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HP Selling HPE Aruba Networking Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16

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

Answer: B

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 # 17

What is one way that HPE Aruba Networking Central helps to simplify protecting the network?

- **A. By providing policy recommendations that admins can quickly preview and apply**
- B. By integrating with HPE Aruba Networking private 5G solutions to automatically enhance the security for Wi-Fi 5, 6, and 7 devices
- C. By providing a "sandbox" environment, in which traffic can be safely inspected for malware
- D. By automatically adding rules to role-based access control policies in response to new types of threats

Answer: A

Explanation:

The correct answer is C because Aruba Central leverages AI-powered insights and automation to recommend security and access policies that administrators can preview and apply directly. This helps simplify policy management and ensures consistent enforcement without requiring manual configuration for every change.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central provides AI-powered policy recommendations that reduce configuration complexity and allow IT administrators to preview and apply them quickly."

* "With automated policy enforcement across wired, wireless, and WAN, Aruba Central simplifies protecting the network by ensuring consistent access control for users and devices."

* "Central's role-based policy recommendations align with Aruba's Zero Trust security framework, minimizing risk while reducing administrative overhead."

* "By integrating AI/ML insights, Aruba Central helps IT move from reactive troubleshooting to proactive security policy enforcement." Why the other options are incorrect:

* A While Aruba does integrate with private 5G, this is not the primary way Aruba Central simplifies security.

* B A sandbox environment for malware inspection is not a feature of Aruba Central; this is typically delivered by third-party security integrations.

- * DAruba Central provides policy recommendations, but it does not automatically create and add rules without admin oversight. Admin approval is required for changes, maintaining operational control.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba Central Security and Policy Automation - Solution Overview
- * Aruba ESP Zero Trust Security - Technical White Paper
- * Aruba AI-Powered Policy Recommendations - Product Brief
- * Aruba Central AIOps and Automation - Deployment Guide

NEW QUESTION # 18

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. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.
- **C. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.**
- D. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.

Answer: C

Explanation:

The correct answer is D because Aruba's recommended approach for data center modernization is incremental 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, including Zero 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:
- * A Managing third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.
- * B Installing only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.
- * C Postponing 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 # 19

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 Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- B. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.
- C. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.
- **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:
 - * BGreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.
 - * CUnified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.
 - * DSD-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 # 20

What topic would uncover whether or not a customer could have a use case for an HPE Aruba Networking Zero Trust Security?

- A. The reasons that internal users and devices are more trusted than external ones.
- B. The customer's processes for ensuring regulatory compliance.
- C. The customer's requirements for encrypting data at rest on servers.
- D. How much the decision maker understands about technologies such as IPsec.

Answer: A

Explanation:

The correct answer is A because Zero Trust Security is based on the principle that no user, device, or network segment should be inherently trusted, regardless of whether it is internal or external. Aruba highlights that organizations still often assume internal traffic is more secure than external traffic, and this assumption creates a significant security gap. Identifying whether customers rely on this "trusted internal" model reveals a clear use case for Zero Trust adoption.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Zero Trust is a security model where no user, device, or application is implicitly trusted, whether inside or outside the network perimeter."
 - * "Traditional approaches assume internal devices and users are trustworthy, but Zero Trust eliminates this assumption by continuously authenticating and authorizing every entity."
 - * "Aruba Zero Trust Security focuses on visibility, control, and continuous monitoring to enforce least-privilege access across all devices-including unmanaged IoT-inside the network."
 - * "Organizations that still rely on implicit trust for internal users and devices are prime candidates for Zero Trust adoption." Why the other options are incorrect:
 - * BUnderstanding IPsec is a technical detail and does not uncover a Zero Trust use case.
 - * CRegulatory compliance is important but is not the primary driver for Zero Trust adoption-it is more about assurance and governance.
 - * DData-at-rest encryption is a storage/security requirement, not directly tied to network-based Zero Trust security principles.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba Zero Trust Security - Solution Overview
 - * Aruba ESP (Edge Services Platform) - Security White Paper
 - * Aruba ClearPass and Client Insights - Technical Guide
 - * Aruba ESP Zero Trust and SASE Positioning - Product Brief

NEW QUESTION # 21

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