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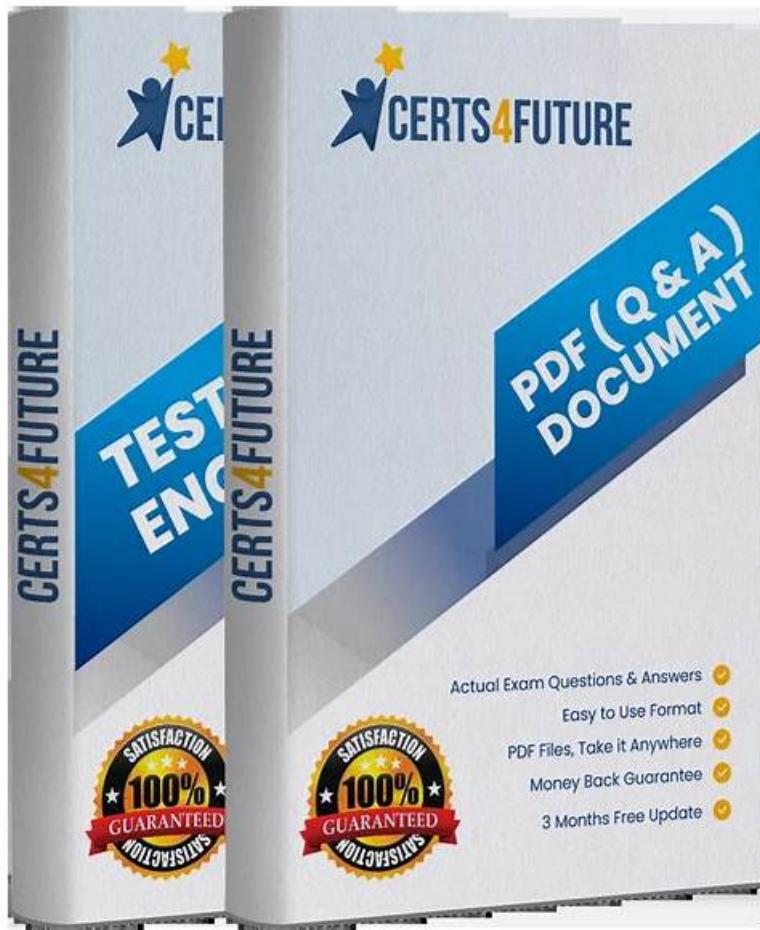
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Palo Alto Networks PSE-Strata-Pro-24 Exam Syllabus Topics:

Topic	Details
Topic 1	• Deployment and Evaluation: This section of the exam measures the skills of Deployment Engineers and focuses on identifying the capabilities of Palo Alto Networks NGFWs. Candidates will evaluate features that protect against both known and unknown threats. They will also explain identity management from a deployment perspective and describe the proof of value (PoV) process, which includes assessing the effectiveness of NGFW solutions.
Topic 2	• Network Security Strategy and Best Practices: This section of the exam measures the skills of Security Strategy Specialists and highlights the importance of the Palo Alto Networks five-step Zero Trust methodology. Candidates must understand how to approach and apply the Zero Trust model effectively while emphasizing best practices to ensure robust network security.

Topic 3	• Architecture and Planning: This section of the exam measures the skills of Network Architects and emphasizes understanding customer requirements and designing suitable deployment architectures. Candidates must explain Palo Alto Networks' platform networking capabilities in detail and evaluate their suitability for various environments. Handling aspects like system sizing and fine-tuning is also a critical skill assessed in this domain.
Topic 4	• Business Value and Competitive Differentiators: This section of the exam measures the skills of Technical Business Value Analysts and focuses on identifying the value proposition of Palo Alto Networks Next-Generation Firewalls (NGFWs). Candidates will assess the technical business benefits of tools like Panorama and SCM. They will also recognize customer-relevant topics and align them with Palo Alto Networks' best solutions. Additionally, understanding Strata's unique differentiators is a key component of this domain.

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Palo Alto Networks Systems Engineer Professional - Hardware Firewall Sample Questions (Q13-Q18):

NEW QUESTION # 13
What are three valid Panorama deployment options? (Choose three.)

