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HPE2-W12	
Exam Name:	Selling HPE Aruba Networking Solutions
Exam Type:	Web-based
Duration:	1 hour
Number of Questions:	40
Passing Score:	70%

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

NEW QUESTION # 17

A customer has many small sites that connect over a wide area network (WAN) to the customer's data center and access the Internet from there. Due to changes in traffic patterns, the CIO now wants to stop sending Internet-bound traffic through the data center, but the Head of IT Security is concerned about potential security risks from that change. What benefit of HPE Aruba Networking solutions should you emphasize?

- A. HPE Aruba Networking offers branch-in-the-box solutions with all the services branches require, so branch devices no longer need to send traffic to the Internet.
- B. HPE Aruba Networking solutions optimize network speeds to such a high degree that the company can continue sending all traffic through the data center.
- C. HPE Aruba Networking Fabric Composer automatically establishes a secure fabric across all the customer's sites.
- **D. HPE Aruba Networking offers SD-WAN solutions for branches with built-in next-generation firewall capabilities.**

Answer: D

Explanation:

The correct answer is C because HPE Aruba Networking EdgeConnect SD-WAN provides secure local Internet breakout at branch sites with integrated next-generation firewall (NGFW) and security features.

This allows Internet-bound traffic to be securely routed directly from the branch instead of being backhauled through the data center, while still ensuring full visibility and threat protection.

Relevant extracts from HPE Aruba Networking documentation:

* "Aruba EdgeConnect SD-WAN enables local Internet breakout with integrated NGFW and IDS/IPS capabilities, reducing latency while ensuring strong security."

* "This approach eliminates the inefficiencies of backhauling SaaS and Internet traffic to the data center, without compromising security posture."

* "Built-in security services in Aruba SD-WAN address the CIO's need for performance and the CISO's need for risk mitigation."

* "Aruba EdgeConnect integrates with SSE and SASE frameworks to extend security policies consistently across all branch sites."

Why the other options are incorrect:

* A Keeping all traffic routed through the data center defeats the purpose of modern SD-WAN and SaaS-optimized architectures.

* B While Aruba provides branch-in-a-box solutions, the specific concern here is security for Internet breakout, addressed by SD-WAN with NGFW.

* D Fabric Composer is a data center fabric orchestration tool, not designed for WAN/branch security.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba EdgeConnect SD-WAN Technical Overview

* Aruba Edge-to-Cloud Security White Paper

* Aruba SASE and SD-WAN Integration Guide

* Aruba ESP Branch Solutions Study Guide

NEW QUESTION # 18

What is one security feature that acts as a distinguishing value of HPE Aruba Networking Central?

- A. A stateful firewall to filter VM-to-VM traffic in the data center.
- B. Ability to encrypt traffic in the wireless network.
- C. Filtering of remote users' access to SaaS applications to prevent data loss.
- **D. AI-based security recommendations for firmware upgrades.**

Answer: D

Explanation:

The correct answer is D because Aruba Central leverages AI-driven security intelligence to provide proactive recommendations, including firmware and configuration updates, to mitigate vulnerabilities and strengthen overall network security. This capability distinguishes Central by combining AI for networking (AIOps) with security posture management, ensuring that networks remain resilient against emerging threats.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central delivers AI-based security recommendations to identify configuration gaps and suggest firmware updates that address known vulnerabilities."

* "AI Insights proactively highlight risks and provide prescriptive remediation guidance, reducing exposure and improving compliance with Zero Trust frameworks."

* "Security recommendations in Central allow IT administrators to preview and apply changes that minimize risk without manual research or analysis."

* "By combining AI-driven analytics with automated security posture management, Aruba Central simplifies protecting distributed networks." Why the other options are incorrect:

* A Stateful firewalling for VM-to-VM traffic is a data center CX 10000 feature, not Aruba Central.

* B Traffic encryption in wireless networks is provided through Wi-Fi security standards (e.g., WPA3), not a Central-specific differentiator.

* C Filtering SaaS access is typically part of Secure Access Service Edge (SASE) or ZTNA solutions, not Aruba Central's native role.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Central AI-Powered Security and Operations - Solution Overview

* Aruba ESP Zero Trust and Security Posture Management - White Paper

* Aruba Central AI Insights and Recommendations - Product Brief

* Aruba Central Security Automation and Compliance - Deployment Guide

NEW QUESTION # 19

What is one way organizations can ensure their wireless network is always available?

- A. Connect APs to HPE Aruba Networking CX switches and configure device profiling to prioritize delivering PoE to the APs.
- **B. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.**
- C. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- D. Enable device profiling on the APs to prioritize wireless access for top users and applications.

Answer: B

Explanation:

The correct answer is B because ClearPass Device Insight provides continuous visibility and profiling of all devices—including IoT, BYOD, and managed endpoints—on the network. By proactively detecting unknown, rogue, or misbehaving devices before they cause service or security issues, organizations can ensure higher wireless availability and operational continuity.

Relevant extracts from official HPE Aruba Networking documentation:

* "ClearPass Device Insight leverages machine learning and crowdsourced device fingerprints to automatically discover, classify, and monitor all devices connected to the network."

* "With proactive detection of abnormal behavior, IT can address issues before they affect network availability or security."

* "Device Insight closes visibility gaps by identifying unmanaged IoT and BYOD devices, reducing risks that could otherwise disrupt wireless service."

* "This proactive approach ensures that the wireless network remains resilient and available to support business-critical users and applications." Why the other options are incorrect:

* A Device profiling on APs alone cannot guarantee availability; it is part of traffic management, not proactive issue detection.

* C PoE prioritization ensures APs have power but does not address ongoing availability challenges like rogue devices or abnormal behavior.

* D ClearPass Policy Manager enforces access control policies but does not provide proactive device visibility and anomaly detection to maintain availability.

References (HPE Aruba Networking Solutions / Study Guides):

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

NEW QUESTION # 20

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 much the decision maker understands about how wireless encryption works.
- **C. How much visibility and control the customer has over users and IoT devices on the network.**
- D. How IT can improve the user experience for employees using their personal mobile devices.

Answer: C

Explanation:

The correct answer is C 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 # 21

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 is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- **B. 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.**
- 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: B

Explanation:

The correct answer is B because Aruba Networking solutions such as ClearPass Device Insight and Aruba Central Client Insights are designed to discover, classify, and monitor IoT devices with high confidence.

Once identified, Aruba solutions apply role-based and least-privilege access policies automatically, 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:
 - * B Fabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
 - * C Aruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.
 - * D Aruba 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 # 22

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