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## IASP Strategy Planning Professional Exam Sample Questions (Q99-Q104):

### NEW QUESTION # 99

When facilitating a strategic planning meeting, it is BEST to

- A. give more weight to ideas and decisions from senior and experienced people in the group.
- **B. set ground rules before the meeting that makes everyone's contribution equally valuable.**
- C. pay most attention to what the chief executive says.
- D. ensure that discussions proceed quickly so that decisions are made in the time allotted.

**Answer: B**

Explanation:

Effective facilitation of strategic planning meetings requires setting clear ground rules before the meeting to ensure everyone's contribution is equally valued. This promotes inclusivity, encourages diverse perspectives, and fosters collaboration. The IASP SPP framework stresses that equitable participation prevents dominance by senior or vocal individuals and helps generate richer ideas and buy-in. While managing time is important, rushing discussions may sacrifice quality. Overemphasizing senior voices limits innovation and engagement. Ground rules create a respectful environment conducive to open, balanced dialogue essential for successful strategy development. #IASP SPP Study Guide - Meeting Facilitation# #Schwartz, The Art of Strategic Facilitation#

### NEW QUESTION # 100

Which of the following is MOST important to ensure that planned improvements are meeting organizational objectives?

- A. Stakeholder feedback

- B. Organized teamwork
- C. Clearly understood success measures
- D. Environmental scanning

**Answer: C**

Explanation:

To determine if planned improvements are effective, the most crucial factor is having clearly understood success measures. These measures specify what success looks like, enabling objective evaluation of progress and outcomes. The IASP SPP curriculum stresses that success measures should be specific, measurable, attainable, relevant, and time-bound (SMART) to facilitate accountability and guide corrective actions. While stakeholder feedback and teamwork support improvement, without clear metrics, it is impossible to assess performance accurately. Environmental scanning informs context but does not directly measure improvement effectiveness. #IASP SPP Study Guide - Performance Metrics##Kaplan & Norton, Balanced Scorecard#

#### NEW QUESTION # 101

Which of the following best describes a marketing strategy?

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

**Answer: D**

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 # 102

Which of the following is the MOST important aspect of an environmental scan process?

- A. A focus on the impact of changing internal conditions
- B. A review of the history of the organization
- C. A thorough understanding of global weather patterns
- D. A review of political, economic, social, and technological trends

**Answer: D**

Explanation:

The most critical aspect of environmental scanning is conducting a comprehensive review of political, economic, social, and technological (PEST) trends that affect the external environment. This holistic analysis informs strategic decisions by identifying opportunities and threats. The IASP SPP curriculum emphasizes external scanning over internal history or weather patterns for forward-looking strategy development. #IASP SPP Study Guide - Environmental Scanning##Aguilar, Scanning the Business Environment#

#### NEW QUESTION # 103

Which of the following is MOST critical for successful execution of a strategic plan?

- A. Alignment of the organization structure specifically around the mission statement
- B. Organization-wide communication of the vision
- C. A well-defined budget
- D. Translation of the strategy into short-term operating objectives

**Answer: D**

Explanation:

Successful strategy execution depends on translating broad strategic goals into actionable, measurable short-term operating objectives. This process ensures that daily activities and departmental plans align with strategic priorities, facilitating progress tracking and resource allocation. While budgeting, organizational alignment, and communication are important, without clear operational objectives, strategy remains conceptual and difficult to implement. The IASP SPP framework stresses the importance of breaking down strategy into operational terms as a core best practice for effective implementation. #IASP SPP Study Guide - Strategy Execution ##Kaplan & Norton, Balanced Scorecard#

## NEW QUESTION # 104

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