

# HP HPE2-W12 PDF Questions-Turn Your Exam Fear Into Confidence

SAP C\_TS462\_2021

SAP Certified Application Associate - SAP S/4HANA Sales 2021

3

- C. Settlement management
- D. Milestone billing

Answer: D

## NEW QUESTION # 81

Where can you control whether a material availability check can be performed? Note: There are 3 correct answers to this question.

- A. In the sales order item category
- B. In the customer master record
- C. In the schedule line category
- D. In the requirements class
- E. In the material master record

Answer: C,D,E

## NEW QUESTION # 82

You want to use billing as part of the sales process. Which organizational units must be configured?

Note:

There are 2 correct answers to this question.

- A. Sales organization
- B. Sales office
- C. Company code
- D. Operating concern

Answer: A,C

## NEW QUESTION # 83

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

### NEW QUESTION # 23

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- A. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- **B. Most HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.**
- C. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- D. HPE Aruba Networking Central communicates with specialized hardware devices, rather than APs, to deliver location-based services.

### Answer: B

Explanation:

The correct answer is A because Aruba Wi-Fi 6/6E/7 APs include an integrated GPS receiver that enables automatic self-location and positioning. This capability allows APs to place themselves on digital floor plans without manual entry, which accelerates deployment of Aruba Location Services in Aruba Central.

Relevant extracts from HPE Aruba Networking documentation:

- \* "Aruba Wi-Fi 6 and Wi-Fi 6E APs feature integrated GPS receivers that enable automated AP placement on maps in Aruba Central."
- \* "This self-locating capability sets Aruba APs apart from the competition, where AP placement is typically a manual process."
- \* "By automating AP map placement, Aruba reduces deployment time and ensures higher accuracy for location-based services such as indoor navigation, asset tracking, and IoT visibility." Why the other options are incorrect:
  - \* B Location-based services are delivered via APs with integrated GPS and cloud-based services in Aruba Central, not switches.
  - \* C While developer tools exist, GitHub scripts are not the defining feature of Aruba's differentiation in LBS.
  - \* D Aruba Central does not rely on external specialized devices; it uses Aruba APs with embedded GPS capabilities.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Location Services and GPS-Enabled APs - Technical Overview
- \* Aruba Central Deployment Guide - Indoor Location and Mapping
- \* Aruba Wi-Fi 6/6E AP Data Sheets - Integrated GPS Capabilities
- \* Aruba ESP Value Differentiators - Location-Based Services

### NEW QUESTION # 24

Your customer wants to move to a distributed data center architecture but has budget constraints this year.

Which migration approach should you recommend?

- **A. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.**
- B. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.
- C. Install two switches that support the distributed data center architecture at the data center edge and route all traffic through those switches.
- D. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.

### Answer: A

Explanation:

The correct answer is D because Aruba's recommended approach for data center modernization is incremental adoption-upgrading ToR (Top-of-Rack) switches rack by rack. This allows organizations with budget constraints to gradually gain the benefits of Aruba's distributed architecture, including Zero Trust segmentation, automation, and enhanced security, without requiring a full data center refresh at once. Each rack upgraded contributes to improved resiliency and security while staying within budget.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Aruba CX switches support a modular migration path, enabling customers to deploy rack by rack while extending automation and

security benefits with each deployment."

\* "Organizations can start small, upgrading specific racks or pods, and scale out over time to achieve a fully distributed architecture."

\* "By leveraging incremental upgrades, customers can adopt Zero Trust and distributed services without requiring a disruptive forklift replacement."

\* "This approach balances budget constraints with immediate benefits, allowing IT to progressively modernize their data center infrastructure." Why the other options are incorrect:

\* A Managing third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.

\* B Installing only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.

\* C Postponing migration provides no immediate security or operational benefits, delaying modernization unnecessarily.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba ESP Data Center Design and Migration Guide

\* Aruba CX Switching - Modern Data Center Transformation White Paper

\* Aruba Zero Trust and Distributed Services in the Data Center - Solution Brief

\* Aruba Fabric Composer and EVPN-VXLAN Adoption Guide

## NEW QUESTION # 25

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 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 much the decision maker understands about how wireless encryption works.

**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 # 26

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. **HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.**
- C. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.

- D. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.

**Answer: B**

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 # 27**

You are meeting with a potential customer for HPE Aruba Networking data center solutions. Which question best directs the conversation to the benefits of HPE Aruba Networking CX 10000?

- A. How are you securing IoT devices so they do not put your network at risk?
- B. What is your company's plan for recovering from a ransomware attack that targets your data center?
- **C. How are you protecting your data center network traffic from cyberattacks?**
- D. How would highly accurate location-based services benefit your organization in managing the data center?

**Answer: C**

Explanation:

The correct answer is A because the Aruba CX 10000 Switch Series is designed specifically to address east- west security in the data center by integrating stateful firewalling and distributed services directly into the top-of-rack switch. This provides protection for network traffic within the data center against cyberattacks such as lateral movement, ransomware spread, and insider threats.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "The Aruba CX 10000 with Pensando provides a unique ability to extend Zero Trust and distributed firewalling deep into the data center, securing traffic east-west at scale."
- \* "By embedding stateful security services directly in the switching fabric, the CX 10000 eliminates blind spots where east-west traffic would otherwise go unprotected."
- \* "Organizations can now protect critical workloads from advanced threats by applying segmentation and firewall policies closest to the application." Why the other options are incorrect:
  - \* B Securing IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.
  - \* C Ransomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.
  - \* D Location-based services are a WLAN and edge networking capability, not relevant to data center switching.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba CX 10000 Switch Series with Pensando - Product Overview / Data Sheet
- \* Aruba ESP Data Center Networking - Solution Overview
- \* Aruba Zero Trust and Distributed Services Architecture - Technical White Paper
- \* HPE Aruba Networking Competitive Positioning for Data Center Solutions

## NEW QUESTION # 28

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