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Exam : **HPE2-W12**

Title : **Selling HPE Aruba
Networking Solutions**

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q44-Q49):

NEW QUESTION # 44

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

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

Answer: C

Explanation:

The correct answer is B because the foundation of Aruba's Zero Trust Security strategy is visibility, 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.

NEW QUESTION # 45

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

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

Answer: C

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 # 46

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. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.

- B. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.
- **C. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least-privilege policies.**
- D. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.

Answer: C

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 # 47

Which approach should you take when selling the value of AI for networking capabilities in HPE Aruba Networking Central?

- A. Focus on explaining the difference between machine learning and other forms of artificial intelligence.
- B. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.
- **C. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.**
- D. Show how it can better align the data center IT operations team with the application development team.

Answer: C

Explanation:

The correct answer is C because Aruba Central's AI for Networking capabilities focus on proactively detecting issues before they impact end-users, automating troubleshooting, and offering prescriptive recommendations for optimization. This messaging resonates with customers by highlighting tangible outcomes--reduced downtime, faster resolution, and improved IT efficiency.

NEW QUESTION # 48

A customer needs to secure IoT devices that cannot run traditional endpoint security software.

Which Aruba feature should be highlighted?

- A. NAT routing
- B. Manual ACL configuration
- **C. Dynamic Segmentation**
- D. Static VLANs

Answer: C

Explanation:

Dynamic segmentation automatically assigns policies and segmentation rules based on user or device identity.

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