

SAP Certified Associate - Positioning WalkMe pdf dumps & C-BCWME-2504 pdf questions torrent



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SAP Certified Associate - Positioning WalkMe Sample Questions (Q11-Q16):

NEW QUESTION # 11

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe's analytics provide actionable insights to optimize user adoption and ROI!
- B. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- D. WalkMe is purpose-built for exclusive use on specific applications
- E. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities

Answer: A,C,E

Explanation:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

- B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.
 - C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.
 - D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in ir.walkme.com
 - Not correct:
 - * A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.
 - * E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.
 - Final Answer:
- B, C, and D.

NEW QUESTION # 12

What is one example of WalkMe's measurable impact for its customers?

- A. Reducing software licensing costs by 80%
- B. Replacing all in-person training programs with AI-only solutions
- C. Saving sales representatives 2-3 hours per day through streamlined processes
- D. Eliminating the need for IT departments in large organizations

Answer: C

Explanation:

WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.

While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.

Final Answer:

D . Saving sales representatives 2-3 hours per day through streamlined processes.

NEW QUESTION # 13

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

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

Answer: B

NEW QUESTION # 14

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

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

Answer: B,C,D

NEW QUESTION # 15

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

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

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 # 16

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