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HP Selling HPE Aruba Networking Solutions Sample Questions (Q39-Q44):

NEW QUESTION # 39

What topic would uncover whether a customer could have a use case for HPE Aruba Networking Zero Trust Security?

- A. How IT needs to start focusing its security efforts on perimeter solutions, such as branch and data center firewalls.
- B. How IT can improve the user experience for employees using their personal mobile devices.
- C. How much the decision maker understands about how wireless encryption works.
- D. How much visibility and control the customer has over users and IoT devices on the network.

Answer: D

Explanation:

The correct answer is B because the foundation of Aruba's Zero Trust Security strategy is visibility, control, and continuous monitoring of all users and devices—including IoT—on the network. Aruba highlights that Zero Trust is not achieved simply with perimeter defenses but requires pervasive identity-based controls and segmentation inside the network.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Zero Trust begins with full-spectrum visibility of all devices, users, and workloads connecting to the network to ensure nothing is trusted by default."
- * "With Aruba ClearPass Device Insight and Aruba Central Client Insights, organizations gain the visibility and control required to enforce least-privilege access policies for users and IoT devices."
- * "The inability to see and control unmanaged IoT devices represents a major security blind spot that Zero Trust frameworks directly address."
- * "Aruba's Zero Trust model applies identity-based access and dynamic segmentation to secure all connected endpoints, regardless of location or device type." Why the other options are incorrect:
- * A Wireless encryption knowledge is not a determining factor for Zero Trust adoption—it is too narrow and technical.
- * C Perimeter firewalls are legacy security strategies; Aruba stresses that Zero Trust must focus inside the network, not just at the perimeter.
- * D User experience on personal devices (BYOD) is relevant but does not directly uncover a Zero Trust use case. The primary driver is IoT and endpoint visibility with policy enforcement.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Zero Trust Security - Solution Overview
- * Aruba ESP (Edge Services Platform) Security White Paper
- * Aruba ClearPass Device Insight - Technical Guide
- * Aruba Central Client Insights - Solution Brief

NEW QUESTION # 40

What is one business outcome that HPE Aruba Networking Dynamic Segmentation helps customers achieve?

- A. Separating different types of users' traffic without complex manual configuration.
- B. Running network upgrades on a rolling basis to reduce downtime and maintenance windows.
- C. Optimizing performance using actionable recommendations provided by HPE Aruba Networking Central.
- D. Pushing location-based services to many different types of wireless and Bluetooth clients.

Answer: A

Explanation:

The correct answer is A because Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applications without requiring complex VLANs or manual configuration. It applies consistent security and access policies across wired and wireless networks, simplifying operations and ensuring least-privilege access.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Dynamic Segmentation eliminates the need for complex VLAN configurations by automatically applying role-based policies to users and devices wherever they connect."
- * "By unifying policy enforcement across wired, wireless, and WAN, IT can securely segment traffic for IoT, guest, and employee devices without operational complexity."
- * "Dynamic Segmentation enforces consistent access policies at the point of connection, reducing risk while simplifying day-to-day management."
- * "Business outcomes include simplified operations, enhanced security, and reduced time-to-service for new devices and applications." Why the other options are incorrect:
- * B Optimizing performance with AI recommendations is a function of Aruba Central AI for Networking, not Dynamic Segmentation.
- * C Location-based services are delivered through Aruba Meridian and WLAN infrastructure, not Dynamic Segmentation.
- * D Rolling upgrades with minimal downtime are enabled by Aruba CX switches and AOS-CX features like hitless upgrades, not Dynamic Segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Dynamic Segmentation - Solution Overview

- * Aruba ESP Security and Zero Trust - Technical White Paper
- * Aruba ClearPass Policy Manager - Product Guide
- * Aruba Edge Services Platform (ESP) - Solution Brief

NEW QUESTION # 41

You are meeting with a data center manager about upgrading switches in the data center. Which topic should you discuss to start the conversation about HPE Aruba Networking CX switches?

- **A. Challenges with implementing zero trust security in the data center.**
- B. The need to secure IoT devices so they cannot be used in cyber attacks.
- C. Whether the customer knows how many devices are connected in the data center.
- D. Need for advanced, location-based services to enhance users' experiences.

Answer: A

Explanation:

The most effective way to open a data-center switching discussion for HPE Aruba Networking CX is to lead with zero-trust and east-west security outcomes. HPE Aruba positions its DC switching and fabric solutions around extending zero-trust segmentation into the data center and enforcing policy consistently across workloads. Relevant statements from official HPE Aruba materials include:

- * "Expand Zero Trust into the data center with unified network and security policies delivering robust server and VM-level microsegmentation."
 - * "The CX 10000 extends Zero Trust segmentation deeper into the data center for any type of host."
 - * "EVPN-VXLAN natively enables segmenting groups of resources within the data center to support multi-tenancy and separation of hosts by role."
 - * "Zero Trust is a model in which no device, user, or network segment is inherently trustworthy and must be continuously verified."
- Why D is correct (and the others are weaker openers for DC switching):
- * A (location services) and C (IoT device security) are primarily campus/edge conversations and do not directly showcase Aruba CX data-center strengths.
 - * B (device counts) is basic visibility and does not immediately tie to Aruba's DC value differentiators.
 - * D maps directly to HPE Aruba's DC value proposition-Zero Trust, microsegmentation, EVPN- VXLAN fabrics, and distributed east-west security-providing a strong, business-relevant entry to discuss Aruba CX 9300/10000, Fabric Composer, and policy-driven segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

