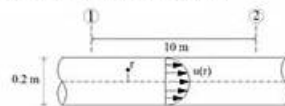


高通過率的C_BCWME_2504考題免費下載|高通過率的考試材料|專業的C_BCWME_2504證照資訊

111年 經濟部新進職員甄試

- ◎ 如圖所示，一穩態 (Steady)、完全發展 (Fully developed)、層流 (Laminar) 之圓形截面水平管道中為水之流動，其沿著管道方向之速度分布 u 呈現軸對稱 (Axis-symmetric)，且僅與 r 相關。已知其中心軸 ($r=0$) 之流速為 0.01 m/s ，且速度分布在任一截面均為拋物線分布，請計算下列各項 (計算至小數點後第3位，以下四捨五入)。
- (1) 此截面之平均流速為多少 m/s ?
 - (2) 已知水之運動黏滯係數 (Kinematic viscosity) 為 $10^{-6}\text{ m}^2/\text{s}$ ，請證明前述流況確屬為層流之形式。
 - (3) 依據力平衡，求①與②之壓力差為多少 N/m^2 ?



解：(1) $\frac{u}{0.01} = (1 - \frac{r^2}{0.01})$, $u = 0.01 - r^2$
 $Q = \int_0^{0.01} (0.01 - r^2) 2\pi r dr$
 $Q = \int_0^{0.01} (0.02r - 2r^3) \pi dr$
 $Q = \pi [0.01r^2 - 0.5r^4]_0^{0.01}$
 $Q = \pi (0.0001 - 0.00005) = \pi \times 0.01 u_{avg}$, $u_{avg} = 0.005 (\frac{\text{m}}{\text{s}})$
 (2) $Re = \frac{0.005 \times 0.2}{10^{-6}} = 1000$, 應為層流
 (3) $\frac{\partial P}{\partial x} = \mu \frac{4u_m}{R^2}$, $\frac{\Delta P}{10} = 10^{-3} \times 1000 \times \frac{4 \times 0.01}{0.0001}$
 $\Delta P = 4 (\frac{\text{N}}{\text{m}^2})$

順便提一下，可以從雲存儲中下載NewDumps C_BCWME_2504考試題庫的完整版：<https://drive.google.com/open?id=1saYwquvITRWuOdxSbb-fBxCJLoMaKV3a>

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SAP C_BCWME_2504 考試大綱：

主題	簡介
主題 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.
主題 2	<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.
主題 3	<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.

真實的SAP C_BCWME_2504考題免費下載是行業領先材料和值得信賴的 C_BCWME_2504: SAP Certified Associate - Positioning WalkMe

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最新的 SAP Certified Associate C_BCWME_2504 免費考試真題 (Q22-Q27):

問題 #22

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

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

答案: D

解題說明:

The correct answer is:

A. Offering a combination of guidance tools and actionable analytics Why this matters WalkMe stands out among Digital Adoption Platforms (DAPs) by not only providing in-app guidance-such as walkthroughs, tooltips, and task lists-but also delivering actionable insights through analytics. This powerful combination empowers organizations to both guide users and continuously optimize adoption using real-world usage data.

Why the other options don't apply

* B. Limited scalability for smaller businesses

This is a limitation, if anything-not a differentiator or benefit.

* C. Exclusive focus on customer experience workflows

WalkMe supports a wide array of use cases, including employee onboarding, IT, finance, and more- not just customer workflows.

* D. Ability to operate without integrating into other software

WalkMe overlays onto existing applications and integrates deeply-it doesn't operate in isolation.

Final Answer: A. Offering a combination of guidance tools and actionable analytics.

問題 #23

What are the key functional categories of WalkMe's capabilities in the new pricing model?

- A. Digital Adoption, Process Optimization, Compliance Management
- B. Content Creation, Deployment, Analytics & Insights
- C. Workflow Automation, User Engagement, Security & Privacy
- **D. Data & Analytics, Action & Experience, Platform & Admin**

答案: D

解題說明:

The correct answer is:

B. Data & Analytics, Action & Experience, Platform & Admin

Explanation

According to WalkMe's updated pricing model detailed on their pricing page, the platform's key functional categories are:

* Data & Analytics: Application usage insights, workflow and form analytics, guidance analytics, flow analysis, and custom dashboards.

