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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q10-Q15):

### NEW QUESTION # 10

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 Central with AI for networking helps customers discover and monitor all the devices connected to their network.
- 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: B**

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 # 11

Which Aruba solution is targeted primarily at small businesses?

- A. Aruba CX
- B. Aruba Central
- C. Aruba Instant On
- D. Aruba EdgeConnect

**Answer: C**

Explanation:

Aruba Instant On is designed for small businesses needing simple deployment and cloud-based management.

#### NEW QUESTION # 12

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. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- C. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.
- D. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.

**Answer: A**

Explanation:

The correct answer is C because Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs with least-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforces application- 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 # 13

Which key differentiator should be highlighted when selling Aruba networking solutions?

- A. Manual configuration only
- B. Proprietary hardware only
- C. No cloud support
- **D. AI-driven network insights**

**Answer: D**

Explanation:

Aruba integrates AI-powered analytics and automation in platforms like Aruba Central.

### NEW QUESTION # 14

Which Aruba solution supports location services and asset tracking?

- A. Aruba NetEdit
- B. Aruba ClearPass
- C. Aruba AirWave
- **D. Aruba Meridian**

**Answer: D**

Explanation:

Aruba Meridian location services platform enables indoor navigation, asset tracking, and location- based services.

### NEW QUESTION # 15

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