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HP Selling HPE Aruba Networking Solutions Sample Questions (Q39-Q44):

NEW QUESTION # 39

An IT decision-maker wants to automate troubleshooting processes and ensure the network is optimized. Based on these requirements, which feature should you emphasize?

- A. HPE Aruba Networking Network Insight
- B. HPE Aruba Networking Dynamic Segmentation
- C. HPE Aruba Networking Fabric Composer
- D. HPE Aruba Networking ClearPass Policy Manager

Answer: A

Explanation:

The correct answer is D because Aruba Network Insight (part of Aruba Central's AIOps capabilities) is specifically designed to automate troubleshooting, detect anomalies, and provide optimization recommendations. It uses AI/ML-based analytics to reduce mean time to resolution (MTTR), optimize network performance, and proactively prevent issues before they impact users.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Network Insight leverages machine learning to automatically detect problems, recommend resolutions, and optimize performance across the network."
- * "By automating troubleshooting, IT teams spend less time firefighting and more time on strategic initiatives."
- * "Network Insight correlates user experience data with infrastructure performance to provide actionable recommendations."
- * "With AI-driven AIOps, Aruba Central reduces manual troubleshooting and ensures networks remain optimized." Why the other options are incorrect:
 - * A Dynamic Segmentation provides consistent role-based security policies, not troubleshooting automation.
 - * B Fabric Composer automates data center fabric operations, not network troubleshooting for campus/edge environments.
 - * C ClearPass Policy Manager enforces access policies but does not provide optimization or troubleshooting automation.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AIOps and Network Insight - Solution Overview
- * Aruba ESP AI-Powered Troubleshooting - White Paper
- * Aruba Central AI Insights and Recommendations - Product Brief
- * Aruba Central Network Optimization - Deployment Guide

NEW QUESTION # 40

What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

- A. They enable you to provide customers with fully customizable network-as-a-service solutions.
- B. They enable you to sell HPE Aruba Networking solutions not available as traditional purchases.
- C. They simplify the process of designing and selling network-as-a-service solutions to customers.
- D. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.

Answer: C

Explanation:

The correct answer is B because HPE GreenLake for Networking Service Packs are pre-defined bundles of network-as-a-service offerings that simplify how partners and customers can consume, design, and deliver network-as-a-service (NaaS). Instead of requiring custom design and lengthy proposals for every customer, Service Packs provide standardized offerings that accelerate adoption and make it easier for partners to sell NaaS consistently.

Relevant extracts from HPE Aruba Networking documentation:

- * "GreenLake Service Packs simplify the design, sale, and deployment of NaaS by providing pre-defined packages for different customer needs."
- * "These Service Packs accelerate time-to-value by offering ready-to-deploy solutions aligned to common customer requirements."
- * "Service Packs reduce complexity in NaaS transactions, making it easier for partners to design, price, and deliver GreenLake solutions."
- * "With HPE GreenLake for Networking, partners can streamline NaaS offerings and customers can adopt consumption-based models faster." Why the other options are incorrect:
 - * A Intelligent Operations is not tied to discounted pricing through Service Packs.
 - * C Service Packs are standardized, not fully customizable; customization is available through broader GreenLake engagements.
 - * D GreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify how existing Aruba solutions are consumed as-a-service.

References (HPE Aruba Networking Solutions / Study Guides):

- * HPE GreenLake for Aruba Networking Service Packs - Solution Overview
- * Aruba ESP and NaaS Consumption Models - Study Guide
- * HPE Partner Enablement for GreenLake Networking - Technical Guide
- * HPE GreenLake Service Packs for Networking - Business Value Brief

NEW QUESTION # 41

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

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

Answer: B

Explanation:

The correct answer is B 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 # 42

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 needs to start focusing its security efforts on perimeter solutions, such as branch and data center firewalls.
- D. How IT can improve the user experience for employees using their personal mobile devices.

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 # 43

An IT security admin's priority is to manage the security risks from a growing number of personal and IoT devices on the network. Which feature of HPE Aruba Networking Central should you emphasize?

- A. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.
- B. **HPE Aruba Networking Device Insight provides real-time visibility and monitoring of all devices connected to the network.**
- C. HPE Aruba Networking Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- D. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.

Answer: B

Explanation:

The correct answer is A because Aruba Central with Device Insight provides real-time discovery, classification, and monitoring of all connected devices—including IoT, BYOD, and corporate endpoints.

This visibility is essential for identifying unmanaged or rogue devices, applying role-based access, and minimizing risks that come from a rapidly expanding device landscape.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Device Insight in Aruba Central uses AI/ML to automatically discover and profile all devices, including IoT and personal endpoints, with high confidence."
- * "By providing continuous visibility and monitoring, Device Insight enables IT to detect rogue or misbehaving devices before they become a threat."
- * "Central integrates with ClearPass to enforce least-privilege access policies based on device type and context."
- * "This capability helps security admins close blind spots and manage risks associated with the proliferation of IoT and unmanaged devices." Why the other options are incorrect:
 - * B GreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.
 - * C Unified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.
 - * D SD-WAN does not solve the IoT/personal device visibility challenge; it is focused on WAN optimization and security.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Device Insight - Solution Overview
- * Aruba ESP Zero Trust Security for IoT - White Paper
- * Aruba Central and ClearPass Integration - Technical Guide
- * Aruba Client and Device Visibility - Product Brief

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