* Action & Experience: Tools for building interactive guidance (walk-thrus, tooltips, notifications), workflow automation, theming,

conversational interfaces, and workstation deployment walkme.com

* Platform & Admin: Admin center, access management, security settings (2FA, roles), data privacy, extensibility, and data hosting controls walkme.com

Why the other options aren't correct:

* A. Workflow Automation, User Engagement, Security & Privacy - these are features under the main categories but don't reflect the pricing model structure.

* C. Digital Adoption, Process Optimization, Compliance Management - more thematic goals, not official pricing tiers.

* D. Content Creation, Deployment, Analytics & Insights - overlaps some areas but doesn't match the naming and structure used by WalkMe's pricing documentation.

Final Answer: B. Data & Analytics, Action & Experience, Platform & Admin.

問題 #24

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. Replacing all in-person training programs with AI-only solutions
- C. Reducing software licensing costs by 80%
- D. Eliminating the need for IT departments in large organizations

答案: A

解題說明:

WalkMe has demonstrated significant time savings for sales teams. For example, a WalkMe Salesforce add-on helped sales reps reclaim 2 hours per day that were previously spent on editing leads and navigating CRM systems-allowing them to focus more on selling.

While other options (reduced IT needs, licensing cost optimization, etc.) are indirect benefits, the specific, quantifiable impact of saving 2 hours daily for sales reps is a clearly documented result of WalkMe in action.

Final Answer:

D . Saving sales representatives 2-3 hours per day through streamlined processes.

問題 #25

A customer mentions they're facing challenges introducing new employees to a complex Software as a Service (SaaS) application. They report high training costs and low adoption rates. What WalkMe feature best addresses this challenge?

- A. Customizable Landing Pages
- B. Digital Onboarding and Training Modules
- C. Task Automation Tools
- D. Sentiment Analysis

答案: B

解題說明:

The WalkMe feature that best addresses the challenge of introducing new employees to a complex SaaS application-while reducing training costs and boosting adoption-is:

B . Digital Onboarding and Training Modules

Why this is the best fit:

* These modules include tools like Smart Walk-Thrus, contextual SmartTips, and in-app training flows designed to guide employees step-by-step through tasks in real time.

* They help reduce manual efforts and training expenses while improving user adoption and productivity

Why not the other options:

* A. Sentiment Analysis - This analyzes user feedback and tone, not directly used for onboarding or initial training walkme.com

* C. Customizable Landing Pages - These offer navigation aids but don't provide the interactive, guided training needed.

* D. Task Automation Tools - Useful for automating repetitive tasks, but not focused on supporting new employee onboarding and learning flows.

So, for addressing high training costs and low adoption rates in a SaaS rollout scenario, Digital Onboarding and Training Modules provide the ideal WalkMe solution.

問題 #26

What are WalkMe's strengths compared to competitors? Note: There are 3 correct answers to this question.

- A. WalkMe is purpose-built for exclusive use on specific applications
- B. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category
- C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology
- D. WalkMe's analytics provide actionable insights to optimize user adoption and ROI!
- E. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities

答案: C,D,E

解題說明:

Here are WalkMe's key strengths compared to competitors, based on insights from learning.sap.com and authoritative sources:

B. WalkMe's analytics provide actionable insights to optimize user adoption and ROI WalkMe's platform features robust analytics like flow analytics and license optimization data-helping organizations understand adoption patterns, identify friction, and improve ROI.

C. WalkMe's Digital Adoption Platform (DAP) supports cross-platform deployment with AI-driven technology From its AI-powered "WalkMe(X)" and "Action Bar" to support across web, desktop, and mobile, WalkMe differentiates itself with an enterprise-grade, AI-driven, cross-platform approach.

D. WalkMe is recognized as a leader by both IDC and Forrester for platform capabilities WalkMe was named a leader in The Forrester Wave™: Digital Adoption Platforms in 2024, praised for its strong AI- first platform and analytics. It's also highlighted by IDC and recognized as the category creator and leader in walkme.com

Not correct:

* A. WalkMe is purpose-built for exclusive use on specific applications Actually, WalkMe is designed to be application-agnostic, working across any web or desktop enterprise tools, not limited to one specific app.

* E. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category WalkMe is widely regarded as the market leader, not number two-this choice is incorrect.

Final Answer:

B, C, and D.

問題 #27

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