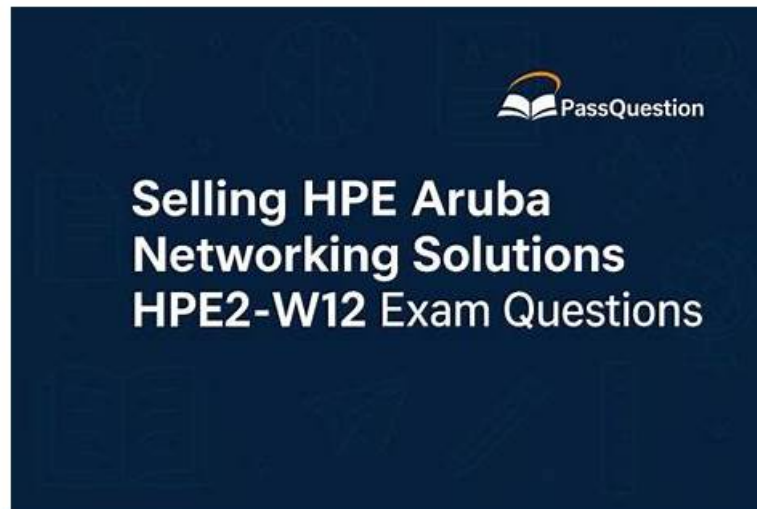


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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q23-Q28):

### NEW QUESTION # 23

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 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 first vendor to achieve ICSA Labs' certification for IoT inventory management.

**Answer: B**

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 ICSC 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 # 24

What is one business outcome that HPE Aruba Networking Dynamic Segmentation helps customers achieve?

- A. Optimizing performance using actionable recommendations provided by HPE Aruba Networking Central.
- **B. Separating different types of users' traffic without complex manual configuration.**
- C. Pushing location-based services to many different types of wireless and Bluetooth clients.
- D. Running network upgrades on a rolling basis to reduce downtime and maintenance windows.

**Answer: B**

Explanation:

The correct answer is B because Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applications without requiring complex VLANs or manual configuration. It applies consistent security and access policies across wired and wireless networks, simplifying operations and ensuring least-privilege access.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Dynamic Segmentation eliminates the need for complex VLAN configurations by automatically applying role-based policies to users and devices wherever they connect."

\* "By unifying policy enforcement across wired, wireless, and WAN, IT can securely segment traffic for IoT, guest, and employee devices without operational complexity."

\* "Dynamic Segmentation enforces consistent access policies at the point of connection, reducing risk while simplifying day-to-day management."

\* "Business outcomes include simplified operations, enhanced security, and reduced time-to-service for new devices and applications." Why the other options are incorrect:

\* B Optimizing performance with AI recommendations is a function of Aruba Central AI for Networking, not Dynamic Segmentation.

\* C Location-based services are delivered through Aruba Meridian and WLAN infrastructure, not Dynamic Segmentation.

\* D Rolling upgrades with minimal downtime are enabled by Aruba CX switches and AOS-CX features like hitless upgrades, not Dynamic Segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Dynamic Segmentation - Solution Overview

\* Aruba ESP Security and Zero Trust - Technical White Paper

\* Aruba ClearPass Policy Manager - Product Guide

\* Aruba Edge Services Platform (ESP) - Solution Brief

## NEW QUESTION # 25

What is one advantage of HPE Aruba Networking private 5G?

- A. Organizations can manage their 5G network with HPE Aruba Networking Fabric Composer.
- **B. It provides a complete solution for ultra-reliable, high-performance connectivity.**
- C. It simplifies deployment by providing a one-size-fits-all solution.
- D. Organizations can repurpose their existing HPE Aruba Networking APs for private 5G.

**Answer: B**

Explanation:

The correct answer is B because HPE Aruba Networking private 5G delivers a comprehensive solution for ultra-reliable, high-performance wireless connectivity. It is designed for environments where Wi-Fi alone may not be sufficient, such as industrial IoT, manufacturing, ports, healthcare, and large-scale enterprise campuses. The solution ensures low latency, high availability, and secure connectivity tailored for mission-critical applications.

Relevant extracts from HPE Aruba Networking documentation:

\* "Aruba Private 5G provides a complete solution, including core, radios, SIM/eSIM management, and integration with Aruba Central, to deliver high-performance wireless connectivity."

