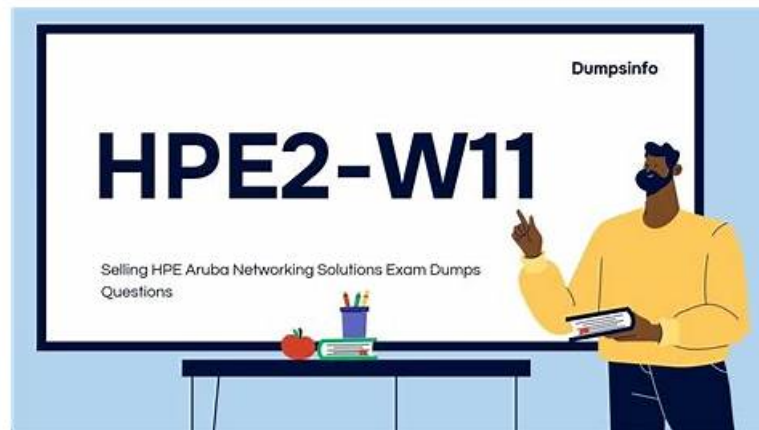


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q40-Q45):

NEW QUESTION # 40

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 shrinks the attack surface by automatically creating and applying least- privilege policies.
- B. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- C. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.
- D. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.

Answer: A

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 # 41

What topic would uncover whether or not a customer could have a use case for an HPE Aruba Networking Zero Trust Security?

- A. The customer's processes for ensuring regulatory compliance.
- B. The customer's requirements for encrypting data at rest on servers.
- C. How much the decision maker understands about technologies such as IPsec.
- **D. The reasons that internal users and devices are more trusted than external ones.**

Answer: D

Explanation:

The correct answer is A because Zero Trust Security is based on the principle that no user, device, or network segment should be inherently trusted, regardless of whether it is internal or external. Aruba highlights that organizations still often assume internal traffic is more secure than external traffic, and this assumption creates a significant security gap. Identifying whether customers rely on this "trusted internal" model reveals a clear use case for Zero Trust adoption.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Zero Trust is a security model where no user, device, or application is implicitly trusted, whether inside or outside the network perimeter."
 - * "Traditional approaches assume internal devices and users are trustworthy, but Zero Trust eliminates this assumption by continuously authenticating and authorizing every entity."
 - * "Aruba Zero Trust Security focuses on visibility, control, and continuous monitoring to enforce least-privilege access across all devices-including unmanaged IoT-inside the network."
 - * "Organizations that still rely on implicit trust for internal users and devices are prime candidates for Zero Trust adoption." Why the other options are incorrect:
 - * B Understanding IPsec is a technical detail and does not uncover a Zero Trust use case.
 - * C Regulatory compliance is important but is not the primary driver for Zero Trust adoption-it is more about assurance and governance.
 - * D Data-at-rest encryption is a storage/security requirement, not directly tied to network-based Zero Trust security principles.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba Zero Trust Security - Solution Overview
 - * Aruba ESP (Edge Services Platform) - Security White Paper
 - * Aruba ClearPass and Client Insights - Technical Guide
 - * Aruba ESP Zero Trust and SASE Positioning - Product Brief

NEW QUESTION # 42

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

- A. Show how it can better align the data center IT operations team with the application development team.
- B. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.

- C. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.
- D. Focus on explaining the difference between machine learning and other forms of artificial intelligence.

Answer: C

Explanation:

The correct answer is D 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 AI Ops - Technical White Paper
- * Aruba Central AI Insights and AI Assist - Product Brief
- * Aruba AI-Powered Network Operations - Deployment Guide

NEW QUESTION # 43

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 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.
- B. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- C. 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.
- D. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.

Answer: C

Explanation:

The correct answer is C 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 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 # 44

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

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

Answer: B

Explanation:

The correct answer is B because HPE GreenLake for Networking is designed for organizations seeking a service consumption model that delivers 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 incorporates HPE'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:

* A Price-per-unit focus does not align with consumption models like GreenLake, which emphasize service value and outcomes, not unit pricing.

* B GreenLake is delivered and supported by HPE/partners, not designed for organizations preferring fully in-house operations.

* C Using equipment beyond refresh cycles is opposite of 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 # 45

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