HPE aruba networking

Selling Aruba Products and Solutions

Exam description

This exam assesses knowledge of Aruba customers and the Aruba Portfolio required to sell HPE Aruba products and solutions.

Ideal candidate for this exam

Sales individuals who prospect and qualify networking customers, recommending Aruba solutions to meet the customer's challenges. The ideal candidate would have a basic understanding of networking concepts and technology.

Exam contents

This exam has 50 questions. Here are types of questions to expect:
- Multiple choice (multiple responses)
- Multiple choice (single response)

Exam ID	HPE2-W02
Exam type	Web based
Exam duration	1 hour 15 minutes
Exam length	50 questions
Passing score	70%
Delivery languages	Brazilian Portuguese, Russian, German, French, Simplified Chinese, Korean, Japanese, English, Latin American Spanish

Register for this Exam
You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry-standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course alone does not ensure you will pass the exam.
- Read this HPE Exam Preparation Guide and follow its recommendations.
- Visit HPE Press for additional reference materials, study guides, practice tests, and HPE books.
- To study for the exam it is recommended that you download and review the course study materials at the link provided in the course "Resources" section. The link will take you to HPE Press. You will be prompted to download an e-reader of your choice so you can download and view the content. The e-reader and course study materials are free of charge.

Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
25%	**Understand the Business Opportunity with Aruba** • Explain the value and differentiating features of Aruba • Describe the technology and markets (such as Internet of Things, mobility, data and apps, cloud, software-defined) that are influencing companies' business transformations • Describe addressable markets for Aruba solutions
40%	**Understand How to Position Aruba Mobile First Solutions** • Describe how key features and functionalities of Aruba Mobile First solutions help customers meet business requirements and compete more effectively in their marketplace • Describe Aruba Mobile First solutions' differentiating features and the relevant competitive landscape
35%	**Qualify Aruba Opportunities** • Explain key use cases for Aruba Mobile First Solutions and position the appropriate solution for a particular use case • Qualify opportunities for selling Aruba Mobile First Solutions to new and existing customers • Recognize Aruba opportunities in vertical markets: Financial Services, K-12, Higher Ed, Retail, Healthcare, Hospitality, and Enterprise • Identify and overcome barriers and objections by distinguishing Aruba Mobile First solutions

For more information

Contact our program

Information is as of October 2020, Revision 9