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QUESTION 1

Which challenge is introduced by an increasing number of IoT devices on the network?

- A. As more potentially insecure devices connect from within, traditional perimeter solutions are no longer sufficient.
- B. Because most IoT devices come with built in security, IT staff needs to be trained in those protocols and security software suites.
- C. Devices are proliferating, while IoT deployments remain too immature to offer real business value to enterprises at this time.
- D. Very few IoT devices support wireless and IP technologies, making it difficult to integrate them in the wireless network.

Correct Answer: A

QUESTION 2

Through qualifying questions, you have determined that your customer is struggling with visibility into what is on the network.

What is one advantage of Aruba ClearPass that you should emphasize to this customer?

- A. Aruba ClearPass protects the perimeter with a role-based and application-aware firewall that ensures the security of all user traffic from malicious attacks.
- B. Aruba ClearPass pins down performance issues with unmatched benchmarking and Wi-Fi Performance Scores
- C. Aruba ClearPass ties every user and device to an IP address and assigns it an Entity360 Risk Score to assess its threat level
- D. Aruba ClearPass profiles and fingerprints all devices and shows device OS version, MAC address and manufacturer information

Correct Answer: A

QUESTION 3

How can Aruba AirWave and its unique feature set help you to increase your sales pipeline?

- A. With the managed services option, you can use AirWave to add an additional revenue stream to your business.
- B. Because AirWave is required for the Aruba role-based firewall to work, you should be able to add it on to all wireless solution sales.
- C. AirWave's cloud-based management model attracts customers who traditionally avoid deploying management solutions.
- D. Multivendor network management can provide you with entry into competitive accounts and ease the transition to Aruba solutions.

Correct Answer: C

QUESTION 4

A customer requires a highly secure network solution, and you have proposed an Aruba controller-based solution and Aruba switches. What is one security benefit that the controllers provide?

- A. They can detect intrusion attempts based on machine learning (ML).
- B. They can create a baseline of normal wireless device behavior and detect anomalies.
- C. They can provide secure SNMPv3-based management for the Aruba switches.
- D. They can apply role-based firewall policies to wireless and wired traffic.

Correct Answer: D

QUESTION 5

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution.

What is one topic that you should discuss?

- A. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- B. how IT prioritizes unified management and integrating wired and wireless access
- C. how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Correct Answer: D

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