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HP Selling HPE Aruba Networking Solutions Sample Questions (Q49-Q54):

NEW QUESTION # 49
What topic would uncover whether a customer could have a use case for HPE Aruba Networking Zero Trust Security?

- A. How much the decision maker understands about how wireless encryption works.
- B. How much visibility and control the customer has over users and IoT devices on the network.
- C. How IT can improve the user experience for employees using their personal mobile devices.
- D. How IT needs to start focusing its security efforts on perimeter solutions, such as branch and data center firewalls.

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 # 50
A customer needs to deploy IoT more securely. How can HPE Aruba Networking solutions help the customer achieve this objective?

- A. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center.
- 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 is the only vendor to offer IoT-centric security solutions without incorporating partnerships.
- 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.

NEW QUESTION # 51
Your customer wants to move to a distributed data center architecture but has budget constraints this year. Which migration approach should you recommend?

- A. Install two switches that support the distributed data center architecture at the data center edge and route all traffic through those switches.
- B. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.
- C. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.
- D. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.

Answer: B

Explanation:
The correct answer is D because Aruba's recommended approach for data center modernization is incremental adoption--upgrading ToR (Top-of-Rack) switches rack by rack. This allows organizations with budget constraints to gradually gain the benefits of Aruba's distributed architecture, including Zero Trust segmentation, automation, and enhanced security, without requiring a full data center refresh at once. Each rack upgraded contributes to improved resiliency and security while staying within budget.

NEW QUESTION # 52
A customer expresses this key business objective of wanting to deploy IoT more securely. What is one way HPE Aruba Networking solutions help customers achieve this goal?

- A. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- B. HPE Aruba Networking solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.
- C. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- D. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center, where the IoT traffic is segmented and filtered to eliminate threats.

Answer: B

Explanation:
The correct answer isAbecause Aruba Networking solutions such asClearPass Device InsightandAruba Central Client Insightsare designed to discover, classify, and monitor IoT devices with high confidence.
Once identified, Aruba solutions applyrole-based and least-privilege access policiesautomatically, closing security gaps caused by unmanaged or unknown IoT devices. This is a critical business outcome for organizations that need to secure IoT without adding complexity.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba solutions provide full-spectrum visibility to automatically identify and classify IoT devices using AI/ML-based fingerprinting."
* "ClearPass Device Insight integrates with Aruba Central to deliver high-confidence device identification and policy recommendations for secure access."
* "Dynamic Segmentation enforces consistent, least-privilege policies for IoT, BYOD, and corporate devices, reducing risk without increasing operational complexity."
* "By automating IoT device discovery and access policy enforcement, Aruba simplifies secure IoT adoption at scale." Why the other options are incorrect:
* BFabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
* CAruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.
* DAruba does not market ICSA Labs certification for IoT inventory management-this is not part of its official solution positioning.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ClearPass Device Insight - Solution Overview
* Aruba Central Client Insights - Product Brief
* Aruba ESP Zero Trust Security for IoT - White Paper
* Aruba Dynamic Segmentation - Technical Guide

NEW QUESTION # 53
How does selling HPE GreenLake for Networking solutions benefit Channel partners?

- A. They can convert their existing customers to lease agreements to extend the customer engagement.
- B. They can include their company's services as part of an HPE GreenLake for Networking solution.
- C. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
- D. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.

Answer: B

Explanation:
The correct answer is D because HPE GreenLake for Networking is aconsumption-based, as-a- service model that allows channel partners to embed and sell their own services as part of the overall solution. This strengthens partner value by enabling differentiation,

recurring revenue streams, and deeper customer relationships.

NEW QUESTION # 54
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