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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q18-Q23):

### NEW QUESTION # 18

Which outcome could the customer achieve with Network Insights in HPE Aruba Networking Central?

- A. Identify performance issues and follow recommendations for resolving the issue.
- B. Search for users, endpoints, or locations status; provide a status report; and automatically resolve any issues detected.
- C. Detect and profile Internet of Things (IoT) devices connected to the network.
- D. Automatically detect any client connecting to the network and block any client with suspicious behavior.

**Answer: A**

Explanation:

The correct answer is A because Aruba Network Insights, a feature of Aruba Central's AI-powered operations (AIOps), focuses on identifying performance issues and providing actionable, prescriptive recommendations to resolve them. This enables IT teams to proactively address network issues before they impact end users, improving operational efficiency and minimizing downtime.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba Central AIOps with Network Insights provides actionable recommendations to resolve network performance issues."

\* "AI/ML-based analytics continuously monitor network health, identifying anomalies and performance degradations."

\* "By offering prescriptive guidance, Central reduces mean time to resolution (MTTR) and empowers IT teams to optimize the network."

\* "Network Insights transforms reactive troubleshooting into proactive operations by identifying issues early and suggesting corrective actions." Why the other options are incorrect:

\* B Blocking suspicious clients is part of ClearPass Policy Manager and Zero Trust enforcement, not Network Insights.

\* C Searching for users and endpoints with automated resolution aligns more with ClearPass and Client Insights, not Network Insights.

\* D IoT profiling is handled by Device Insight, not Network Insights.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Central AIOps and Network Insights - Solution Overview

\* Aruba ESP AI-Powered Troubleshooting - White Paper

\* Aruba Central AI Insights and Recommendations - Product Brief

\* Aruba Central Performance Optimization - Deployment Guide

## NEW QUESTION # 19

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

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

**Answer: A**

Explanation:

The correct option is A 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

### NEW QUESTION # 20

You are meeting with a potential customer for HPE Aruba Networking data center solutions. Which question best directs the conversation to the benefits of HPE Aruba Networking CX 10000?

- **A. How are you protecting your data center network traffic from cyberattacks?**
- B. How would highly accurate location-based services benefit your organization in managing the data center?
- C. How are you securing IoT devices so they do not put your network at risk?
- D. What is your company's plan for recovering from a ransomware attack that targets your data center?

**Answer: A**

Explanation:

The correct answer is A because the Aruba CX 10000 Switch Series is designed specifically to address east-west security in the data center by integrating stateful firewalling and distributed services directly into the top-of-rack switch. This provides protection for network traffic within the data center against cyberattacks such as lateral movement, ransomware spread, and insider threats.

Relevant extracts from official HPE Aruba Networking documentation:

\* "The Aruba CX 10000 with Pensando provides a unique ability to extend Zero Trust and distributed firewalling deep into the data center, securing traffic east-west at scale."

\* "By embedding stateful security services directly in the switching fabric, the CX 10000 eliminates blind spots where east-west traffic would otherwise go unprotected."

\* "Organizations can now protect critical workloads from advanced threats by applying segmentation and firewall policies closest to the application." Why the other options are incorrect:

\* B Securing IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.

\* C Ransomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.

\* D Location-based services are a WLAN and edge networking capability, not relevant to data center switching.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba CX 10000 Switch Series with Pensando - Product Overview / Data Sheet

\* Aruba ESP Data Center Networking - Solution Overview

\* Aruba Zero Trust and Distributed Services Architecture - Technical White Paper

\* HPE Aruba Networking Competitive Positioning for Data Center Solutions

### NEW QUESTION # 21

What common challenge for network admins is created by an expanding remote workforce?

- A. Data center networks are not designed to receive so much external traffic.
- **B. Typical VPN solutions are complex and take a lot of time to support.**
- C. The shift in traffic away from the campus makes optimization difficult.
- D. Home equipment often lacks support for Wi-Fi 6.

**Answer: B**

Explanation:

The correct answer is B because as remote workforces expand, traditional VPN solutions have become a major challenge for IT teams. VPNs are complex to scale, create management overhead, and introduce performance bottlenecks. HPE Aruba Networking highlights that organizations increasingly need to move from VPN-based access to Zero Trust Network Access (ZTNA) and SASE models to simplify operations and improve security.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Traditional VPNs are complex, hard to scale, and increase operational burden for IT teams supporting large remote workforces."

\* "Remote workforce expansion has exposed the limitations of VPN architectures, including poor user experience, difficulty scaling, and excessive troubleshooting requirements."

\* "ZTNA provides a simplified alternative to VPN by offering application-specific access with least privilege, reducing complexity and support requirements."

\* "With Aruba's SSE and ZTNA solutions, organizations can eliminate VPN sprawl while improving both security and user experience." Why the other options are incorrect:

\* A While external traffic does increase, modern data centers are designed to handle distributed traffic patterns-this is not the primary

challenge.

- \* CLack of Wi-Fi 6 support at home is a limitation but not a core IT admin challenge.
- \* DTraffic shift away from campus is true, but the bigger issue is the complexity of managing VPN solutions for remote users.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba ZTNA and SSE - Solution Overview
- \* Aruba ESP Remote Workforce - Technical White Paper
- \* Aruba Zero Trust Security for Remote Access - Product Brief
- \* HPE Aruba Networking Business Continuity and Remote Access - Deployment Guide

## NEW QUESTION # 22

What is one way that HPE Aruba Networking solutions close security gaps?

- **A. They make it easier for customers to define and apply consistent policies that follow users wherever they go.**
- B. They automate the deployment of predefined policies, which assign access rights based on users' and devices' location.
- C. They offload security filtering and access control to endpoints by deploying HPE Aruba Networking agents to them.
- D. They implement a strict traffic flow in which traffic always flows from the edge to gateways and firewall in the data center and then to its destination.

**Answer: A**

Explanation:

The correct answer is D because HPE Aruba Networking focuses on identity-based, role-driven policies that automatically follow users and devices across the network. This eliminates the need for manual reconfiguration of VLANs or ACLs, ensuring consistent policy enforcement across wired, wireless, and WAN environments. This dynamic, user- and device-centric approach is a cornerstone of Aruba's Zero Trust Security framework.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Dynamic Segmentation enforces consistent access and security policies that follow users and devices wherever they connect, across LAN, WLAN, and WAN."

\* "By applying role-based policies centrally, Aruba solutions eliminate inconsistencies and security gaps caused by static VLANs and manual ACLs."

\* "This approach ensures that policies are applied consistently regardless of location, device type, or connection method, reducing attack surfaces."

\* "Aruba Zero Trust Security extends policy enforcement across the enterprise, simplifying operations while closing security gaps."

Why the other options are incorrect:

\* A Aruba does not rely on endpoint agents for policy enforcement; instead, it uses agentless discovery, ClearPass, and role-based access.

\* B Aruba policies are not location-based; they are identity- and role-based, following the user/device everywhere.

\* C Aruba does not force all traffic through a central gateway (a traditional VPN/firewall model); it applies distributed enforcement at the point of access.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Dynamic Segmentation - Solution Overview
- \* Aruba ESP Zero Trust Security - White Paper
- \* Aruba ClearPass Policy Manager - Technical Guide
- \* Aruba Role-Based Access Control - Product Brief

## NEW QUESTION # 23

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