

C_BCWME_2504模試エンジン & C_BCWME_2504模 擬問題



さらに、It-Passports C_BCWME_2504ダンプの一部が現在無料で提供されています：<https://drive.google.com/open?id=1w-I3fBD0DE-ADAJ3wOncEtEYKCAx8lmZ>

It-Passports1年以内にC_BCWME_2504試験問題の更新を無料で提供し、購入者が1年後にサービス保証を延長したい場合は50%の割引特典を提供します。古いクライアントは、他の試験教材を購入する際に、ある程度の割引を受けています。C_BCWME_2504ガイドトレントを頻繁に更新し、理論と実践の最新動向を反映した最新の学習資料を提供します。したがって、C_BCWME_2504テストガイドを十分にマスターし、試験に合格することができます。メリットを享受しながら、試験に合格することができます。お気軽にC_BCWME_2504ガイド急流を購入してください！

お客様に最高のサービスを提供するというコンセプトに沿って、当社は専任のサービスチームと成熟した思慮深いサービスシステムを構築しました。クライアントがC_BCWME_2504トレーニング資料を購入する前に無料トライアルを提供するだけでなく、販売後に相談サービスも提供します。クライアントがC_BCWME_2504認定ガイドについて体系的かつ的を絞った学習を行えるように、複数の機能を提供しています。したがって、クライアントは間違いなくC_BCWME_2504試験の教材を信頼できます。

>> C_BCWME_2504模試エンジン <<

更新するC_BCWME_2504模試エンジン & 合格スムーズ

C_BCWME_2504模擬問題 | 信頼できるC_BCWME_2504関連日本語版問題集 SAP Certified Associate - Positioning WalkMe

C_BCWME_2504試験に問題なく迅速に合格する方法 答えは、有効で優れたC_BCWME_2504トレーニングガイドにあります。既にC_BCWME_2504トレーニング資料を用意しています。これらは、保証対象のプロのC_BCWME_2504実践資料です。参考のために許容できる価格に加えて、3つのバージョンのすべてのC_BCWME_2504試験資料は、10年以上にわたってこの分野の専門家によって編集されています。

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">• 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.

トピック 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.
トピック 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 認定 C_BCWME_2504 試験問題 (Q11-Q16):

質問 # 11

What unique technology powers WalkMe's AI-first Digital Adoption Platform (DAP), enabling it to understand application context and drive adoption success?

- A. FedRAMP Certified Platform
- B. Library of Pre-Made Content
- C. DeepUI Technology
- D. SAP Ecosystem Integration

正解: C

解説:

The correct answer is:

C . DeepUI Technology

Why DeepUI?

WalkMe's proprietary DeepUI technology is the core behind its AI-first Digital Adoption Platform (DAP). It uses advanced AI-driven element recognition to understand applications like humans do, automatically adjusting guidance content when application interfaces change-ensuring reliability and consistency in user support.

Why not the others?

* A. SAP Ecosystem Integration - While WalkMe integrates with SAP, this is not the unique AI engine powering the platform.

* B. Library of Pre-Made Content - WalkMe offers content building tools, but these aren't the core technology that uses AI context.

* D. FedRAMP Certified Platform - This refers to security compliance, not the AI-based functionality used for context-aware guidance.

Final Answer:

C . DeepUI Technology provides the AI-powered foundation that enables WalkMe's contextual, adaptive DAP experience.

質問 # 12

What measures does WalkMe take to enhance data security for enterprise customers? Note: There are 3 correct answers to this question.

- A. Utilizing advanced encryption methods to protect sensitive data
- B. Modifying user environments for additional data privacy
- C. Offering localized data storage options based on regional requirements
- D. Integrating multi-factor authentication for added security layers
- E. Following international privacy regulations to ensure compliance

正解: C、D、E

解説:

Here are the three correct measures WalkMe takes to enhance data security for enterprise customers, according to learning.sap.com and WalkMe official sources:

A. Integrating multi-factor authentication for added security layers

WalkMe supports two-factor authentication (2FA/MFA) via identity providers like Okta and Google Authenticator to secure admin and user accounts

B. Offering localized data storage options based on regional requirements They provide regional cloud residency/data residency, enabling customers to choose data storage locations (e.g., US, EU) to meet jurisdictional and regulatory needs

C. Following international privacy regulations to ensure compliance

WalkMe adheres to global privacy standards such as GDPR and CCPA, plus certifications like SOC 2, ISO 27001, and FedRAMP readiness

E. Utilizing advanced encryption methods to protect sensitive data

WalkMe ensures encryption both in transit and at rest, aligned with NIST and FISMA standards, and logical separation of customer data

Not correct:

* D. Modifying user environments for additional data privacy

This is not a measure WalkMe takes—they control their own platform and settings, not the user's local environment.

Summary:

The correct answers are A, B, C, and E. These measures highlight WalkMe's commitment to robust, enterprise-grade data security and compliance.

質問 # 13

Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

- A. To replace outdated hardware systems with modern alternatives
- **B. To improve user adoption and ensure maximum ROI on technology investments**
- **C. To reduce the need for IT support during software rollouts**
- D. To automate payroll and HR processes for efficiency

正解: B、C

解説:

From insights on learning.sap.com, organizations invest in Digital Adoption Platforms (DAPs) like WalkMe primarily to:

A. To improve user adoption and ensure maximum ROI on technology investments WalkMe addresses low adoption rates, streamlines workflows, and helps customers fully realize the value of their digital tools—all contributing to improved ROI

B. To reduce the need for IT support during software rollouts

WalkMe provides in-app guidance and self-service options like Smart Walk-Thrus and SmartTips that empower users to learn independently and reduce reliance on IT support

Not the primary reasons:

* C. To replace outdated hardware systems with modern alternatives

WalkMe focuses on software adoption and usage optimization—not on hardware refreshes.

* D. To automate payroll and HR processes for efficiency

While WalkMe can guide users through HR software, its mission isn't centered on HR automation itself.

In Summary:

Objective WalkMe's Role

Improve user adoption & maximize ROI Guided adoption, analytics, and reducing friction Reduce IT support during rollouts Self-service walkthroughs and contextual help So, the correct answers are A and B.

質問 # 14

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

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

正解: A、C

解説:

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.

質問 # 15

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

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

正解: A

質問 # 16

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科学技術の発展は、私たちの生活をより快適で便利なものにし、より多くの課題をもたらしています。多くの企業は、候補者に実務経験だけでなく、いくつかの専門的な資格も要求しています。したがって、より良い未来への道を開くには、専門のSAP認定を取得する必要があります。当社が作成したC_BCWME_2504の質問と回答は、お客様がC_BCWME_2504試験に合格し、数日以内にC_BCWME_2504認定を取得するのに役立ちます。C_BCWME_2504試験問題が最適です。

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