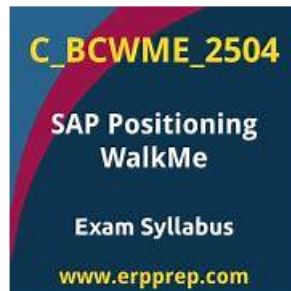


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## SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• <b>Discovering the WalkMe Solution:</b> 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.</li> </ul>
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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q21-Q26):

#### NEW QUESTION # 21

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

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

**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 # 22

What is included in WalkMe's embedded content provided with SAP applications?

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

**Answer: D**

#### NEW QUESTION # 23

Which of the following are strategic pillars of WalkMe's product strategy? Note: There are 3 correct answers to this question.

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

**Answer: A,B,E**

### NEW QUESTION # 24

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

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

**Answer: B**

Explanation:

The main focus of a mid-level influencer during the sales cycle is:

D. Addressing operational inefficiencies and aligning with high-level goals □ According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers-typically middle management-are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

### NEW QUESTION # 25

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

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

**Answer: B**

### NEW QUESTION # 26

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For most users, access to the relevant qualifying examinations may be the first, so many of the course content related to qualifying examinations are complex and arcane. According to these ignorant beginners, the C-BCWME-2504 exam questions set up a series of basic course, by easy to read, with corresponding examples to explain at the same time, the SAP Certified Associate - Positioning WalkMe study question let the user to be able to find in real life and corresponds to the actual use of learned knowledge, deepened the understanding of the users and memory. Simple text messages, deserve to go up colorful stories and pictures beauty, make the C-BCWME-2504 Test Guide better meet the zero basis for beginners, let them in the relaxed happy atmosphere to learn more useful knowledge, more good combined with practical, so as to achieve the state of unity.

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