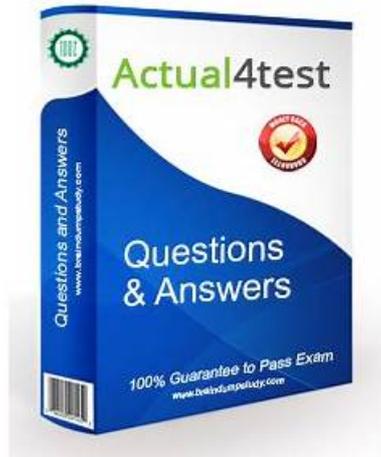


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SAP C-BCWME-2504 Exam Syllabus Topics:

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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q25-Q30):

NEW QUESTION # 25

What are the benefits of using WalkMe on SAP S/4HANA? Note: There are 2 correct answers to this question.

- **A. Simplifies user adoption and reduces training time**
- B. Automates payroll processing
- **C. Improves compliance with regulatory requirements**
- D. Enhances physical infrastructure scalability

Answer: A,C

Explanation:

The correct answers are:

B. Simplifies user adoption and reduces training time

WalkMe's in-app guidance, onboarding support, and automation tools (like Smart Walk-Thrus and reminders) help users settle into SAP S/4HANA faster, significantly reducing training needs and accelerating adoption-especially during both greenfield and brownfield migrations

D. Improves compliance with regulatory requirements.

By guiding users through proper workflows, delivering targeted announcements, and reducing errors, WalkMe supports compliance efforts during S/4HANA transitions and beyond.

✘ Why the other options are incorrect:

* A. Automates payroll processing - This is not part of WalkMe's functionality; it doesn't automate backend financial processes like payroll.

* C. Enhances physical infrastructure scalability - WalkMe focuses on digital adoption and guidance, not physical hardware or infrastructure enhancements.

Final Answer:

B and D.

NEW QUESTION # 26

Which market trend is most relevant to driving adoption for tools like WalkMe?

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

Answer: C

NEW QUESTION # 27

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Enhanced physical supply chain management
- B. Lower software maintenance costs
- **C. Streamlined user adoption and seamless process integration**
- D. Increased hiring efficiency

Answer: C

Explanation:

The combined WalkMe-SAP solution delivers enterprises with:

A . Streamlined user adoption and seamless process integration

WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization

Why the other options don't fit:

Option Reason it's incorrect

B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.

C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.

D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.

Final Answer:

A . Streamlined user adoption and seamless process integration

NEW QUESTION # 28

Which feature of WalkMe helps enterprises maintain consistent branding across tools to improve user adoption?

- A. WalkMe Shield
- B. Multi-Language
- C. Discovery
- **D. Theming**

Answer: D

NEW QUESTION # 29

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

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

Answer: D

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 # 30

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