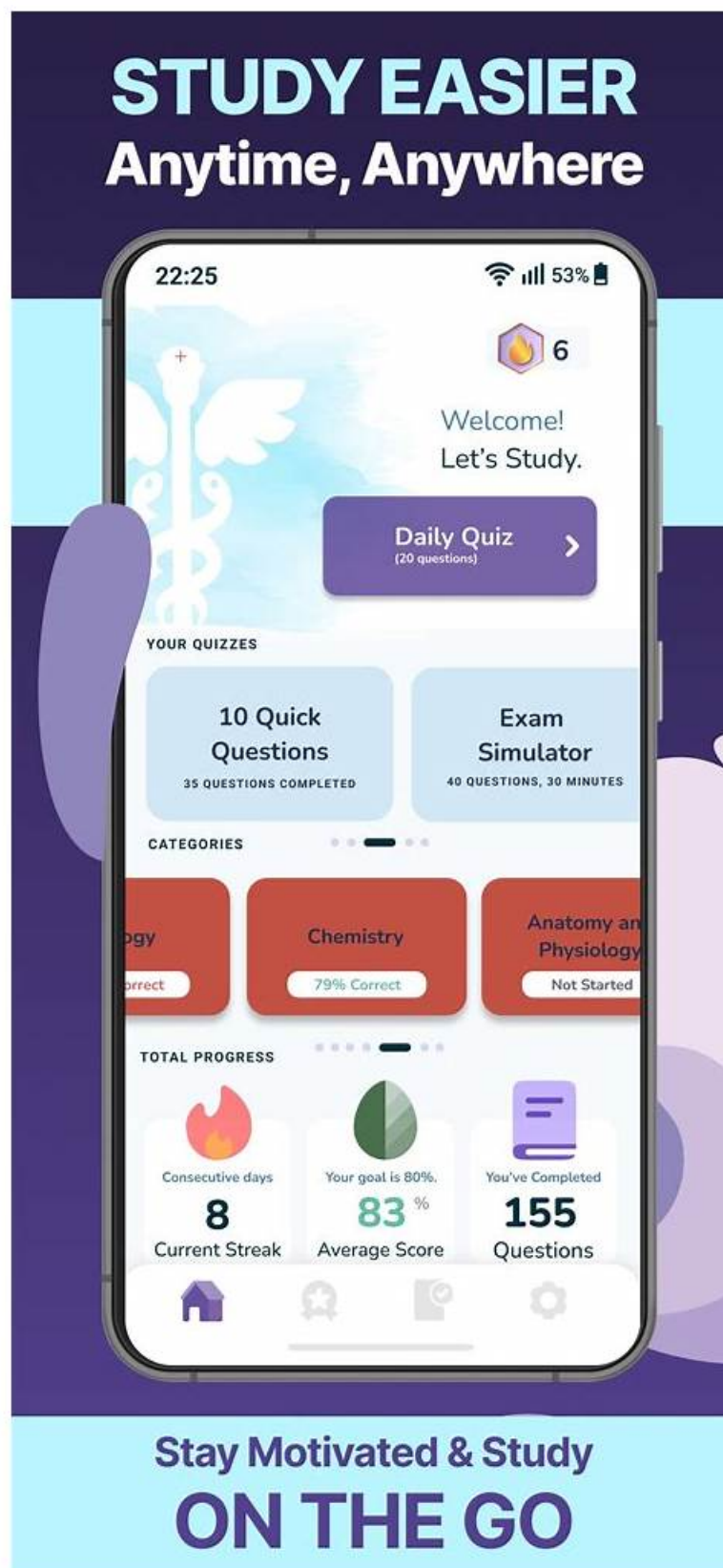


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q27-Q32):

NEW QUESTION # 27

What is one customer need that HPE Aruba Networking Central addresses?

- **A. Optimizing network performance through actionable AI recommendations.**
- B. Eliminating the need for network admins and letting server admins maintain the network.
- C. Deploying the network and then letting it run without further management and monitoring.
- D. Managing each network silo with tools specialized for that silo's needs.

