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HPE2-W12	
Exam Name:	Selling HPE Aruba Networking Solutions
Exam Type:	Web-based
Duration:	1 hour
Number of Questions:	40
Passing Score:	70%

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q61-Q66):

NEW QUESTION # 61

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

- A. Being focused on budget and price-per-unit.
- B. Preferring in-house support and maintenance.
- C. Reducing operational risk.
- D. Preferring to use network equipment beyond typical refresh cycles.

Answer: C

Explanation:

The correct answer is D because HPE GreenLake for Networking is designed for organizations seeking-as-a-service consumption models that deliver flexibility, scalability, and reduced operational risks. Customers benefit from predictable monthly costs, reduced CapEx burden, and the ability to scale capacity on demand. Additionally, GreenLake incorporates HPE's expertise in monitoring, managing, and supporting infrastructure, which lowers operational risk by offloading routine management tasks to experts.

NEW QUESTION # 62

What is one way that HPE Aruba Networking Central Client Insights helps customers minimize risks?

- A. It enables zero trust security for a remote workforce by replacing the traditional virtual private network (VPN).
- **B. It helps customers implement a ZTNA strategy by applying least-privilege access controls to each device, based on high confidence in device.**
- C. It acts as a central repository for security events, logs, metrics, and other information collected by HPE Aruba Networking devices and third-party security solutions.
- D. It integrates with HPE Aruba Networking Fabric Composer to automatically configure the correct distributed firewall policies for a particular customer's environment.

Answer: B

Explanation:

The correct answer is B because HPE Aruba Networking Central Client Insights provides advanced device discovery, profiling, and classification, giving IT high confidence in the identity of each connected endpoint. This enables enforcement of least-privilege access policies, which are foundational to Zero Trust Network Access (ZTNA).

NEW QUESTION # 63

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

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

Answer: D

Explanation:

The correct answer is D because CISOs are primarily focused on reducing business risk, minimizing the attack surface, and ensuring operational continuity. Instead of assuming that breaches will never occur, modern security strategies such as Zero Trust and SASE aim 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:

* A Preferred tools may be useful, but tool choice is not the main business outcome for CISOs—it's about risk reduction and continuity.

* B Restricting access to only the corporate campus is outdated in today's hybrid and remote-first environments.

* D Assuming 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 # 64

What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

- **A. They simplify the process of designing and selling network-as-a-service solutions to customers.**
- B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- C. They enable you to sell HPE Aruba Networking solutions not available as traditional purchases.

- D. They enable you to provide customers with fully customizable network-as-a-service solutions.

Answer: A

Explanation:

The correct answer is B because HPE GreenLake for Networking Service Packs are pre-defined bundles of network-as-a-service offerings that simplify how partners and customers can consume, design, and deliver network-as-a-service (NaaS). Instead of requiring custom design and lengthy proposals for every customer, Service Packs provide standardized offerings that accelerate adoption and make it easier for partners to sell NaaS consistently.

NEW QUESTION # 65

Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in accommodating the data shift from the edge to the main corporate data center.
- B. Struggles in optimizing overprovisioned networks for a lower load of edge devices.
- C. Difficulties making employees understand that accessing applications securely from home is impossible.
- **D. Difficulties providing secure, consistent connectivity for remote workers.**

Answer: D

Explanation:

The correct answer is C because one of the most pressing challenges created by the recent shift to hybrid and remote work is ensuring secure, consistent, and reliable connectivity for remote workers. Aruba addresses this with Zero Trust Network Access (ZTNA), SD-WAN, and Secure Service Edge (SSE) capabilities integrated into Aruba ESP. These solutions simplify secure remote access and deliver consistent user experiences regardless of location.

NEW QUESTION # 66

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