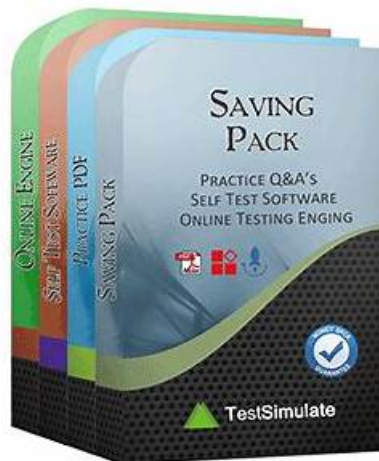


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

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 # 14

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

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

Answer: D

Explanation:

The correct answer is D 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.

* DCLI 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 # 15

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. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.**
- C. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.
- D. Focus on explaining the difference between machine learning and other forms of artificial intelligence.

Answer: B

Explanation:

The correct answer is B 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 AI Ops - Technical White Paper
- * Aruba Central AI Insights and AI Assist - Product Brief
- * Aruba AI-Powered Network Operations - Deployment Guide

NEW QUESTION # 16

You want to determine if a decision-maker might be interested in HPE Aruba Networking Central with AI for networking. What is a good topic to discuss?

- A. The security benefits of applying intelligent access policies that follow users and devices.
- B. The benefits of better aligning the data center IT operations team with the development team.
- **C. The need to accelerate network troubleshooting so IT can focus on strategic initiatives and innovation.**
- D. The difference between machine learning and other forms of artificial intelligence (AI).

Answer: C

Explanation:

The correct answer is C because Aruba Central with AI for Networking is designed to help IT organizations reduce the amount of time spent on manual troubleshooting and reactive network management. By leveraging AI-driven insights, anomaly detection, and prescriptive recommendations, Aruba Central allows IT to accelerate root cause identification, reduce mean-time-to-resolution (MTTR), and redirect resources toward innovation and strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central delivers AI-powered troubleshooting and prescriptive recommendations, helping IT staff quickly identify issues and resolve them before they impact users."

* "By accelerating troubleshooting and reducing manual effort, IT teams can spend more time on strategic projects that drive innovation."

* "AI for Networking in Aruba Central reduces downtime by pinpointing root causes, recommending remediation, and automating fixes, shifting IT focus from firefighting to value creation." Why the other options are incorrect:

* A While Aruba leverages AI/ML, discussing the academic differences between machine learning and AI is not aligned to customer business outcomes and does not uncover interest in Central.

* C Aligning IT and development teams is more of a DevOps/data center conversation, not Aruba Central's value proposition.

* D Intelligent access policies are a key part of Aruba ClearPass and Zero Trust, not the primary driver for Aruba Central AI discussions.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Central AI for Networking - Solution Overview

* Aruba ESP (Edge Services Platform) - Technical White Paper

* Aruba Central AI Ops and Troubleshooting Acceleration - Product Brief

* Aruba AI-Powered Networking and Operations - Deployment Guide

NEW QUESTION # 17

A customer needs to deploy IoT more securely. How can HPE Aruba Networking solutions help the customer achieve this objective?

- A. HPE Aruba Networking is the only vendor to offer IoT-centric security solutions without incorporating partnerships.
- B. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center.
- C. HPE Aruba Networking offers agents that can easily be installed on IoT devices to encrypt communications.
- **D. HPE Aruba Networking Central with AI for networking helps customers discover and monitor all the devices connected to their network.**

Answer: D

Explanation:

The correct option is B because HPE Aruba Networking Central, combined with AI-powered insights, provides visibility into all devices on the network, including IoT. This allows customers to discover, classify, and monitor IoT endpoints and enforce security policies. HPE emphasizes that IoT devices are often difficult to secure due to their diversity and lack of built-in protections, so network-based discovery and monitoring is critical.

Relevant extracts from official HPE Aruba Networking materials:

"Aruba Central provides AI-powered visibility that automatically identifies and profiles all devices- including IoT-connected to the network, enabling IT to apply consistent security and segmentation policies."

"IoT devices often lack inherent security; Aruba's approach leverages dynamic segmentation, policy enforcement, and AI-driven monitoring to ensure IoT traffic is visible and secured."

"By using AI-driven Central, organizations can quickly discover rogue, unknown, or misbehaving IoT devices and take automated action to reduce risk." Why the other options are incorrect:

A is inaccurate; HPE Aruba Networking works with an ecosystem of security and IoT partners and does not claim to be the only vendor with IoT-specific security.

C Fabric Composer is a data center automation tool and is not designed to create secure IoT tunnels.

D is incorrect because HPE Aruba Networking does not require agents to be installed on IoT devices, as most IoT endpoints cannot support agents. Instead, Aruba provides agentless discovery and monitoring.

References (HPE Aruba Networking Solutions / Study Guides):

Aruba Central "AI-powered Network Operations and Assurance" Solution Overview Aruba Dynamic Segmentation and Zero Trust Security White Paper Aruba ESP (Edge Services Platform) Technical Overview Aruba ClearPass Device Insight for IoT and Device Discovery

NEW QUESTION # 18

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