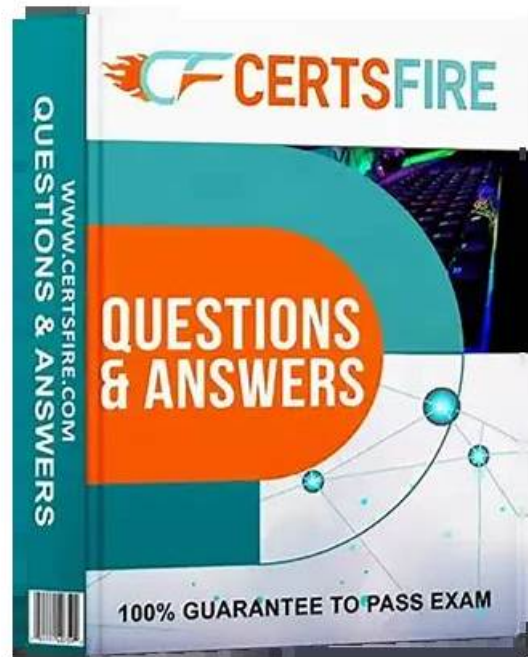


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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 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.

Topic 3	<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.
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SAP Certified Associate - Positioning WalkMe Sample Questions (Q24-Q29):

NEW QUESTION # 24

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. Automates payroll processing
- C. Enhances physical infrastructure scalability
- **D. Simplifies user adoption and reduces training time**

Answer: A,D

NEW QUESTION # 25

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

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

Answer: A,C,D

NEW QUESTION # 26

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. Digital Experience Analytics
- D. WalkMe Shield

Answer: B

Explanation:

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.

NEW QUESTION # 27

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

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

Answer: C

NEW QUESTION # 28

What is one of WalkMe's differentiators when compared to other Digital Adoption Platforms (DAP)?

- A. Limited scalability for smaller businesses
- B. Ability to operate without integrating into other software
- C. Offering a combination of guidance tools and actionable analytics
- D. Exclusive focus on customer experience workflows

Answer: C

NEW QUESTION # 29

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