Answer: A

Explanation:

The correct answer is B because Aruba Central addresses the need for continuous optimization and operational efficiency by providing AI-driven recommendations, anomaly detection, and performance insights. These capabilities help network admins proactively manage performance, improve user experience, and reduce troubleshooting overhead.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central leverages AI/ML to provide actionable insights and recommendations to optimize network performance."

* "By continuously monitoring the health of the network and user experience, Aruba Central ensures IT can proactively identify and resolve issues."

* "AI recommendations empower IT staff to focus on strategic initiatives rather than reactive troubleshooting, enhancing operational efficiency."

* "Aruba Central transforms operations by consolidating management across LAN, WLAN, and WAN, while improving performance with automated optimization." Why the other options are incorrect:

* A is incorrect: Aruba Central emphasizes ongoing monitoring, management, and optimization; it is not a "set and forget" solution.

* C is incorrect: Aruba Central does not eliminate the need for network admins—it enhances their efficiency, not replaces them.

* D is incorrect: Aruba Central's strength is breaking down silos by unifying management across wired, wireless, and WAN, not managing them separately.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI-Powered Network Operations - Solution Overview
- * Aruba ESP (Edge Services Platform) - Technical White Paper
- * Aruba AIOps and AI Recommendations - Product Brief
- * Aruba Central Unified Infrastructure Management - Deployment Guide

NEW QUESTION # 28

An IT security admin's priority is to manage the security risks from a growing number of personal and IoT devices on the network. Which feature of HPE Aruba Networking Central should you emphasize?

- A. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.
- B. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.
- C. HPE Aruba Networking Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- **D. HPE Aruba Networking Device Insight provides real-time visibility and monitoring of all devices connected to the network.**

Answer: D

Explanation:

The correct answer is A because Aruba Central with Device Insight provides real-time discovery, classification, and monitoring of all connected devices—including IoT, BYOD, and corporate endpoints.

This visibility is essential for identifying unmanaged or rogue devices, applying role-based access, and minimizing risks that come from a rapidly expanding device landscape.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Device Insight in Aruba Central uses AI/ML to automatically discover and profile all devices, including IoT and personal endpoints, with high confidence."
- * "By providing continuous visibility and monitoring, Device Insight enables IT to detect rogue or misbehaving devices before they become a threat."
- * "Central integrates with ClearPass to enforce least-privilege access policies based on device type and context."
- * "This capability helps security admins close blind spots and manage risks associated with the proliferation of IoT and unmanaged devices." Why the other options are incorrect:
- * B GreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.
- * C Unified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.
- * D SD-WAN does not solve the IoT/personal device visibility challenge; it is focused on WAN optimization and security.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Device Insight - Solution Overview
- * Aruba ESP Zero Trust Security for IoT - White Paper
- * Aruba Central and ClearPass Integration - Technical Guide
- * Aruba Client and Device Visibility - Product Brief

NEW QUESTION # 29

What is one use case for HPE Aruba Networking Central with AI for Networking?

- A. Simplifying the architecture of a data center attached to the campus.
- B. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.
- C. Enhancing custom applications developed in-house by integrating AI into the apps.
- **D. Providing recommendations to optimize the network based on site comparisons.**

Answer: D

Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages AI Insights and AI-powered benchmarking to compare site performance and provide prescriptive recommendations. This enables IT teams to identify underperforming sites, optimize configurations, and ensure consistent user experience across distributed environments.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central applies AI/ML to provide actionable recommendations, including benchmarking site performance against peer locations."
- * "By analyzing data across multiple customer environments, Central identifies best practices and offers prescriptive guidance for optimization."
- * "AI for Networking enables IT teams to detect anomalies, predict issues, and ensure site-to-site consistency by comparing against known baselines."
- * "With site comparison and recommendations, organizations can continuously improve performance and operational efficiency."