\* "The solution addresses use cases that require ultra-reliable, high-throughput, and low-latency performance."

\* "Private 5G complements Aruba Wi-Fi by extending coverage, capacity, and reliability in environments with demanding requirements."

\* "HPE GreenLake for Private 5G delivers a fully integrated solution as-a-service, simplifying adoption while ensuring enterprise-grade performance." Why the other options are incorrect:

\* A Private 5G is not a one-size-fits-all; it is tailored for enterprise use cases with flexible deployment options.

\* B Aruba Wi-Fi APs cannot be repurposed for private 5G; 5G requires dedicated radios and infrastructure.

\* D Fabric Composer manages data center fabrics, not private 5G networks. Private 5G management is integrated into Aruba Central and HPE GreenLake platforms.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Private 5G Solution Overview

\* HPE GreenLake for Private 5G Technical White Paper

\* Aruba ESP: Integrating Wi-Fi and Private 5G - Study Guide

\* Aruba Networking for Mission-Critical Wireless - Technical Brief

## NEW QUESTION # 26

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

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

**Answer: A**

Explanation:

The correct answer is A 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.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba Central uses AI/ML to identify anomalies and potential problems before they affect users, reducing mean time to resolution and preventing service disruptions."

\* "With AI Insights and AI Assist, Aruba Central automates troubleshooting and eliminates repetitive manual tasks for IT teams."

\* "Central provides prescriptive recommendations and optimization tips that enable IT to deliver consistently better user and application experiences."

\* "By leveraging AI-driven analytics, IT teams shift from reactive troubleshooting to proactive operations, saving time and focusing on innovation." Why the other options are incorrect:

\* A Focusing on technical differences between AI and machine learning is not relevant for a customer value-driven discussion.

\* B Aligning IT and development teams is more of a DevOps discussion, not directly tied to Aruba Central's AI value.

\* C Intelligent access policies are part of Aruba Zero Trust and ClearPass solutions, not the primary selling point of Central's AI features.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Central AI for Networking - Solution Overview
- \* Aruba ESP AIOps - Technical White Paper
- \* Aruba Central AI Insights and AI Assist - Product Brief
- \* Aruba AI-Powered Network Operations - Deployment Guide

### NEW QUESTION # 27

What is one way that HPE Aruba Networking solutions close security gaps?

- A. They offload security filtering and access control to endpoints by deploying HPE Aruba Networking agents to them.
- **B. They make it easier for customers to define and apply consistent policies that follow users wherever they go.**
- C. They implement a strict traffic flow in which traffic always flows from the edge to gateways and firewall in the data center and then to its destination.
- D. They automate the deployment of predefined policies, which assign access rights based on users' and devices' location.

**Answer: B**

Explanation:

The correct answer is B because HPE Aruba Networking focuses on identity-based, role-driven policies that automatically follow users and devices across the network. This eliminates the need for manual reconfiguration of VLANs or ACLs, ensuring consistent policy enforcement across wired, wireless, and WAN environments. This dynamic, user- and device-centric approach is a cornerstone of Aruba's Zero Trust Security framework.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Dynamic Segmentation enforces consistent access and security policies that follow users and devices wherever they connect, across LAN, WLAN, and WAN."

\* "By applying role-based policies centrally, Aruba solutions eliminate inconsistencies and security gaps caused by static VLANs and manual ACLs."

\* "This approach ensures that policies are applied consistently regardless of location, device type, or connection method, reducing attack surfaces."

\* "Aruba Zero Trust Security extends policy enforcement across the enterprise, simplifying operations while closing security gaps."

Why the other options are incorrect:

\* A Aruba does not rely on endpoint agents for policy enforcement; instead, it uses agentless discovery, ClearPass, and role-based access.

\* B Aruba policies are not location-based; they are identity- and role-based, following the user/device everywhere.

\* C Aruba does not force all traffic through a central gateway (a traditional VPN/firewall model); it applies distributed enforcement at the point of access.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Dynamic Segmentation - Solution Overview
- \* Aruba ESP Zero Trust Security - White Paper
- \* Aruba ClearPass Policy Manager - Technical Guide
- \* Aruba Role-Based Access Control - Product Brief

### NEW QUESTION # 28

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