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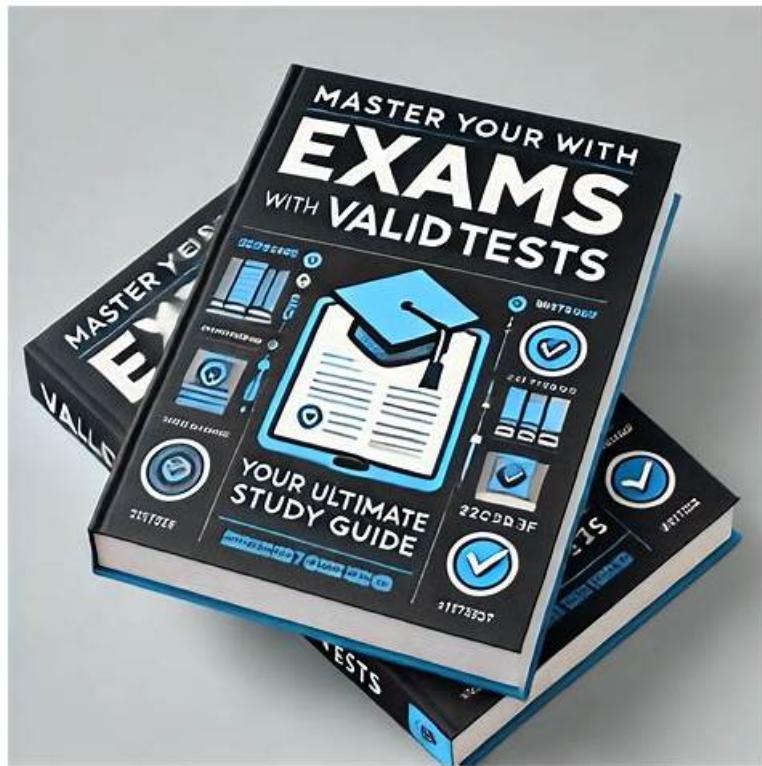
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HP Selling HPE Aruba Networking Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

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

Answer: C

Explanation:
The correct answer isDbecause Aruba Central's AI for Networking capabilities focus onproactively 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:
* AFocusing on technical differences between AI and machine learning is not relevant for a customer value-driven discussion.
* BAligning IT and development teams is more of a DevOps discussion, not directly tied to Aruba Central's AI value.
* CIntelligent 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 # 21
What is one advantage of HPE Aruba Networking private 5G?

- A. It provides a complete solution for ultra-reliable, high-performance connectivity.
- B. It simplifies deployment by providing a one-size-fits-all solution.
- C. Organizations can manage their 5G network with HPE Aruba Networking Fabric Composer.
- D. Organizations can repurpose their existing HPE Aruba Networking APs for private 5G.

Answer: A

Explanation:
The correct answer isCbecauseHPE Aruba Networking private 5Gdelivers acomprehensive solution for ultra-reliable, high-performance wireless connectivity. It is designed for environments where Wi-Fi alone may not be sufficient, such as industrial IoT, manufacturing, ports, healthcare, and large-scale enterprise campuses. The solution ensures low latency, high availability, and secure connectivity tailored for mission- critical applications.
Relevant extracts from HPE Aruba Networking documentation:
* "Aruba Private 5G provides a complete solution, including core, radios, SIM/eSIM management, and integration with Aruba Central, to deliver high-performance wireless connectivity."
* "The solution addresses use cases that require ultra-reliable, high-throughput, and low-latency performance."
* "Private 5G complements Aruba Wi-Fi by extending coverage, capacity, and reliability in environments with demanding requirements."
* "HPE GreenLake for Private 5G delivers a fully integrated solution as-a-service, simplifying adoption while ensuring enterprise-grade performance." Why the other options are incorrect:
* APrivate 5G is not a one-size-fits-all; it is tailored for enterprise use cases with flexible deployment options.
* BAruba Wi-Fi APs cannot be repurposed for private 5G; 5G requires dedicated radios and infrastructure.
* DFabric Composer managesdata center fabrics, not private 5G networks. Private 5G management is integrated intoAruba Centraland HPE GreenLake platforms.
References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Private 5G Solution Overview
* HPE GreenLake for Private 5G Technical White Paper
* Aruba ESP: Integrating Wi-Fi and Private 5G - Study Guide
* Aruba Networking for Mission-Critical Wireless - Technical Brief

NEW QUESTION # 22
Which business outcome is a high priority for most Chief Information Security Officers (CISO)?

