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## SAP C\_BCWME\_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>

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## SAP Certified Associate - Positioning WalkMe Sample Questions (Q15-Q20):

### NEW QUESTION # 15

Which feature of WalkMe Discovery allows enterprises to gain insights to optimize their technology stack?

- A. Reducing costs associated with hardware infrastructure
- B. Automating employee onboarding processes
- C. Identifying all applications being used across the organization
- D. Providing forecasts for future revenue growth

**Answer: C**

### NEW QUESTION # 16

Which WalkMe service offering provides a quick time-to-value deployment with a fixed price and scope?

- A. Activation SKU
- B. WalkMe Shield
- C. Digital Experience Analytics
- D. Time & Materials Engagement

**Answer: A**

### NEW QUESTION # 17

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

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

**Answer: D**

### NEW QUESTION # 18

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. Simplifies user adoption and reduces training time
- D. Enhances physical infrastructure scalability

**Answer: A,C**

### NEW QUESTION # 19

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

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

**Answer: D**

Explanation:

D. Low software adoption rates.

WalkMe emphasizes that one of the biggest reasons enterprises fail to maximize ROI on their software investments is due to poor software adoption. Organizations frequently see massive inefficiencies, underutilized tools, and productivity losses-all stemming from

low adoption rates-costing up to \$104 million annually and dramatically reducing ROI

□ Why not the other choices?

\* A. Insufficient IT budgets - While budget constraints can impact projects, WalkMe highlights adoption, not funding, as the primary barrier.

\* B. Excessive third-party integrations - Integration complexity is a challenge but not cited as the leading cause of failed ROI.

\* C. Lack of employee training programs - Training is important, but the core issue is that even with training, employees still aren't using the software effectively-and that's indicative of poor adoption.

Thus, low software adoption rates is the common reason cited from WalkMe's perspective.

## NEW QUESTION # 20

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