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IASPStrategy Planning Professional Exam Sample Questions (Q119-Q124):

NEW QUESTION # 119

How often should key stakeholders have access to project status information?

- A. At key milestone markers
- B. When the outcomes are achieved
- C. Anytime they want
- D. When decisions are required

Answer: A

Explanation:

Providing key stakeholders with project status updates at key milestone markers balances transparency and efficiency. Regular, milestone-based reporting keeps stakeholders informed at critical junctures when decisions or resource commitments may be

necessary, without overwhelming them with constant information.

The IASP SPP curriculum emphasizes structured communication plans as part of effective strategy implementation, ensuring stakeholders remain engaged and informed in a timely, manageable way. While access on demand (option C) may seem ideal, practical constraints and information overload make milestone reporting the most effective approach. #IASP SPP Study Guide - Communication in Implementation# #PMBOK Guide#

NEW QUESTION # 120

Which of the following best describes a marketing strategy?

- A. Drives the operation's strategy
- B. Addresses the best way to achieve the overall business strategy, competitive advantage in a sustainable way
- C. Defines the organization's product market focus
- D. Must be established first before other strategies are set

Answer: C

Explanation:

A marketing strategy primarily defines the organization's product market focus, specifying target markets, positioning, and customer value propositions. While marketing supports business strategy, it is a subset focused on market-related decisions. The IASP SPP curriculum explains that marketing strategy aligns with but does not precede or override overall business strategy. Operations strategy may be influenced but not driven solely by marketing. #IASP SPP Study Guide - Marketing Strategy##Kotler, Marketing Management#

NEW QUESTION # 121

The art of stress-free productivity depends on MANAGING which of the following?

- A. Actions
- B. Customers
- C. Technology
- D. Finances

Answer: A

Explanation:

Stress-free productivity hinges on managing actions effectively-prioritizing tasks, controlling time, and maintaining focus on critical goals. This includes planning, delegation, and minimizing distractions. The IASP SPP curriculum highlights that personal productivity and stress management depend more on behavioral management than on finances, technology, or customer-related factors. Leaders and employees who master managing their own actions experience better performance and lower stress. #IASP SPP Study Guide - Leadership and Productivity##Allen, Getting Things Done#

NEW QUESTION # 122

Which of the following differentiates vision from strategy?

- A. Vision is "our purpose"; strategy is "our core values and principles"
- B. Vision is "our picture of the organization's future"; strategy is "how we plan to go about accomplishing our vision"
- C. Vision is "who we are"; strategy is "what products and services we are selling"
- D. Vision is "why we are in business"; strategy is "who we are"

Answer: B

Explanation:

Vision defines the organization's aspirational future state or "picture of the future", while strategy outlines the approach or plan for achieving that vision. The IASP SPP curriculum clarifies that vision inspires and guides, while strategy operationalizes vision through concrete actions and resource allocation.

This distinction is fundamental for effective strategic planning and communication. #IASP SPP Study Guide - Vision and Strategy##Drucker, The Practice of Management#

NEW QUESTION # 123

Which of the following is a common impediment or barrier to effective strategic planning?

- A. Balanced focus on external and internal pressures or trends
- B. Fully engaged strategic planning staff
- C. Thorough involvement of middle management
- **D. A lack of senior management support**

Answer: D

Explanation:

A lack of senior management support is one of the most significant barriers to successful strategic planning. Without leadership commitment, strategy efforts lack resources, authority, and credibility. The IASP SPP curriculum emphasizes that senior leaders must champion strategy to enable alignment, execution, and cultural adoption. Engaged staff and management focus are enablers, not impediments. #IASP SPP Study Guide - Barriers to Planning##Kotter, Leading Change#

NEW QUESTION # 124

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