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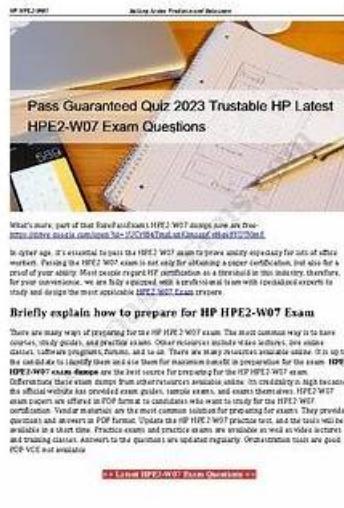

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q21-Q26):

NEW QUESTION # 21
You want to determine if a decision-maker might be interested in HPE Aruba Networking Central with AI for networking. What is a good topic to discuss?

- A. The need to accelerate network troubleshooting so IT can focus on strategic initiatives and innovation.
- B. The benefits of better aligning the data center IT operations team with the development team.
- C. The difference between machine learning and other forms of artificial intelligence (AI).
- D. The security benefits of applying intelligent access policies that follow users and devices.

Answer: A

Explanation:
The correct answer isBbecause Aruba Central with AI for Networking is designed to help IT organizations reduce the amount of time spent on manual troubleshooting and reactive network management. By leveraging AI-driven insights, anomaly detection, and prescriptive recommendations, Aruba Central allows IT to accelerate root cause identification, reduce mean-time-to-resolution (MTTR), and redirect resources toward innovation and strategic initiatives.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central delivers AI-powered troubleshooting and prescriptive recommendations, helping IT staff quickly identify issues and resolve them before they impact users."
* "By accelerating troubleshooting and reducing manual effort, IT teams can spend more time on strategic projects that drive innovation."
* "AI for Networking in Aruba Central reduces downtime by pinpointing root causes, recommending remediation, and automating fixes, shifting IT focus from firefighting to value creation." Why the other options are incorrect:
* AWhile Aruba leverages AI/ML, discussing the academic differences between machine learning and AI is not aligned to customer business outcomes and does not uncover interest in Central.
* CAligning IT and development teams is more of a DevOps/data center conversation, not Aruba Central's value proposition.
* DIntelligent access policies are a key part of Aruba ClearPass and Zero Trust, not the primary driver for Aruba Central AI discussions.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AI for Networking - Solution Overview
* Aruba ESP (Edge Services Platform) - Technical White Paper
* Aruba Central AIOps and Troubleshooting Acceleration - Product Brief
* Aruba AI-Powered Networking and Operations - Deployment Guide

NEW QUESTION # 22
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. Improving operational continuity by minimizing risks and attack surfaces.
- C. Ensuring that employees can only access resources from within the corporate campus.
- D. Planning network security so that they can assume no breach will ever occur.

Answer: B

Explanation:
The correct answer isCbecause CISOs are primarily focused onreducing business risk, minimizing the attack surface, and ensuring operational continuity.Instead of assuming that breaches will never occur, modern security strategies such asZero TrustandSASEaim 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:

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

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

* DAssuming 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 # 23

What is one business outcome that HPE Aruba Networking Dynamic Segmentation helps customers achieve?

- A. Optimizing performance using actionable recommendations provided by HPE Aruba Networking Central.
- B. Running network upgrades on a rolling basis to reduce downtime and maintenance windows.
- C. Separating different types of users' traffic without complex manual configuration.
- D. Pushing location-based services to many different types of wireless and Bluetooth clients.

Answer: C

Explanation:

The correct answer isAbecause Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applicationswithout requiring complex VLANs or manual configuration.It applies consistent security and access policies across wired and wireless networks, simplifying operations and ensuring least-privilege access.

Relevant extracts from official HPE Aruba Networking documentation:

* "Dynamic Segmentation eliminates the need for complex VLAN configurations by automatically applying role-based policies to users and devices wherever they connect."

* "By unifying policy enforcement across wired, wireless, and WAN, IT can securely segment traffic for IoT, guest, and employee devices without operational complexity."

* "Dynamic Segmentation enforces consistent access policies at the point of connection, reducing risk while simplifying day-to-day management."

