

# C\_BCWME\_2504 PDF、C\_BCWME\_2504日本語解説集



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## SAP C\_BCWME\_2504 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>• <b>Selling the WalkMe Solution:</b> 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>
トピック 2	<ul style="list-style-type: none"><li>• <b>Positioning the WalkMe Solution:</b> 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>

トピック 3

- 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.

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### SAP Certified Associate - Positioning WalkMe 認定 C\_BCWME\_2504 試験問題 (Q16-Q21):

#### 質問 # 16

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

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

正解: B

#### 解説:

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.

#### 質問 # 17

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

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

正解: B、C、E

#### 質問 # 18

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

正解: C

解説:

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.

#### 質問 # 19

What is the role of the WalkMe snippet in the deployment process?

- A. It customizes content for each user group
- **B. It enables WalkMe content to be displayed over applications**
- C. It secures user data through encryption
- D. It ensures compatibility with all versions of application software

正解: B

#### 質問 # 20

What does WalkMe Discovery help organizations achieve?

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

正解: A

解説:

C. Identifies underutilized tools and compliance risks.

WalkMe Discovery provides IT leaders with actionable visibility into all software usage-highlighting underutilized or unauthorized applications-supporting better license optimization and compliance management C Explanation of the options:

\* A. Translates all tools into multiple languages automatically

This is not a function of Discovery; translation falls under the Multi-Language feature [learning.sap.com](https://learning.sap.com)

\* B. Enhances employee satisfaction scores by 50%

That's a potential impact, but not something Discovery directly achieves.

\* C. Identifies underutilized tools and compliance risks

This is exactly what WalkMe Discovery does-it uncovers hidden, unused, or unauthorized software to help with license management and compliance

\* D. Automates training development processes

That capability is handled by WalkMe Stories, not Discovery So, the correct answer is C.

#### 質問 # 21

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