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IASP Strategy Planning Professional Exam Sample Questions (Q110-Q115):

NEW QUESTION # 110

Well-planned and ongoing communication during the planning process is essential to ensure "buy-in" and continuous engagement ("stay-in") of which of the following groups?

- A. Board of directors
- B. Senior management
- C. Key internal and external stakeholders, and the Board of Directors
- D. Shareholders

Answer: C

Explanation:

Maintaining "buy-in" and continuous engagement requires well-planned communication with all key internal and external stakeholders and the Board of Directors. Inclusive communication fosters alignment, trust, and shared ownership of the strategic process. The IASP SPP framework stresses that stakeholder engagement across organizational levels and external partners reduces resistance and supports implementation success. Limiting communication to only shareholders, the board, or senior management excludes vital participants and undermines broad support. #IASP SPP Study Guide - Stakeholder Engagement#
#Freeman, Strategic Management#

NEW QUESTION # 111

The alignment of the organization's redesign with strategy can be hindered by:

- A. Having the required tools and technology
- B. Adequate understanding of strategic direction by all stakeholders
- C. Mismatches between required positions and employees' skillset
- D. Developing and implementing an effective communication plan

Answer: C

Explanation:

Mismatches between the skills required by redesigned organizational roles and the actual capabilities of employees significantly hinder effective strategy alignment. Even with good tools, communication, and understanding, without appropriate talent in place, redesign efforts struggle to succeed. The IASP SPP framework emphasizes workforce planning and talent management as essential to organizational change and strategic execution. Addressing skill gaps through training, hiring, or redeployment is critical to overcoming this barrier. #IASP SPP Study Guide - Organizational Design##Ulrich, Human Resource Champions#

NEW QUESTION # 112

Which of the following is the BEST way to obtain feedback once a draft strategic plan has been created?

- A. Have the chief executive call the stakeholders
- B. Post the draft strategic plan on the website
- C. Meet with key stakeholders
- D. Send a paper copy of the draft strategic plan to stakeholders

Answer: C

Explanation:

Meeting directly with key stakeholders provides the best feedback because it enables interactive dialogue, immediate clarification, and deeper understanding. This approach fosters engagement, trust, and constructive input, allowing planners to refine the strategic plan effectively. The IASP SPP curriculum highlights that personal interaction is essential for buy-in and quality feedback. Passive distribution methods like posting online or sending copies lack engagement and risk misunderstanding or limited response. #IASP SPP Study Guide - Stakeholder Engagement##Freeman, Strategic Management#

NEW QUESTION # 113

The entrance into the transportation industry of ride-sharing services (UBER, LYFT, etc ...) is an example of

- A. An expensive product strategy.
- B. A winning brand strategy.
- C. Successful market segmentation.
- **D. A disruptive innovation.**

Answer: D

Explanation:

Ride-sharing services represent disruptive innovation, introducing new business models that challenge traditional transportation by leveraging technology, flexibility, and customer convenience. The IASP SPP curriculum discusses disruptive innovation as a driver of industry transformation and strategic opportunity, requiring incumbents to adapt or risk obsolescence. #IASP SPP Study Guide - Innovation and Growth#
#Christensen, The Innovator's Dilemma#

NEW QUESTION # 114

Which of the following evaluates actual performance, compares actual performance to goals, and takes action on the differences?

- **A. Quality control**
- B. Quality improvement
- C. Quality design
- D. Quality planning

Answer: A

Explanation:

Quality control involves monitoring actual performance against established standards or goals and taking corrective actions when deviations occur. It is an essential step in maintaining process consistency and product/service quality. The IASP SPP curriculum identifies quality control as a key component of continuous improvement and strategic execution, ensuring that outcomes meet expectations and strategic objectives are achieved. Quality design refers to establishing specifications; quality planning involves defining standards; quality improvement focuses on enhancing processes. Quality control serves as the feedback mechanism to detect and address gaps in performance. #IASP SPP Study Guide - Quality Management###Deming, Total Quality Management#

NEW QUESTION # 115

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