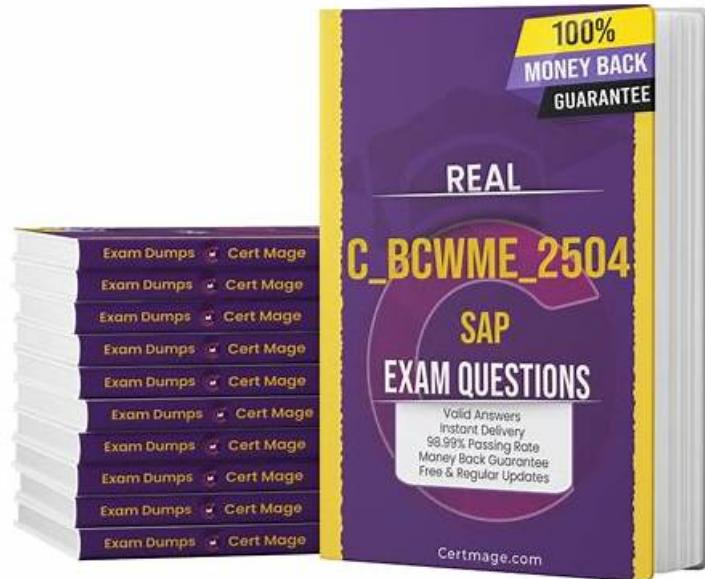


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SAP C-BCWME-2504 Exam Syllabus Topics:

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 (Q12-Q17):

NEW QUESTION # 12

From a WalkMe perspective, what is a common reason enterprises fail to maximize ROI on software investments?

- A. Excessive third-party integrations
- B. Lack of employee training programs
- C. **Low software adoption rates**
- D. Insufficient IT budgets

Answer: C

NEW QUESTION # 13

What benefit does the combined WalkMe-SAP solution offer to enterprises?

- A. Increased hiring efficiency
- B. Lower software maintenance costs
- C. Enhanced physical supply chain management
- D. **Streamlined user adoption and seamless process integration**

Answer: D

Explanation:

The combined WalkMe-SAP solution delivers enterprises with:

A . Streamlined user adoption and seamless process integration

WalkMe enhances SAP applications by embedding real-time, in-app guidance that helps users confidently navigate complex workflows. This integration significantly boosts adoption rates, reduces friction, and ensures that critical processes are executed smoothly across the organization

Why the other options don't fit:

Option Reason it's incorrect

B . Increased hiring efficiency WalkMe isn't focused on HR-specific modules like talent acquisition-it's a digital adoption platform.

C . Lower software maintenance costs WalkMe doesn't reduce software maintenance expenses-it improves usage and adoption.

D . Enhanced physical supply chain management WalkMe enhances user interaction with software, rather than managing any physical aspects of supply chains.

Final Answer:

A . Streamlined user adoption and seamless process integration

NEW QUESTION # 14

Which persona is responsible for aligning organizational strategy with technological efficiency while addressing the challenges of resource allocation and system integration?

- A. Operations Leader
- B. **Chief Information Officer**
- C. Sales Enablement
- D. Chief Revenue Officer

Answer: B

NEW QUESTION # 15

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

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

Answer: A,C,D

NEW QUESTION # 16

Which of the following are objectives of WalkMe's sales plays for SAP? Note: There are 3 correct answers to this question.

- A. Enabling ERP transformation through user engagement and adoption
- B. Providing analytics and insights for cloud-based HR systems
- C. Ensuring compliance and efficiency in finance and spend management
- D. Simplifying procurement processes to enhance competitive differentiation
- E. Driving measurable ROI across SAP and non-SAP applications

Answer: A,C,E

Explanation:

Based on WalkMe's positioning within the SAP ecosystem, the three key objectives of their SAP-focused sales plays are:

C. Enabling ERP transformation through user engagement and adoption

WalkMe plays a central role in digital transformation by driving user engagement, increasing software adoption, and ensuring smooth rollouts of SAP ERP like S/4HANA and SuccessFactors

A. Ensuring compliance and efficiency in finance and spend management WalkMe's in-app guidance helps prevent user errors, ensure policy compliance, and streamline critical finance and procurement workflows-especially within SAP S/4HANA and Ariba environments blog.sap-press.com

E. Driving measurable ROI across SAP and non-SAP applications

WalkMe emphasizes actionable insights, highlighting software usage, and driving ROI not just in SAP but across heterogeneous systems through analytics and usage data visibility.

Not correct:

* B. Providing analytics and insights for cloud-based HR systems

While WalkMe supports HR applications like SuccessFactors, the offering is broader-including ERP, procurement, and cross-app usage-so this choice is too narrow.

* D. Simplifying procurement processes to enhance competitive differentiation WalkMe does simplify workflows in SAP Ariba, but the "competitive differentiation" language doesn't match their core positioning.

NEW QUESTION # 17

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