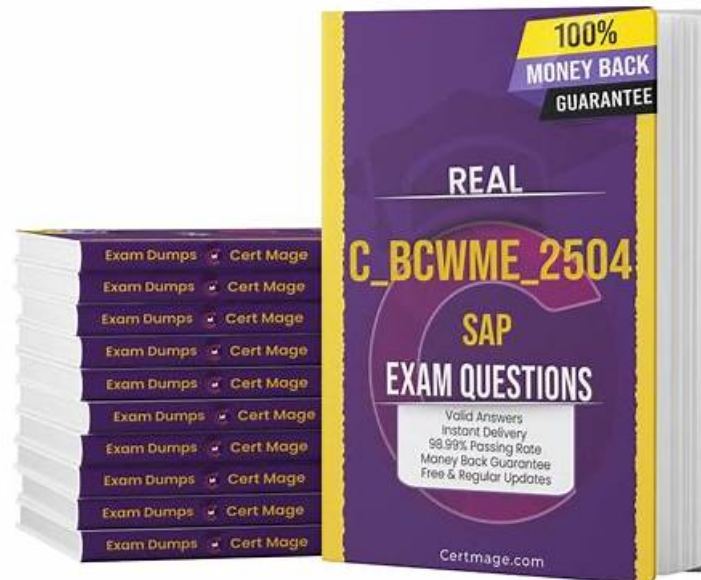


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SAP C_BCWME_2504 Exam Syllabus Topics:

Topic	Details
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Topic 1	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.
Topic 2	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	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.

SAP Certified Associate - Positioning WalkMe Sample Questions (Q18-Q23):

NEW QUESTION # 18

What role does WalkMe's Action pillar serve?

- A. To ensure intuitive user experiences
- B. To provide real-time analytics for identifying inefficiencies
- C. To create workflows and guidance content quickly
- D. To automate application updates

Answer: C

NEW QUESTION # 19

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

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- D. To replace outdated hardware systems with modern alternatives

Answer: A

NEW QUESTION # 20

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

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

Answer: A

NEW QUESTION # 21

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

- A. Library of Pre-Made Content
- B. SAP Ecosystem Integration

- C. DeepUI Technology
- D. FedRAMP Certified Platform

Answer: C

NEW QUESTION # 22

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Faster and more flexible product delivery
- B. Reduction in compliance-related issues through automatic insights
- C. Enhanced user satisfaction through NPS and CSAT improvements
- D. Increased employee productivity through streamlined workflows
- E. Elimination of all R&D costs within enterprises

Answer: A,C,D

NEW QUESTION # 23

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