- A. With a cloud service provider (AWS, Azure, GCP)
- B. As a container (Docker, Kubernetes, OpenShift)
- C. As a virtual machine (ESXi, Hyper-V, KVM)
- D. On a Raspberry Pi (Model 4, Model 400, Model 5)
- E. As a dedicated hardware appliance (M-100, M-200, M-500, M-600)

Answer: A,C,E

Explanation:
Panorama is Palo Alto Networks' centralized management solution for managing multiple firewalls. It supports multiple deployment options to suit different infrastructure needs. The valid deployment options are as follows:
* Why "As a virtual machine (ESXi, Hyper-V, KVM)" (Correct Answer A)?Panorama can be deployed as a virtual machine on hypervisors like VMware ESXi, Microsoft Hyper-V, and KVM. This is a common option for organizations that already utilize virtualized infrastructure.
* Why "With a cloud service provider (AWS, Azure, GCP)" (Correct Answer B)?Panorama is available for deployment in the public cloud on platforms like AWS, Microsoft Azure, and Google Cloud Platform. This allows organizations to centrally manage firewalls deployed in cloud environments.
* Why "As a dedicated hardware appliance (M-100, M-200, M-500, M-600)" (Correct Answer E)?
Panorama is available as a dedicated hardware appliance with different models (M-100, M-200, M-500, M-600) to cater to various performance and scalability requirements. This is ideal for organizations that prefer physical appliances.
* Why not "As a container (Docker, Kubernetes, OpenShift)" (Option C)?Panorama is not currently supported as a containerized deployment. Containers are more commonly used for lightweight and ephemeral services, whereas Panorama requires a robust and persistent deployment model.
* Why not "On a Raspberry Pi (Model 4, Model 400, Model 5)" (Option D)?Panorama cannot be deployed on low-powered hardware like Raspberry Pi. The system requirements for Panorama far exceed the capabilities of Raspberry Pi hardware.
Reference: Palo Alto Networks Panorama Admin Guide outlines the supported deployment options, which include virtual machines,

cloud platforms, and hardware appliances.

NEW QUESTION # 14

In which two locations can a Best Practice Assessment (BPA) report be generated for review by a customer?
(Choose two.)

- **A. AIOps**
- B. Customer Support Portal
- **C. Strata Cloud Manager (SCM)**
- D. PANW Partner Portal

Answer: A,C

Explanation:
Step 1: Understand the Best Practice Assessment (BPA)
* Purpose: The BPA assesses NGFW (e.g., PA-Series) and Panorama configurations against best practices, including Center for Internet Security (CIS) Critical Security Controls, to enhance security and feature adoption.
* Process: Requires a Tech Support File (TSF) upload or telemetry data from onboarded devices to generate the report.
* Evolution: Historically available via the Customer Support Portal, the BPA has transitioned to newer platforms like AIOps and Strata Cloud Manager.
"BPA measures security posture against best practices" (paloaltonetworks.com, Best Practice Assessment Overview).
Step 2: Evaluate Each Option
Option A: PANW Partner Portal
Description: The Palo Alto Networks Partner Portal is a platform for partners (e.g., resellers, distributors) to access tools, resources, and customer-related services.
BPA Capability:
Historically, partners could generate BPAs on behalf of customers via the Customer Success Portal (accessible through Partner Portal integration), but this was not a direct customer-facing feature.
As of July 17, 2023, the BPA generation capability in the Customer Support Portal and related partner tools was disabled, shifting focus to AIOps and Strata Cloud Manager.
Partners can assist customers with BPA generation but cannot directly generate reports for customer review in the Partner Portal itself; customers must access reports via their own interfaces (e.g., AIOps).
Verification:
"BPA transitioned to AIOps; Customer Support Portal access disabled after July 17, 2023" (live.
paloaltonetworks.com, BPA Transition Announcement, 07-10-2023).
No current documentation supports direct BPA generation in the Partner Portal for customer review.
Conclusion: Not a customer-accessible location for generating BPAs. Not Applicable.
Option B: Customer Support Portal
Description: The Customer Support Portal (support.paloaltonetworks.com) provides customers with tools, case management, and historically, BPA generation.
BPA Capability:
Prior to July 17, 2023, customers could upload a TSF under "Tools > Best Practice Assessment" to generate a BPA report (HTML, XLSX, PDF formats).
Post-July 17, 2023, this functionality was deprecated in favor of AIOps and Strata Cloud Manager. Historical BPA data was maintained until December 31, 2023, but new report generation ceased.
As of March 08, 2025, the Customer Support Portal no longer supports BPA generation, though it remains a support hub.
Verification:
"TSF uploads for BPA in Customer Support Portal disabled after July 17, 2023" (docs.paloaltonetworks.com /panorama/10-2/panorama-admin/panorama-best-practices).
"Transition to AIOps for BPA generation" (live.paloaltonetworks.com, BPA Transition to AIOps, 07-10-2023).
Conclusion: No longer a valid location for BPA generation as of the current date. Not Applicable.
Option C: AIOps
Description: AIOps for NGFW is an AI-powered operations platform for managing Strata NGFWs and Panorama, offering real-time insights, telemetry-based monitoring, and BPA generation.
BPA Capability:
Supports two BPA generation methods:
On-Demand BPA: Customers upload a TSF (PAN-OS 9.1 or higher) via "Dashboards > On Demand BPA" to generate a report, even without telemetry or onboarding.
Continuous BPA: For onboarded devices with telemetry enabled (PAN-OS 10.0+), AIOps provides ongoing best practice

assessments via the Best Practices dashboard.