Why the other options are incorrect:

- * B IoT device deployment and analytics are supported by Aruba ClearPass and Device Insight, not primarily through Central's AI site comparisons.
- * C Aruba Central AI is for networking optimization, not for embedding AI into custom in-house applications.
- * D Data center simplification is achieved with Aruba CX switches and Fabric Composer, not Central's AI for Networking.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI for Networking - Solution Overview
- * Aruba ESP AIOps and AI Insights - White Paper
- * Aruba Central Site Comparison and Optimization - Product Brief
- * Aruba Central AI-Powered Benchmarking - Technical Guide

NEW QUESTION # 30

A customer wants to know what makes HPE Aruba Networking ZTNA better than a traditional virtual private network (VPN). What is one key distinguishing value?

- A. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- **B. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least-privilege policies.**
- C. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.
- D. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.

Answer: B

Explanation:

The correct answer is C because Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs with least-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforces application- and user- specific policies, shrinking the attack surface and preventing lateral movement.

Relevant extracts from official HPE Aruba Networking documentation:

- * "ZTNA applies Zero Trust principles by continuously verifying user and device identity and assigning least-privilege access based on contextual factors."
- * "Unlike traditional VPNs that extend full network access, Aruba ZTNA provides per-application access, dramatically reducing the attack surface."
- * "With automated policy enforcement, Aruba ZTNA ensures secure access while preventing unauthorized lateral movement across the network."
- * "ZTNA secures the remote workforce by combining granular access control with Zero Trust segmentation, delivering stronger security than legacy VPN models." Why the other options are incorrect:
- * A Scalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
- * B Aruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.
- * D Lower cost is not the primary positioning; the value lies in enhanced security and reduced risk.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Zero Trust Network Access (ZTNA) - Solution Overview
- * Aruba ESP Zero Trust Security - Technical White Paper
- * Aruba SSE and ZTNA for Remote Workforce - Product Brief
- * Aruba Security and Access Control - Deployment Guide

NEW QUESTION # 31

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

- A. Being focused on budget and price-per-unit.
- **B. Reducing operational risk.**
- C. Preferring in-house support and maintenance.
- D. Preferring to use network equipment beyond typical refresh cycles.

Answer: B

Explanation:

The correct answer is D because HPE GreenLake for Networking is designed for organizations seeking a service consumption model that delivers flexibility, scalability, and reduced operational risks. Customers benefit from predictable monthly costs, reduced CapEx burden, and the ability to scale capacity on demand.

Additionally, GreenLake incorporates HPE's expertise in monitoring, managing, and supporting infrastructure, which lowers operational risk by offloading routine management tasks to experts.

Relevant extracts from HPE Aruba Networking documentation:

- * "GreenLake for Networking helps customers reduce operational risk by combining Aruba solutions with consumption-based IT models that are fully managed and supported."
 - * "Organizations adopt GreenLake when they want to avoid the risks of overprovisioning or underprovisioning infrastructure, while maintaining agility and financial flexibility."
 - * "GreenLake delivers networking-as-a-service, aligning costs with actual usage and shifting risk away from the customer's IT operations team."
 - * "The primary opportunity arises with customers seeking to lower operational risk while gaining predictable costs and simplified lifecycle management." Why the other options are incorrect:
 - * A Price-per-unit focus does not align with consumption models like GreenLake, which emphasize service value and outcomes, not unit pricing.
 - * B GreenLake is delivered and supported by HPE/partners, not designed for organizations preferring fully in-house operations.
 - * C Using equipment beyond refresh cycles is opposite of GreenLake's model, which ensures technology remains current without heavy upfront investments.
- References (HPE Aruba Networking Solutions / Study Guides):
- * HPE GreenLake for Aruba Networking - Solution Overview
 - * HPE GreenLake for Networking Technical White Paper
 - * Aruba ESP and GreenLake Consumption Models - Study Guide
 - * HPE GreenLake Customer Benefits Guide

NEW QUESTION # 32

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