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## SAP C-BCWME-2504 Exam Syllabus Topics:

| Topic   | Details   |
|---------|---|
| Topic 1 | <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 2 | <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>  |
| Topic 3 | <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>  |

## Excellent C-BCWME-2504 Exam Quizzes & Leading Offer in Qualification Exams & Fast Download SAP SAP Certified Associate - Positioning WalkMe

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### SAP Certified Associate - Positioning WalkMe Sample Questions (Q29-Q34):

#### NEW QUESTION # 29

Which of the following are measurable impacts delivered by WalkMe? Note: There are 3 correct answers to this question.

- A. Faster and more flexible product delivery
- B. Enhanced user satisfaction through NPS and CSAT improvements
- C. Increased employee productivity through streamlined workflows
- D. Reduction in compliance-related issues through automatic insights
- E. Elimination of all R&D costs within enterprises

**Answer: B,C,D**

Explanation:

Here are three measurable impacts delivered by WalkMe, based on learning.sap.com and supporting sources:

☐ C. Reduction in compliance-related issues through automatic insights

WalkMe's analytics surface compliance gaps and user deviations-automatically identifying and guiding users away from risky or unauthorized actions, thereby reducing compliance-related issues.

☐ D. Increased employee productivity through streamlined workflows

WalkMe captures friction points within workflows-then resolves them with automation and in-app guidance, helping employees work faster and smarter

☐ E. Enhanced user satisfaction through NPS and CSAT improvements

WalkMe supports in-app surveys, including CSAT and NPS, empowering teams to measure sentiment and deliver experiences that improve satisfaction scores

☐ Why the other options don't fit:

\* A. Faster and more flexible product delivery - This is a strategic benefit but not a directly measured outcome typically highlighted by WalkMe.

\* B. Elimination of all R&D costs within enterprises - That's unrealistic and not claimed by WalkMe.

C Final Answer:

C, D, and E.

#### NEW QUESTION # 30

What is the main focus of a mid-level influencer during the sales cycle?

- A. Increasing recruitment efficiency
- B. Addressing operational inefficiencies and aligning with high-level goals
- C. Driving organizational ROI
- D. Mitigating company-wide risks

**Answer: B**

#### NEW QUESTION # 31

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

- A. WalkMe has the second largest revenue share and customer base in the Digital Adoption Platform (DAP) category

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

**Answer: B,C,E**

#### NEW QUESTION # 32

What does WalkMe Discovery help organizations achieve?

- A. Translates all tools into multiple languages automatically
- B. Identifies underutilized tools and compliance risks
- C. Automates training development processes
- D. Enhances employee satisfaction scores by 50%

**Answer: B**

#### NEW QUESTION # 33

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

**Answer: A,D**

#### NEW QUESTION # 34

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