Available in free and premium tiers; the free tier includes BPA generation.

Reports include detailed findings, remediation steps, and adoption summaries.

Use Case: Ideal for customers managing firewalls with or without full AIOps integration.

Verification:

"Generate on-demand BPA reports by uploading TSFs in AIOps" (docs.paloaltonetworks.com/aiops/aiops-for-ngfw/dashboards/on-demand-bpa).

"AIOps Best Practices dashboard assesses configurations continuously" (live.paloaltonetworks.com, AIOps On-Demand BPA, 10-25-2022).

Conclusion: A current, customer-accessible location for BPA generation. Applicable.

Option D: Strata Cloud Manager (SCM)

Description: Strata Cloud Manager is a unified, AI-powered management interface for NGFWs and SASE, integrating AIOps, digital experience management, and configuration tools.

BPA Capability:

Supports on-demand BPA generation by uploading a TSF under "Dashboards > On Demand BPA," similar to AIOps, for devices not sending telemetry or not fully onboarded.

For onboarded devices, provides real-time best practice checks via the "Best Practices" dashboard, analyzing policies against Palo Alto Networks and CIS standards.

Available in Essentials (free) and Pro (paid) tiers; BPA generation is included in both.

Use Case: Offers a modern, centralized platform for customers to manage and assess security posture.

Verification:

"Run BPA directly from Strata Cloud Manager with TSF upload" (docs.paloaltonetworks.com/strata-cloud-manager/dashboards/on-demand-bpa, 07-24-2024).

"Best Practices dashboard measures posture against guidance" (paloaltonetworks.com, Strata Cloud Manager Overview).

Conclusion: A current, customer-accessible location for BPA generation. Applicable.

Step 3: Select the Two Valid Locations

C (AIOps): Supports both on-demand (TSF upload) and continuous BPA generation, accessible to customers via the Palo Alto Networks hub.

D (Strata Cloud Manager): Provides identical on-demand BPA capabilities and real-time assessments, designed as a unified management interface.

Why Not A or B?

A (PANW Partner Portal): Partner-focused, not a direct customer tool for BPA generation.

B (Customer Support Portal): Deprecated for BPA generation post-July 17, 2023; no longer valid as of March 08, 2025.

Step 4: Verified References

AIOps BPA: "On-demand BPA in AIOps via TSF upload" (docs.paloaltonetworks.com/aiops/aiops-for-ngfw/dashboards/on-demand-bpa).

Strata Cloud Manager BPA: "Generate BPA reports in SCM" (docs.paloaltonetworks.com/strata-cloud-manager/dashboards/on-demand-bpa).

Customer Support Portal Transition: "BPA moved to AIOps/SCM; CSP access ended July 17, 2023" (live.paloaltonetworks.com, BPA Transition, 07-10-2023).

NEW QUESTION # 15

Which two actions can a systems engineer take to discover how Palo Alto Networks can bring value to a customer's business when they show interest in adopting Zero Trust? (Choose two.)

- A. Use the Zero Trust Roadshow package to demonstrate to the customer how robust Palo Alto Networks capabilities are in meeting Zero Trust.
- B. Ask the customer about their internal business flows, such as how their users interact with applications and data across the infrastructure.
- C. Explain how Palo Alto Networks can place virtual NGFWs across the customer's network to ensure assets and traffic are seen and controlled.
- D. Ask the customer about their approach to Zero Trust, explaining that it is a strategy more than it is something they purchase.

Answer: B,D

Explanation:

To help a customer understand how Palo Alto Networks can bring value when adopting a Zero Trust architecture, the systems engineer must focus on understanding the customer's specific needs and explaining how the Zero Trust strategy aligns with their business goals. Here's the detailed analysis of each option:

* Option A: Ask the customer about their internal business flows, such as how their users interact with applications and data across the infrastructure
* Understanding the customer's internal workflows and how their users interact with applications and data is a critical first step in Zero Trust. This information allows the systems engineer to identify potential security gaps and suggest tailored solutions.
* This is correct.
* Option B: Explain how Palo Alto Networks can place virtual NGFWs across the customer's network to ensure assets and traffic are seen and controlled
* While placing NGFWs across the customer's network may be part of the implementation, this approach focuses on the product rather than the customer's strategy. Zero Trust is more about policies and architecture than specific product placement.
* This is incorrect.
* Option C: Use the Zero Trust Roadshow package to demonstrate to the customer how robust Palo Alto Networks capabilities are in meeting Zero Trust
* While demonstrating capabilities is valuable during the later stages of engagement, the initial focus should be on understanding the customer's business requirements rather than showcasing products.
* This is incorrect.
* Option D: Ask the customer about their approach to Zero Trust, explaining that it is a strategy more than it is something they purchase
* Zero Trust is not a product but a strategy that requires a shift in mindset. By discussing their approach, the systems engineer can identify whether the customer understands Zero Trust principles and guide them accordingly.
* This is correct.
References:
* Palo Alto Networks documentation on Zero Trust
* Zero Trust Architecture Principles inNIST 800-207