- A. Planning network security so that they can assume no breach will ever occur.
- B. Ensuring that employees can only access resources from within the corporate campus.
- C. Improving operational continuity by minimizing risks and attack surfaces.
- D. Allowing network admins to use their preferred security monitoring tools.

Answer: C

Explanation:
The correct answer isCbecause CISOs are primarily focused onreducing business risk, minimizing the attack surface, and ensuring operational continuity.Instead of assuming that breaches will never occur, modern security strategies such asZero TrustandSASEaim to mitigate risks, contain breaches, and protect critical business operations to maintain availability and resilience.
Relevant extracts from official HPE Aruba Networking documentation:
* "CISOs prioritize reducing the attack surface and ensuring operational resilience, recognizing that breaches are inevitable."
* "Aruba Zero Trust Security minimizes risk by continuously authenticating and authorizing all users and devices, ensuring least-privilege access."
* "By combining visibility, control, and automated enforcement, Aruba solutions help security leaders maintain business continuity while reducing exposure."
* "Operational continuity and resilience are the top business outcomes CISOs seek, enabled by proactive risk minimization strategies." Why the other options are incorrect:
* APreferred tools may be useful, but tool choice is not the main business outcome for CISOs-it's about risk reduction and continuity.
* BRestricting access to only the corporate campus is outdated in today's hybrid and remote-first environments.
* DAssuming no breach will occur is unrealistic. Modern security models (Zero Trust, Assume Breach) accept that threats will happen and focus on resilience and minimization.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ESP Zero Trust Security - Solution Overview
* Aruba Security and Risk Mitigation - Technical White Paper
* Aruba ClearPass and Client Insights - Product Guide
* HPE Aruba Networking Business Outcomes for CISOs - Executive Brief

NEW QUESTION # 23
A customer wants to know what makes HPE Aruba Networking ZTNA better than a traditional virtual private network (VPN).
What is one key distinguishing value?

- A. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.
- B. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.
- C. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- D. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.

Answer: A

Explanation:
The correct answer isCbecause Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs withleast-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforcesapplication- and user- specific policies, shrinking the attack surface and preventing lateral movement.
Relevant extracts from official HPE Aruba Networking documentation:
* "ZTNA applies Zero Trust principles by continuously verifying user and device identity and assigning least-privilege access based on contextual factors."
* "Unlike traditional VPNs that extend full network access, Aruba ZTNA provides per-application access, dramatically reducing the

attack surface."
* "With automated policy enforcement, Aruba ZTNA ensures secure access while preventing unauthorized lateral movement across the network."
* "ZTNA secures the remote workforce by combining granular access control with Zero Trust segmentation, delivering stronger security than legacy VPN models." Why the other options are incorrect:
* AScalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
* BAruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.
* DLower cost is not the primary positioning; the value lies in enhanced security and reduced risk.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Zero Trust Network Access (ZTNA) - Solution Overview
* Aruba ESP Zero Trust Security - Technical White Paper
* Aruba SSE and ZTNA for Remote Workforce - Product Brief
* Aruba Security and Access Control - Deployment Guide

NEW QUESTION # 24

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

Answer: B

Explanation:
The correct answer isBbecause the foundation of Aruba's Zero Trust Security strategy isvisibility, 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:
* AWireless encryption knowledge is not a determining factor for Zero Trust adoption-it is too narrow and technical.
* CPerimeter firewalls are legacy security strategies; Aruba stresses that Zero Trust must focus inside the network, not just at the perimeter.
* DUser 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 # 25

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