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HP Selling HPE Aruba Networking Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13
A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking deliver the senior IT manager's desired outcome?

- A. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.
- B. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- C. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- D. HPE Aruba Networking Central with AI for Networking accelerates troubleshooting by providing insights and recommendations that help remedy issues.

Answer: D

Explanation:
The correct answer isDbecause Aruba Central with AI for Networking leveragesmachine learning and AI- powered insightsto accelerate troubleshooting, provide root-cause analysis, and deliver prescriptive recommendations. This reduces the time IT staff spends on manual problem-solving, freeing them to focus on innovation and strategic initiatives.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central with AIOps accelerates troubleshooting by automatically identifying anomalies, pinpointing root causes, and providing prescriptive recommendations."
* "By reducing mean time to resolution (MTTR), Aruba Central enables IT teams to shift focus from reactive firefighting to proactive innovation."
* "AI Insights and AI Assist capabilities within Central simplify operations by automating repetitive tasks and providing contextual recommendations to resolve issues quickly."
* "This ensures that network performance issues are addressed before they affect users, minimizing downtime and IT overhead."
Why the other options are incorrect:
* AClearPass focuses on access control and policy enforcement, not AI-driven troubleshooting acceleration.
* BUXI provides valuable end-user experience monitoring but does not deliver AI-driven root cause analysis across the infrastructure.
* CAutomated onboarding is not the primary driver of reducing troubleshooting time-it's about operational AI for problem detection and resolution in Central.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AIOps and Troubleshooting - Solution Overview
* Aruba ESP (Edge Services Platform) - Technical White Paper
* Aruba AI Insights and AI Assist - Product Brief
* Aruba Central AI-Powered Operations - Deployment Guide

NEW QUESTION # 14
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 difference between machine learning and other forms of artificial intelligence (AI).
- D. The need to accelerate network troubleshooting so IT can focus on strategic initiatives and innovation.

Answer: D

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 # 15
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. HPE Aruba Networking Central communicates with specialized hardware devices, rather than APs, to deliver location-based services.
- C. Most HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
- D. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.

Answer: C

Explanation:
The correct answer isAbecause Aruba Wi-Fi 6/6E/7 APs include anintegrated GPS receiverthat enables automatic self-location and positioning. This capability allows APs to place themselves on digital floor plans without manual entry, which accelerates deployment ofAruba Location Servicesin 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:
* BLocation-based services are delivered via APs with integrated GPS and cloud-based services in Aruba Central, not switches.
* CWhile developer tools exist, GitHub scripts arenot the defining featureof Aruba's differentiation in LBS.
* DAruba 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 # 16
Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

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

Answer: A

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 # 17

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

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

Answer: C

Explanation:

The correct answer isAbecause Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applicationswithout 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:

* BOptimizing performance with AI recommendations is a function ofAruba Central AI for Networking, not Dynamic Segmentation.

* CLocation-based services are delivered throughAruba Meridianand WLAN infrastructure, not Dynamic Segmentation.

* DRolling upgrades with minimal downtime are enabled byAruba 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 # 18

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