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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q12-Q17):

NEW QUESTION # 12

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 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.

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:
  - \* A Wireless encryption knowledge is not a determining factor for Zero Trust adoption—it is too narrow and technical.
  - \* C Perimeter firewalls are legacy security strategies; Aruba stresses that Zero Trust must focus inside the network, not just at the perimeter.
  - \* D User 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 # 13**

What distinguishes HPE Aruba Networking EdgeConnect SD-WAN from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect SD-WAN integrates more fully with HPE Aruba Networking wired and mobility solutions.
- B. HPE Aruba Networking EdgeConnect SD-WAN embeds support for remote workers while HPE Aruba Networking SD-Branch does not.
- C. HPE Aruba Networking EdgeConnect SD-WAN supports LTE while HPE Aruba Networking SD-Branch does not.
- **D. HPE Aruba Networking EdgeConnect SD-WAN is the lead solution, offering the most advanced AI-optimized SD-WAN features.**

**Answer: D**

Explanation:

The correct answer is C because Aruba EdgeConnect SD-WAN is the flagship WAN edge solution delivering the most advanced and fully featured SD-WAN capabilities, including application-aware routing, dynamic path selection, WAN optimization, and integrated security (SASE/ZTNA). HPE Aruba explicitly positions EdgeConnect SD-WAN as the lead solution for enterprise WAN transformation, while SD-Branch is tailored for smaller branch sites requiring simpler deployments that unify WAN, LAN, and WLAN under a single architecture.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "EdgeConnect SD-WAN is the lead solution delivering the highest-performance, fully featured SD-WAN with AI-optimized capabilities."
- \* "SD-Branch simplifies branch deployments by integrating SD-WAN with LAN and WLAN, but EdgeConnect SD-WAN provides the advanced WAN functionality needed for complex enterprise environments."
- \* "With EdgeConnect, organizations gain advanced traffic steering, stateful firewalling, and deep application visibility that go beyond the capabilities of SD-Branch."
- \* "EdgeConnect SD-WAN is designed for enterprise WAN transformation, while SD-Branch is optimized for ease of management

and convergence at smaller sites." Why the other options are incorrect:

- \* A is incorrect: SD-Branch, not EdgeConnect SD-WAN, is more tightly integrated with Aruba's LAN /WLAN solutions.
- \* B is incorrect: Both EdgeConnect SD-WAN and SD-Branch can support LTE, so this is not a distinguishing factor.
- \* C is incorrect: Both solutions can support remote users, but remote workforce security is generally delivered through Aruba SSE/ZTNA solutions, not a unique feature of EdgeConnect SD-WAN.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba EdgeConnect SD-WAN - Solution Overview
- \* Aruba SD-Branch - Technical White Paper
- \* HPE Aruba Networking Competitive Guide: SD-WAN vs. SD-Branch
- \* Aruba ESP WAN Edge - Product Positioning Guide

## NEW QUESTION # 14

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 is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- C. 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.
- D. **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.**

### Answer: D

Explanation:

The correct answer is A because Aruba Networking solutions such as ClearPass Device Insight and Aruba Central Client Insights are designed to discover, classify, and monitor IoT devices with high confidence.

Once identified, Aruba solutions apply role-based and least-privilege access policies automatically, 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:
  - \* B. Fabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
  - \* C. Aruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.
  - \* D. Aruba 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 # 15

A senior IT manager tells you that she wants network admins to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking deliver the senior IT manager's desired outcome?

- A. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.
- B. **HPE Aruba Networking Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.**

- C. HPE Aruba Networking APs and switches rely on the Network Analytics Engine (NAE) to automate the onboarding of devices.
- D. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.

**Answer: B**

Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages machine learning-driven analytics and insights to automatically identify and resolve network performance issues. This minimizes the time IT teams spend on manual troubleshooting, allowing them to focus on strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba Central delivers AI-powered insights and prescriptive recommendations that help IT identify and resolve problems faster, reducing troubleshooting time from hours or days to minutes."

\* "By applying AI/ML and advanced analytics, Aruba Central proactively detects anomalies and provides root-cause analysis, minimizing downtime and freeing IT resources."

\* "AI for IT operations in Aruba Central accelerates troubleshooting with real-time network health insights and automated remediation guidance." Why the other options are incorrect:

\* B ClearPass is primarily for secure access control and policy enforcement, not network performance monitoring and troubleshooting.

\* C The Network Analytics Engine (NAE) is a built-in feature of Aruba CX switches for custom telemetry and automation, but it is not designed for broad troubleshooting acceleration across the entire network.

\* D UXI is a valuable solution for end-user experience monitoring, but it complements rather than replaces AI-driven troubleshooting across the full infrastructure. The senior IT manager's outcome of reducing admin troubleshooting time maps most directly to AI in Aruba Central.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Central AI for Networking - Solution Overview

\* Aruba ESP (Edge Services Platform) - Technical White Paper

\* Aruba AIOps for Centralized IT Operations - Deployment Guide

\* Aruba Central AI-Powered Troubleshooting and Root Cause Analysis - Product Brief

**NEW QUESTION # 16**

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 decreases complexity with its on-prem management platform.
- B. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.
- C. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.
- D. **HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.**

**Answer: D**

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.

\* 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 # 17

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