NEW QUESTION # 16
As a team plans for a meeting with a new customer in one week, the account manager prepares to pitch Zero Trust. The notes provided to the systems engineer (SE) in preparation for the meeting read: "Customer is struggling with security as they move to cloud apps and remote users." What should the SE recommend to the team in preparation for the meeting?

* A. Lead with the account manager pitching Zero Trust with the aim of convincing the customer that the team's approach meets their needs.
* B. Guide the account manager into recommending Prisma SASE at the customer meeting to solve the issues raised.
* C. Design discovery questions to validate customer challenges with identity, devices, data, and access for applications and remote users.
* D. Lead with a product demonstration of GlobalProtect connecting to an NGFW and Prisma Access, and have SaaS security enabled.

Answer: C

Explanation:
When preparing for a customer meeting, it's important to understand their specific challenges and align solutions accordingly. The notes suggest that the customer is facing difficulties securing their cloud apps and remote users, which are core areas addressed by Palo Alto Networks' Zero Trust and SASE solutions.
However, jumping directly into a pitch or product demonstration without validating the customer's specific challenges may fail to build trust or fully address their needs.
* Option A: Leading with a pre-structured pitch about Zero Trust principles may not resonate with the customer if their challenges are not fully understood first. The team needs to gather insights into the customer's security pain points before presenting a solution.
* Option B (Correct): Discovery questions are a critical step in the sales process, especially when addressing complex topics like Zero Trust. By designing targeted questions about the customer's challenges with identity, devices, data, and access, the SE can identify specific pain points. These insights can then be used to tailor a Zero Trust strategy that directly addresses the customer's concerns.
This approach ensures the meeting is customer-focused and demonstrates that the SE understands their unique needs.
* Option C: While a product demonstration of GlobalProtect, Prisma Access, and SaaS security is valuable, it should come after discovery. Presenting products prematurely may seem like a generic sales pitch and could fail to address the customer's actual challenges.
* Option D: Prisma SASE is an excellent solution for addressing cloud security and remote user challenges, but recommending it without first understanding the customer's specific needs may undermine trust. This step should follow after discovery and validation of the customer's pain points.
Examples of Discovery Questions:
* What are your primary security challenges with remote users and cloud applications?

* Are you currently able to enforce consistent security policies across your hybrid environment?
* How do you handle identity verification and access control for remote users?
* What level of visibility do you have into traffic to and from your cloud applications?
References:
Palo Alto Networks Zero Trust Overview: https://www.paloaltonetworks.com/zero-trust Best Practices for Customer Discovery: https://docs.paloaltonetworks.com/sales-playbooks

NEW QUESTION # 17
What is used to stop a DNS-based threat?

- **A. DNS sinkholing**
- B. DNS proxy
- C. Buffer overflow protection
- D. DNS tunneling

Answer: A

Explanation:
DNS-based threats, such as DNS tunneling, phishing, or malware command-and-control (C2) activities, are commonly used by attackers to exfiltrate data or establish malicious communications. Palo Alto Networks firewalls provide several mechanisms to address these threats, and the correct method isDNS sinkholing.
* Why "DNS sinkholing" (Correct Answer D)?DNS sinkholing redirects DNS queries for malicious domains to an internal or non-routable IP address, effectively preventing communication with malicious domains. When a user or endpoint tries to connect to a malicious domain, the sinkhole DNS entry ensures the traffic is blocked or routed to a controlled destination.
* DNS sinkholing is especially effective for blocking malware trying to contact its C2 server or preventing data exfiltration.
* Why not "DNS proxy" (Option A)?A DNS proxy is used to forward DNS queries from endpoints to an upstream DNS server. While it can be part of a network's DNS setup, it does not actively stop DNS- based threats.
* Why not "Buffer overflow protection" (Option B)?Buffer overflow protection is a method used to prevent memory-related attacks, such as exploiting software vulnerabilities. It is unrelated to DNS- based threat prevention.
* Why not "DNS tunneling" (Option C)?DNS tunneling is itself a type of DNS-based threat where attackers encode malicious traffic within DNS queries and responses. This option refers to the threat itself, not the method to stop it.

NEW QUESTION # 18
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