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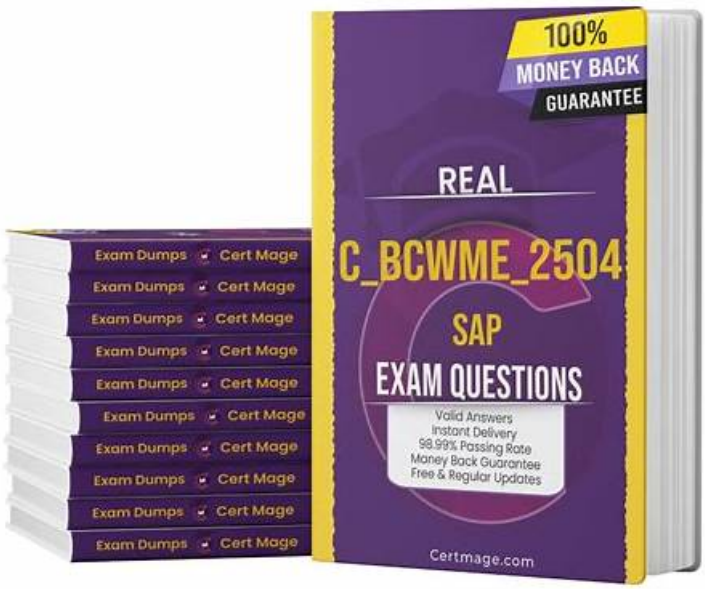

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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
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	• 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 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 Sample Questions (Q14-Q19):

NEW QUESTION # 14
What is one example of WalkMe's measurable impact for its customers?

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

Answer: A

NEW QUESTION # 15
What primary issue does WalkMe's solution aim to solve for customers?

- A. Need for upgrading physical infrastructure in organizations
- B. Difficulty in maintaining accurate financial records
- C. High employee turnover rates
- D. Challenges in adopting and effectively using digital tools

Answer: D

Explanation:
The primary issue WalkMe's solution is designed to solve for customers is:
D . Challenges in adopting and effectively using digital tools □
Why this is the correct answer
WalkMe is a Digital Adoption Platform (DAP) that sits on top of your technology stack to help organizations understand who is using software, how it's being used, and where friction exists-then provide in-app guidance and automation to smooth those friction points Why the other options are incorrect
* A. Need for upgrading physical infrastructure
□ This is unrelated-WalkMe focuses on software adoption, not hardware upgrades.
* B. High employee turnover rates
□ While adoption issues can indirectly influence turnover, WalkMe does not directly address retention.
* C. Difficulty in maintaining accurate financial records
□ That's a domain for finance systems and accounting, not WalkMe's primary focus.
In summary: WalkMe's core mission is to help users adopt and effectively use digital tools, enabling faster onboarding, fewer support tickets, and greater productivity.

NEW QUESTION # 16
What is the main focus of a mid-level influencer during the sales cycle?

- A. Addressing operational inefficiencies and aligning with high-level goals
- B. Increasing recruitment efficiency
- C. Mitigating company-wide risks
- D. Driving organizational ROI

Answer: A

Explanation:

The main focus of a mid-level influencer during the sales cycle is:
D . Addressing operational inefficiencies and aligning with high-level goals According to the Learning SAP course "Identifying Mastering Personas," mid-level influencers-typically middle management-are responsible for vetting solutions and driving digital initiatives. They care deeply about solving day-to-day operational challenges while ensuring alignment with broader organizational objectives. learning.sap.com

NEW QUESTION # 17
Which market trend is most relevant to driving adoption for tools like WalkMe?

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

Answer: C

NEW QUESTION # 18
Which of the following are measurable impacts delivered by WalkMe?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,B,C

Explanation:
Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:
 C. Reduction in compliance-related issues through automatic insights
WalkMe's analytics surface compliance gaps and user deviations-automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.
 D. Increased employee productivity through streamlined workflows
WalkMe captures friction points within workflows-then resolves them with automation and in-app guidance, helping employees work faster and smarter
 E. Enhanced user satisfaction through NPS and CSAT improvements
WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores
 Why the other options don't fit:
* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.
* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.
C Final Answer:
C, D, and E.

NEW QUESTION # 19
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