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

NEW QUESTION # 12
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 only vendor to offer endpoint security agents specifically designed for IoT devices.
- B. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- 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 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 # 13
Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Difficulties providing secure, consistent connectivity for remote workers.
- B. Difficulties making employees understand that accessing applications securely from home is impossible.
- C. Struggles in accommodating the data shift from the edge to the main corporate data center.
- D. Struggles in optimizing overprovisioned networks for a lower load of edge devices.

Answer: A

Explanation:
The correct answer isCbecause one of the most pressing challenges created by the recent shift to hybrid and remote work isensuring secure, consistent, and reliable connectivity for remote workers.Aruba addresses this withZero 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:
* AThe challenge is not about data moving to the corporate data center-modern architectures are distributed and cloud-first.
* BNetworks today face underprovisioning and overutilization due to IoT and remote traffic, not overprovisioned networks with

fewer edge devices.

* DThis 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 # 14

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. Challenges with implementing zero trust security in the data center.
- D. Need for advanced, location-based services to enhance users' experiences.

Answer: C

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 # 15

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 isCbecause Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs withleast-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforcesapplication- 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:
* AScalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
* BAruba 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 # 16
What is one security feature that acts as a distinguishing value of HPE Aruba Networking Central?

- A. A stateful firewall to filter VM-to-VM traffic in the data center.
- B. Ability to encrypt traffic in the wireless network.
- C. Filtering of remote users' access to SaaS applications to prevent data loss.
- D. AI-based security recommendations for firmware upgrades.

Answer: D

Explanation:
The correct answer isDbecause Aruba Central leveragesAI-driven security intelligenceto provide proactive recommendations, including firmware and configuration updates, to mitigate vulnerabilities and strengthen overall network security. This capability distinguishes Central by combiningAI for networking (AIOps)with security posture management, ensuring that networks remain resilient against emerging threats.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central delivers AI-based security recommendations to identify configuration gaps and suggest firmware updates that address known vulnerabilities."
* "AI Insights proactively highlight risks and provide prescriptive remediation guidance, reducing exposure and improving compliance with Zero Trust frameworks."
* "Security recommendations in Central allow IT administrators to preview and apply changes that minimize risk without manual research or analysis."
* "By combining AI-driven analytics with automated security posture management, Aruba Central simplifies protecting distributed networks." Why the other options are incorrect:
* AStateful firewalling for VM-to-VM traffic is adata center CX 10000feature, not Aruba Central.
* BTraffic encryption in wireless networks is provided through Wi-Fi security standards (e.g., WPA3), not a Central-specific differentiator.
* CFiltering SaaS access is typically part of Secure Access Service Edge (SASE) or ZTNA solutions, not Aruba Central's native role.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AI-Powered Security and Operations - Solution Overview
* Aruba ESP Zero Trust and Security Posture Management - White Paper
* Aruba Central AI Insights and Recommendations - Product Brief
* Aruba Central Security Automation and Compliance - Deployment Guide

NEW QUESTION # 17
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