- * HPE Aruba Networking: "Secure, AI-Ready Data Center Networking" (Solution/Portfolio Overview)
- * HPE Aruba Networking CX 10000 Switch Series - "At-a-Glance / Data Sheet"
- * Aruba ESP Data Center Design - "Connectivity Design (Validated Solution Guide)"
- * Aruba Zero Trust Security - "Solution Overview / Technical White Paper"

NEW QUESTION # 42

What distinguishes HPE Aruba Networking EdgeConnect SD-WAN from HPE Aruba Networking EdgeConnect SD-Branch?

- **A. HPE Aruba Networking EdgeConnect SD-WAN is the lead solution, offering the most advanced AI- optimized SD-WAN features.**
- B. HPE Aruba Networking EdgeConnect SD-WAN supports LTE while HPE Aruba Networking SD- Branch does not.
- C. HPE Aruba Networking EdgeConnect SD-WAN integrates more fully with HPE Aruba Networking wired and mobility solutions.
- D. HPE Aruba Networking EdgeConnect SD-WAN embeds support for remote workers while HPE Aruba Networking SD-Branch does not.

Answer: A

Explanation:

The correct answer is C because Aruba EdgeConnect SD-WAN is the flagship WAN edge solution delivering the most advanced and fully featured SD-WAN capabilities, including application-aware routing, dynamic path selection, WAN optimization, and integrated security (SASE/ZTNA). HPE Aruba explicitly positions EdgeConnect SD-WAN as the lead solution for enterprise WAN transformation, while SD-Branch is tailored for smaller branch sites requiring simpler deployments that unify WAN, LAN, and WLAN under a single architecture.

Relevant extracts from official HPE Aruba Networking documentation:

- * "EdgeConnect SD-WAN is the lead solution delivering the highest-performance, fully featured SD-WAN with AI-optimized capabilities."
 - * "SD-Branch simplifies branch deployments by integrating SD-WAN with LAN and WLAN, but EdgeConnect SD-WAN provides the advanced WAN functionality needed for complex enterprise environments."
 - * "With EdgeConnect, organizations gain advanced traffic steering, stateful firewalling, and deep application visibility that go beyond the capabilities of SD-Branch."
 - * "EdgeConnect SD-WAN is designed for enterprise WAN transformation, while SD-Branch is optimized for ease of management and convergence at smaller sites." Why the other options are incorrect:
 - * A is incorrect: SD-Branch, not EdgeConnect SD-WAN, is more tightly integrated with Aruba's LAN /WLAN solutions.
 - * B is incorrect: Both EdgeConnect SD-WAN and SD-Branch can support LTE, so this is not a distinguishing factor.
 - * D is incorrect: Both solutions can support remote users, but remote workforce security is generally delivered through Aruba SSE/ZTNA solutions, not a unique feature of EdgeConnect SD-WAN.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba EdgeConnect SD-WAN - Solution Overview
 - * Aruba SD-Branch - Technical White Paper
 - * HPE Aruba Networking Competitive Guide: SD-WAN vs. SD-Branch
 - * Aruba ESP WAN Edge - Product Positioning Guide

NEW QUESTION # 43

Which advantage does HPE Aruba Networking Fabric Composer provide?

- A. It dynamically reroutes traffic when bottlenecks occur on the network.
- **B. It provides visibility into both physical and virtual networks.**
- C. It uses AI to detect issues and provide recommendations for addressing them.
- D. It allows IT to provision both HPE Aruba Networking switches and APs.

Answer: B

Explanation:

The correct answer is B because HPE Aruba Networking Fabric Composer is specifically designed to deliver visibility and simplified management across both physical and virtualized network fabrics in data center environments. It integrates with virtualization platforms (e.g., VMware vSphere, NSX) to extend visibility into workloads and virtual machines, alongside physical switches and fabrics. This unified visibility reduces operational complexity and ensures application performance.

Relevant extracts from HPE Aruba Networking documentation:

* "Aruba Fabric Composer is an intelligent, API-driven orchestration solution that provides end-to-end visibility across physical and virtual networks."

* "It enables IT teams to understand both physical topologies and virtualized workloads, reducing blind spots in data center operations."

* "The solution integrates with VMware and container platforms, giving IT unified insight and control over hybrid infrastructures."

Why the other options are incorrect:

* A Dynamic rerouting of traffic is a function of SD-WAN, not Fabric Composer.

* B AI-driven issue detection and recommendations are part of Aruba Central with AI Insights, not Fabric Composer.

* D Fabric Composer is focused on data center fabrics and virtualization visibility, not AP provisioning.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Fabric Composer - Solution Overview
- * Aruba Data Center Networking Technical White Paper
- * Aruba ESP in the Data Center - Study Guide
- * Aruba Fabric Composer Integration with VMware - Technical Brief

NEW QUESTION # 44

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