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HP Selling HPE Aruba Networking Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17

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

- A. Difficulties providing secure, consistent connectivity for remote workers.
- B. Struggles in optimizing overprovisioned networks for a lower load of edge devices.
- C. Struggles in accommodating the data shift from the edge to the main corporate data center.

- D. Difficulties making employees understand that accessing applications securely from home is impossible.

Answer: A

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.

Relevant extracts from official HPE Aruba Networking documentation:

* "The expansion of remote work has created the challenge of delivering secure, reliable connectivity for users outside the corporate perimeter."

* "Aruba's EdgeConnect SD-WAN and ZTNA solutions provide consistent access and enforce least-privilege policies to secure remote connectivity."

* "By combining Zero Trust, SASE, and AI-powered WAN optimization, Aruba ensures remote workers experience the same level of performance and security as they would on campus."

* "This addresses one of the top customer priorities: maintaining business continuity while supporting a distributed workforce." Why the other options are incorrect:

* A The challenge is not about data moving to the corporate data center—modern architectures are distributed and cloud-first.

* B Networks today face underprovisioning and overutilization due to IoT and remote traffic, not overprovisioned networks with fewer edge devices.

* D This is not a valid business challenge—Aruba enables secure access from home, it does not assume it's impossible.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba ESP for Remote Workforce - Solution Overview

* Aruba ZTNA and Secure Access Service Edge (SASE) - White Paper

* Aruba EdgeConnect SD-WAN for Remote Work - Product Brief

* Aruba ESP Zero Trust and Business Continuity - Executive Guide

NEW QUESTION # 18

You are meeting with a data center manager about upgrading switches in the data center. Which topic should you discuss to start the conversation about HPE Aruba Networking CX switches?

- A. The need to secure IoT devices so they cannot be used in cyber attacks.
- B. Whether the customer knows how many devices are connected in the data center.
- C. Need for advanced, location-based services to enhance users' experiences.
- **D. Challenges with implementing zero trust security in the data center.**

Answer: D

Explanation:

The most effective way to open a data-center switching discussion for HPE Aruba Networking CX is to lead with zero-trust and east-west security outcomes. HPE Aruba positions its DC switching and fabric solutions around extending zero-trust segmentation into the data center and enforcing policy consistently across workloads. Relevant statements from official HPE Aruba materials include:

* "Expand Zero Trust into the data center with unified network and security policies delivering robust server and VM-level microsegmentation."

* "The CX 10000 extends Zero Trust segmentation deeper into the data center for any type of host."

* "EVPN-VXLAN natively enables segmenting groups of resources within the data center to support multi-tenancy and separation of hosts by role."

* "Zero Trust is a model in which no device, user, or network segment is inherently trustworthy and must be continuously verified."

Why D is correct (and the others are weaker openers for DC switching):

* A (location services) and C (IoT device security) are primarily campus/edge conversations and do not directly showcase Aruba CX data-center strengths.

* B (device counts) is basic visibility and does not immediately tie to Aruba's DC value differentiators.

* D maps directly to HPE Aruba's DC value proposition—Zero Trust, microsegmentation, EVPN-VXLAN fabrics, and distributed east-west security—providing a strong, business-relevant entry to discuss Aruba CX 9300/10000, Fabric Composer, and policy-driven segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

* HPE Aruba Networking: "Secure, AI-Ready Data Center Networking" (Solution/Portfolio Overview)

* HPE Aruba Networking CX 10000 Switch Series - "At-a-Glance / Data Sheet"

- * Aruba ESP Data Center Design - "Connectivity Design (Validated Solution Guide)"
- * Aruba Zero Trust Security - "Solution Overview / Technical White Paper"

NEW QUESTION # 19

What is one key feature that distinguishes HPE Aruba Networking EdgeConnect SD-WAN from other SD-WAN solutions?

- **A. HPE Aruba Networking EdgeConnect SD-WAN offers a higher quality of user experience and a simpler, more automated management experience than most competitors.**
- B. HPE Aruba Networking EdgeConnect SD-WAN can interconnect many sites while most competitors can only connect two or three.
- C. HPE Aruba Networking EdgeConnect SD-WAN offers specialized hardware and architectures for branches of different size rather than addressing those use cases with a single architecture.
- D. HPE Aruba Networking EdgeConnect SD-WAN ensures that all branch traffic passes through the data center for security purposes while many competitors allow branch traffic direct access to the Internet.

Answer: A

Explanation:

The correct answer is A because Aruba EdgeConnect SD-WAN differentiates itself with its focus on delivering superior user experience through application-aware routing, AI-powered automation, and centralized orchestration. Compared to competitors, it provides a simpler, more automated operational model that reduces complexity for IT teams while ensuring consistent performance for business-critical applications.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba EdgeConnect SD-WAN delivers a higher quality of experience by dynamically steering traffic across the best available path based on application performance and SLAs."
- * "With a unified orchestration platform, EdgeConnect simplifies WAN management and automates configurations, providing an operational experience that is easier and faster than most competitors."
- * "By leveraging AI-driven insights and automation, EdgeConnect ensures consistent performance while minimizing IT overhead."
- * "The solution is designed to provide both high application performance and simplified operations, aligning with enterprise needs for scale and agility." Why the other options are incorrect:
- * B is incorrect: EdgeConnect does not force all branch traffic through the data center; instead, it optimizes local breakout with security controls, which is a competitive advantage.
- * C is misleading: Site interconnect scalability is not the key differentiator versus competitors; most modern SD-WAN solutions can scale broadly.
- * D is incorrect: EdgeConnect does not rely on multiple architectures for different branch sizes; it uses a single unified platform to address various use cases.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba EdgeConnect SD-WAN - Solution Overview
- * Aruba ESP WAN Edge - Technical White Paper
- * Aruba EdgeConnect Competitive Positioning Guide
- * Aruba SD-WAN AIOps and Automation - Product Brief

NEW QUESTION # 20

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

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

Answer: A

Explanation:

The correct answer is C 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 # 21

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:

* A Scalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.

* B Aruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.

* D Lower 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 # 22

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