

SAP certification C-BCWME-2504 best exam questions and answers

SAP Certification Exam. Questions And Answers

2023 Update

All marketing documents have tabs for Contents, Logistics, Accounting, and Attachments (T/F) - ANS-True

What is an easy way to assign a standard role based cockpit to a user?

- a. Use the Form Settings window to choose the Authorization Group
- b. Assign an Authorization Group to a User in the Users-Setup Window
- c. Select the Authorization Group in the Widget Gallery - ANS-b. Assign an Authorization Group to a User in the Users-Setup Window

What key can you press for Online Help?

- a. F3
- b. F1
- c. F2 - ANS-b. F1

SAP Business One can run in the cloud or on premise (T/F) - ANS-True

What is the Relationship Map?

- a. Tool to link business objects to create a query
- b. Graphical display of related documents
- c. Dashboard for viewing details for a business partner - ANS-b. Graphical display of related documents

A superuser is limited by license type and authorizations assigned (T/F) - ANS-False

Which cockpit widget type tracks progress towards objectives with color coding and trend arrows?

- a. Business Object Count
- b. Key Performance Indicator
- c. Pervasive Dashboard - ANS-b. Key Performance Indicator

What are some advantages of saving a document as a draft?
There are 2 correct answers.

- a. Only draft documents can contain alternative item rows

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SAP C-BCWME-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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.
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 (Q20-Q25):

NEW QUESTION # 20

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

Answer: D

NEW QUESTION # 21

What challenges does WalkMe address for enterprises adopting SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Lack of third-party integrations
- B. High software licensing costs
- C. Low user engagement and adoption rates
- D. Difficulty in managing change management processes

Answer: C,D

NEW QUESTION # 22

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. Deepul Technology
- C. FedRAMP Certified Platform

- D. Library of Pre-Made Content

Answer: B

Explanation:

The correct answer is:

C . DeepUI Technology ☐

☐ Why DeepUI?

WalkMe's proprietary DeepUI technology is the core behind its AI-first Digital Adoption Platform (DAP). It uses advanced AI-driven element recognition to understand applications like humans do, automatically adjusting guidance content when application interfaces change-ensuring reliability and consistency in user support.

☐ Why not the others?

* A. SAP Ecosystem Integration - While WalkMe integrates with SAP, this is not the unique AI engine powering the platform.

* B. Library of Pre-Made Content - WalkMe offers content building tools, but these aren't the core technology that uses AI context.

* D. FedRAMP Certified Platform - This refers to security compliance, not the AI-based functionality used for context-aware guidance.

☐ Final Answer:

C . DeepUI Technology provides the AI-powered foundation that enables WalkMe's contextual, adaptive DAP experience.

NEW QUESTION # 23

Why do organizations invest in Digital Adoption Platforms (DAP) like WalkMe?

- A. To automate payroll and HR processes for efficiency
- **B. To improve user adoption and ensure maximum ROI on technology investments**
- C. To replace outdated hardware systems with modern alternatives
- D. To reduce the need for IT support during software rollouts

Answer: B

NEW QUESTION # 24

What percentage of digital transformation initiatives fail to meet their goals due to poor tool adoption?

- A. 90%
- B. 30%
- C. 50%
- **D. 70%**

Answer: D

NEW QUESTION # 25

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