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HP Selling HPE Aruba Networking Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28

What topic would uncover whether or not a customer could have a use case for an HPE Aruba Networking Zero Trust Security?

- A. The reasons that internal users and devices are more trusted than external ones.
- B. The customer's requirements for encrypting data at rest on servers.
- C. How much the decision maker understands about technologies such as IPsec.
- D. The customer's processes for ensuring regulatory compliance.

Answer: A

Explanation:

The correct answer isAbecause Zero Trust Security is based on the principle thatno user, device, or network segment should be inherently trusted, regardless of whether it is internal or external.Aruba highlights that organizations still often assume internal traffic is more secure than external traffic, and this assumption creates a significant security gap. Identifying whether customers rely on this "trusted internal" model reveals a clear use case for Zero Trust adoption.

Relevant extracts from official HPE Aruba Networking documentation:

* "Zero Trust is a security model where no user, device, or application is implicitly trusted, whether inside or outside the network perimeter."
* "Traditional approaches assume internal devices and users are trustworthy, but Zero Trust eliminates this assumption by continuously authenticating and authorizing every entity."
* "Aruba Zero Trust Security focuses on visibility, control, and continuous monitoring to enforce least- privilege access across all devices-including unmanaged IoT-inside the network."
* "Organizations that still rely on implicit trust for internal users and devices are prime candidates for Zero Trust adoption." Why the other options are incorrect:
* BUnderstanding IPsec is a technical detail and does not uncover a Zero Trust use case.
* CRegulatory compliance is important but is not the primary driver for Zero Trust adoption-it is more about assurance and governance.
* DData-at-rest encryption is a storage/security requirement, not directly tied to network-based Zero Trust security principles.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Zero Trust Security - Solution Overview
* Aruba ESP (Edge Services Platform) - Security White Paper
* Aruba ClearPass and Client Insights - Technical Guide
* Aruba ESP Zero Trust and SASE Positioning - Product Brief

NEW QUESTION # 29

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

- A. Being focused on budget and price-per-unit.
- B. Preferring in-house support and maintenance.
- C. Preferring to use network equipment beyond typical refresh cycles.
- D. Reducing operational risk.

Answer: D

Explanation:

The correct answer isDbecauseHPE GreenLake for Networkingis designed for organizations seekingas-a- service consumption modelsthat deliver flexibility, scalability, and reduced operational risks. Customers benefit from predictable monthly costs, reduced CapEx burden, and the ability to scale capacity on demand.

Additionally, GreenLake incorporatesHPE's expertise in monitoring, managing, and supporting infrastructure, which lowers operational risk by offloading routine management tasks to experts.

Relevant extracts from HPE Aruba Networking documentation:

* "GreenLake for Networking helps customers reduce operational risk by combining Aruba solutions with consumption-based IT models that are fully managed and supported."
* "Organizations adopt GreenLake when they want to avoid the risks of overprovisioning or underprovisioning infrastructure, while maintaining agility and financial flexibility."
* "GreenLake delivers networking-as-a-service, aligning costs with actual usage and shifting risk away from the customer's IT operations team."
* "The primary opportunity arises with customers seeking to lower operational risk while gaining predictable costs and simplified lifecycle management." Why the other options are incorrect:
* APrice-per-unit focus does not align with consumption models like GreenLake, which emphasize service value and outcomes, not

unit pricing.
* BGreenLake isdelivered and supported by HPE/partners, not designed for organizations preferring fully in-house operations.
* CUsing equipment beyond refresh cycles isoppositeof GreenLake's model, which ensures technology remains current without heavy upfront investments.
References (HPE Aruba Networking Solutions / Study Guides):
* HPE GreenLake for Aruba Networking - Solution Overview
* HPE GreenLake for Networking Technical White Paper
* Aruba ESP and GreenLake Consumption Models - Study Guide
* HPE GreenLake Customer Benefits Guide

NEW QUESTION # 30
What is one way organizations can ensure their wireless network is always available?

- A. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- B. Enable device profiling on the APs to prioritize wireless access for top users and applications.
- C. Connect APs to HPE Aruba Networking CX switches and configure device profiling to prioritize delivering PoE to the APs.
- D. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.

Answer: D

Explanation:
The correct answer isBbecause ClearPass Device Insight providescontinuous visibility and profiling of all devices-including IoT, BYOD, and managed endpoints-on the network. By proactively detecting unknown, rogue, or misbehaving devices before they cause service or security issues, organizations can ensure higher wireless availability and operational continuity.
Relevant extracts fromofficial HPE Aruba Networking documentation:
* "ClearPass Device Insight leverages machine learning and crowdsourced device fingerprints to automatically discover, classify, and monitor all devices connected to the network."
* "With proactive detection of abnormal behavior, IT can address issues before they affect network availability or security."
* "Device Insight closes visibility gaps by identifying unmanaged IoT and BYOD devices, reducing risks that could otherwise disrupt wireless service."
* "This proactive approach ensures that the wireless network remains resilient and available to support business-critical users and applications." Why the other options are incorrect:
* ADevice profiling on APs alone cannot guarantee availability; it is part of traffic management, not proactive issue detection.
* CPoE prioritization ensures APs have power but does not address ongoing availability challenges like rogue devices or abnormal behavior.
* DClearPass Policy Manager enforces access control policies but does not provide proactive device visibility and anomaly detection to maintain availability.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ClearPass Device Insight - Solution Overview
* Aruba ESP Zero Trust Security and Visibility - White Paper
* Aruba ClearPass and Central Integration - Technical Guide
* Aruba Proactive Device Security and Monitoring - Product Brief

NEW QUESTION # 31
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 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 is the only vendor to offer endpoint security agents specifically designed for IoT devices.

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 # 32

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

Answer: C

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 # 33

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