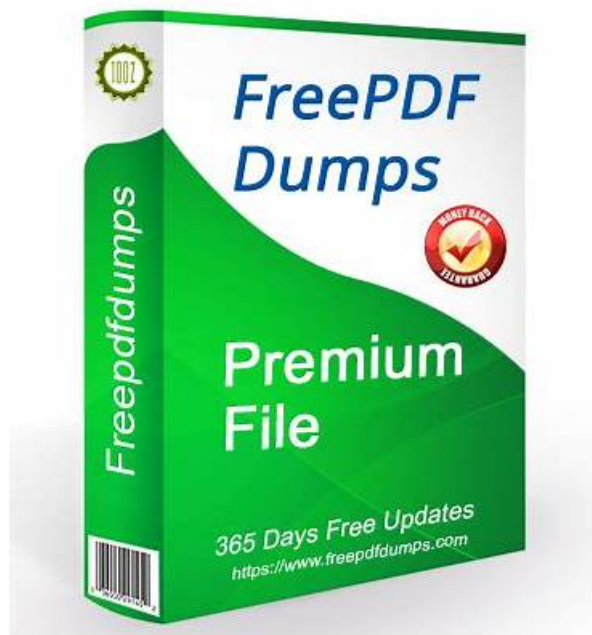


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: D

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:
- * B Understanding IPsec is a technical detail and does not uncover a Zero Trust use case.
- * C Regulatory compliance is important but is not the primary driver for Zero Trust adoption-it is more about assurance and governance.
- * D Data-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 # 11

A senior IT manager tells you that she wants network admins to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking deliver the senior IT manager's desired outcome?

- A. HPE Aruba Networking APs and switches rely on the Network Analytics Engine (NAE) to automate the onboarding of devices.
- B. HPE Aruba Networking Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.
- C. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

Answer: B

Explanation:

The correct answer is B because Aruba Central with AI for Networking leverages machine learning-driven analytics and insights to automatically identify and resolve network performance issues. This minimizes the time IT teams spend on manual troubleshooting, allowing them to focus on strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central delivers AI-powered insights and prescriptive recommendations that help IT identify and resolve problems faster, reducing troubleshooting time from hours or days to minutes."
- * "By applying AI/ML and advanced analytics, Aruba Central proactively detects anomalies and provides root-cause analysis, minimizing downtime and freeing IT resources."
- * "AI for IT operations in Aruba Central accelerates troubleshooting with real-time network health insights and automated remediation guidance." Why the other options are incorrect:
- * B ClearPass is primarily for secure access control and policy enforcement, not network performance monitoring and troubleshooting.
- * C The Network Analytics Engine (NAE) is a built-in feature of Aruba CX switches for custom telemetry and automation, but it is

not designed for broad troubleshooting acceleration across the entire network.

* DUXI is a valuable solution for end-user experience monitoring, but it complements rather than replaces AI-driven troubleshooting across the full infrastructure. The senior IT manager's outcome of reducing admin troubleshooting time maps most directly to AI in Aruba Central.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI for Networking - Solution Overview
- * Aruba ESP (Edge Services Platform) - Technical White Paper
- * Aruba AIOps for Centralized IT Operations - Deployment Guide
- * Aruba Central AI-Powered Troubleshooting and Root Cause Analysis - Product Brief

NEW QUESTION # 12

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

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

Answer: B

Explanation:

The correct answer is B 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 # 13

What is a common challenge driving customers to upgrade their networks?

- **A. The wireless network cannot deliver the performance users need.**
- B. The network core and the network edge cannot interoperate with each other.
- C. The wired network does not support the correct Ethernet technologies for users and IoT devices.
- D. Most network vendors only provide command line interfaces for network devices, not easy-to-use GUIs.

Answer: A

Explanation:

The correct answer is B because one of the most common drivers for network upgrades is that legacy wireless infrastructure cannot meet the growing performance demands of users, IoT devices, and modern applications. With the proliferation of Wi-Fi 6, Wi-Fi 6E, and now Wi-Fi 7, enterprises are upgrading networks to deliver higher capacity, lower latency, and improved user experience.

Relevant extracts from HPE Aruba Networking documentation:

- * "Many customers are upgrading to Aruba Wi-Fi 6/6E to address performance gaps created by legacy Wi-Fi networks that cannot

meet today's demand."

- * "Network modernization is primarily driven by the need for higher wireless throughput, improved efficiency for IoT and mobile devices, and support for cloud-based applications."

- * "As organizations embrace hybrid work and IoT, wireless networks that fail to deliver required performance have become a leading reason for infrastructure refresh."

- * "Aruba ESP and Aruba Central enable IT to modernize networks to ensure consistent high-performance wireless experiences."

Why the other options are incorrect:

- * A Core-to-edge interoperability is important, but not the most common driver compared to wireless performance issues.

- * C Ethernet technology gaps exist but are secondary compared to wireless upgrade demands.

- * D CLI vs GUI management is a usability concern, but not the primary driver of network refresh projects.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba ESP Networking Modernization Overview

- * Aruba Wi-Fi 6/6E/7 Upgrade Guide

- * Aruba Edge-to-Cloud Trends and Drivers - Study Guide

- * Aruba Central for Hybrid Work and IoT - Technical White Paper

NEW QUESTION # 14

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

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

Answer: C

Explanation:

The correct answer is D because Aruba Central's AI for Networking capabilities focus on proactively 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:

- * A Focusing on technical differences between AI and machine learning is not relevant for a customer value-driven discussion.

- * B Aligning IT and development teams is more of a DevOps discussion, not directly tied to Aruba Central's AI value.

- * C Intelligent 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 # 15

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