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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17
Which approach should you take when selling the value of AI for networking capabilities in HPE Aruba Networking Central?

- A. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.
- B. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.
- C. Show how it can better align the data center IT operations team with the application development team.
- D. Focus on explaining the difference between machine learning and other forms of artificial intelligence.

**Answer: B**

Explanation:
The correct answer isDbecause Aruba Central's AI for Networking capabilities focus onproactively detecting issues before they impact end-users, automating troubleshooting, and offering prescriptive recommendations for optimization.This messaging resonates with customers by highlighting tangible outcomes-reduced downtime, faster resolution, and improved IT efficiency.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central uses AI/ML to identify anomalies and potential problems before they affect users, reducing mean time to resolution and preventing service disruptions."
* "With AI Insights and AI Assist, Aruba Central automates troubleshooting and eliminates repetitive manual tasks for IT teams."
* "Central provides prescriptive recommendations and optimization tips that enable IT to deliver consistently better user and application experiences."
* "By leveraging AI-driven analytics, IT teams shift from reactive troubleshooting to proactive operations, saving time and focusing on innovation." Why the other options are incorrect:
* AFocusing on technical differences between AI and machine learning is not relevant for a customer value-driven discussion.
* BAligning IT and development teams is more of a DevOps discussion, not directly tied to Aruba Central's AI value.
* CIntelligent access policies are part of Aruba Zero Trust and ClearPass solutions, not the primary selling point of Central's AI features.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AI for Networking - Solution Overview
* Aruba ESP AIOps - Technical White Paper
* Aruba Central AI Insights and AI Assist - Product Brief
* Aruba AI-Powered Network Operations - Deployment Guide

## NEW QUESTION # 18
A customer expresses this key business objective of wanting to deploy IoT more securely. What is one way HPE Aruba Networking solutions help customers achieve this goal?

- A. HPE Aruba Networking solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.
- B. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- C. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center, where the IoT traffic is segmented and filtered to eliminate threats.
- D. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.

**Answer: A**

Explanation:
The correct answer isAbecause Aruba Networking solutions such asClearPass Device InsightandAruba Central Client Insightsare designed to discover, classify, and monitor IoT devices with high confidence.
Once identified, Aruba solutions applyrole-based and least-privilege access policiesautomatically, closing security gaps caused by unmanaged or unknown IoT devices. This is a critical business outcome for organizations that need to secure IoT without adding complexity.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba solutions provide full-spectrum visibility to automatically identify and classify IoT devices using AI/ML-based fingerprinting."
* "ClearPass Device Insight integrates with Aruba Central to deliver high-confidence device identification and policy recommendations for secure access."
* "Dynamic Segmentation enforces consistent, least-privilege policies for IoT, BYOD, and corporate devices, reducing risk without increasing operational complexity."
* "By automating IoT device discovery and access policy enforcement, Aruba simplifies secure IoT adoption at scale." Why the other options are incorrect:
* BFabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
* CAruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and

network-based enforcement.
* DAruba does not market ICSA Labs certification for IoT inventory management-this is not part of its official solution positioning.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ClearPass Device Insight - Solution Overview
* Aruba Central Client Insights - Product Brief
* Aruba ESP Zero Trust Security for IoT - White Paper
* Aruba Dynamic Segmentation - Technical Guide


## NEW QUESTION # 19
What is one use case for HPE Aruba Networking Central with AI for Networking?

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

**Answer: C**

Explanation:
The correct answer isAbecause Aruba Central with AI for Networking leveragesAI Insights and AI-powered benchmarkingto 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:
* BIoT device deployment and analytics are supported by Aruba ClearPass and Device Insight, not primarily through Central's AI site comparisons.
* CAruba Central AI is for networking optimization, not for embedding AI into custom in-house applications.
* DData 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 # 20
Your customer wants to move to a distributed data center architecture but has budget constraints this year.
Which migration approach should you recommend?

- A. Install two switches that support the distributed data center architecture at the data center edge and route all traffic through those switches.
- B. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.
- C. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.
- D. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.

**Answer: C**

Explanation:
The correct answer isDbecause Aruba's recommended approach for data center modernization isincremental adoption-upgrading ToR (Top-of-Rack) switches rack by rack. This allows organizations with budget constraints to gradually gain the benefits of Aruba's distributed architecture, includingZero Trust segmentation, automation, and enhanced security, without requiring a full data center refresh at once. Each rack upgraded contributes to improved resiliency and security while staying within budget.
Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba CX switches support a modular migration path, enabling customers to deploy rack by rack while extending automation and security benefits with each deployment."
* "Organizations can start small, upgrading specific racks or pods, and scale out over time to achieve a fully distributed architecture."
* "By leveraging incremental upgrades, customers can adopt Zero Trust and distributed services without requiring a disruptive forklift replacement."
* "This approach balances budget constraints with immediate benefits, allowing IT to progressively modernize their data center infrastructure." Why the other options are incorrect:
* AManaging third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.
* BInstalling only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.
* CPostponing migration provides no immediate security or operational benefits, delaying modernization unnecessarily.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ESP Data Center Design and Migration Guide
* Aruba CX Switching - Modern Data Center Transformation White Paper
* Aruba Zero Trust and Distributed Services in the Data Center - Solution Brief
* Aruba Fabric Composer and EVPN-VXLAN Adoption Guide

## NEW QUESTION # 21

What is one value provided by HPE Aruba Networking Cloud Access Security Broker (CASB)?

- A. Accelerating performance for real-time apps across all of a customers' sites.
- B. Improving quality of experience for branch users running SaaS applications.
- C. Replacing a traditional virtual private network (VPN) for remote users with a more secure alternative.
- D. Preventing users from sharing restricted data when using SaaS applications.

**Answer: D**

Explanation:
The correct answer isDbecause the core value of aCloud Access Security Broker (CASB)is to provide visibility, compliance, data protection, and threat prevention for SaaS applications.Aruba CASB helps prevent sensitive or restricted data from being uploaded, shared, or leaked through SaaS platforms (e.g., Microsoft 365, Salesforce, Google Workspace). This directly addresses compliance and data loss prevention (DLP) challenges.
Relevant extracts from official HPE Aruba Networking documentation:
* "CASB solutions secure the use of SaaS applications by enforcing policies that prevent unauthorized sharing of sensitive or restricted data."
* "Aruba CASB provides inline controls and API-based integrations to detect and block risky SaaS activity."
* "By preventing data exfiltration and ensuring compliance, CASB closes a major cloud security gap introduced by uncontrolled SaaS adoption."
* "CASB helps IT maintain visibility into SaaS usage, ensuring data security and compliance across distributed environments." Why the other options are incorrect:
* AQuality of experience improvements for branch SaaS apps are enabled bySD-WAN optimization, not CASB.
* BReal-time app acceleration is aWAN optimization and SD-WAN function, not CASB.
* CReplacing VPNs with secure alternatives is handled byZTNA (Zero Trust Network Access), not CASB.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ESP Cloud Security and CASB - Solution Overview
* Aruba SASE with CASB and ZTNA - White Paper
* Aruba Cloud Access Security Broker - Product Brief
* Aruba Data Protection and Compliance in SaaS - Technical Guide

## NEW QUESTION # 22

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