* "Business outcomes include simplified operations, enhanced security, and reduced time-to-service for new devices and applications." Why the other options are incorrect:

* BOptimizing performance with AI recommendations is a function ofAruba Central AI for Networking, not Dynamic Segmentation.

* CLocation-based services are delivered throughAruba Meridianand WLAN infrastructure, not Dynamic Segmentation.

* DRolling upgrades with minimal downtime are enabled byAruba CX switches and AOS-CX features like hitless upgrades, not Dynamic Segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Dynamic Segmentation - Solution Overview

* Aruba ESP Security and Zero Trust - Technical White Paper

* Aruba ClearPass Policy Manager - Product Guide

* Aruba Edge Services Platform (ESP) - Solution Brief

NEW QUESTION # 24

Which advantage does HPE Aruba Networking Fabric Composer provide?

- A. It allows IT to provision both HPE Aruba Networking switches and APs.
- B. It provides visibility into both physical and virtual networks.
- C. It uses AI to detect issues and provide recommendations for addressing them.
- D. It dynamically reroutes traffic when bottlenecks occur on the network.

Answer: B

Explanation:

The correct answer isCbecauseHPE Aruba Networking Fabric Composeris specifically designed to deliver visibility and simplified management across both physical and virtualized network fabrics in data center environments.It integrates with virtualization platforms (e.g., VMware vSphere, NSX) to extend visibility into workloads and virtual machines, alongside physical switches and

fabrics. This unified visibility reduces operational complexity and ensures application performance.
Relevant extracts from HPE Aruba Networking documentation:
* "Aruba Fabric Composer is an intelligent, API-driven orchestration solution that provides end-to-end visibility across physical and virtual networks."
* "It enables IT teams to understand both physical topologies and virtualized workloads, reducing blind spots in data center operations."
* "The solution integrates with VMware and container platforms, giving IT unified insight and control over hybrid infrastructures."
Why the other options are incorrect:
* ADynamic rerouting of traffic is a function ofSD-WAN, not Fabric Composer.
* BAI-driven issue detection and recommendations are part ofAruba Central with AI Insights, not Fabric Composer.
* DFabric Composer is focused ondata center fabrics and virtualization visibility, not AP provisioning.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Fabric Composer - Solution Overview
* Aruba Data Center Networking Technical White Paper
* Aruba ESP in the Data Center - Study Guide
* Aruba Fabric Composer Integration with VMware - Technical Brief

NEW QUESTION # 25
How does selling HPE GreenLake for Networking solutions benefit Channel partners?

* A. They can include their company's services as part of an HPE GreenLake for Networking solution.
* B. They can convert their existing customers to lease agreements to extend the customer engagement.
* 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: A

Explanation:
The correct answer isDbecause HPE GreenLake for Networking is aconsumption-based, as-a-service modelthat 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.
Relevant extracts fromofficial HPE Aruba Networking documentation:
* "HPE GreenLake for Networking enables partners to include their own managed services, professional services, and support as part of the customer's subscription."
* "With GreenLake, partners can move beyond one-time transactions and establish long-term engagements with recurring revenue opportunities."
* "Channel partners gain differentiation by tailoring HPE GreenLake offers to align with their own expertise and service portfolios."
* "This consumption model allows partners to deliver end-to-end solutions that combine Aruba technology with their company's services, enhancing customer value." Why the other options are incorrect:
* AAruba networking solutions are still available via traditional purchase models; GreenLake is an additional consumption option, not an exclusive one.
* BGreenLake is not about lease agreements-it is a true consumption-based, pay-as-you-use model.
* CWhile cost efficiency may be realized, GreenLake is not positioned as a "lower price per unit" offer but as a flexible, scalable, and service-inclusive consumption model.
References (HPE Aruba Networking Solutions / Study Guides):
* HPE GreenLake for Networking - Solution Overview
* Aruba ESP with GreenLake Consumption - Technical White Paper
* HPE Partner Ready for Networking - GreenLake Partner Guide
* Aruba GreenLake Business Outcomes - Product Brief

NEW QUESTION # 26
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