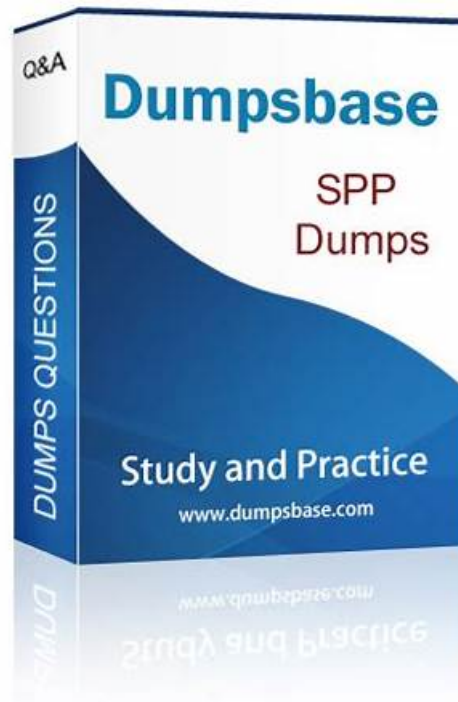


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## IASPStrategy Planning Professional Exam Sample Questions (Q59-Q64):

### NEW QUESTION # 59

Senior management needs to identify which of the following to ensure progress in execution of the plan?

- A. Schedule for planning team development
- **B. Regular reporting and monitoring**
- C. Communication schedule
- D. Financial schedule

**Answer: B**

Explanation:

To ensure execution progress, senior management must establish regular reporting and monitoring systems that track key performance indicators and project milestones. The IASP SPP curriculum stresses that timely, accurate information supports accountability, early issue identification, and informed decision-making, which are essential for successful strategy execution. While financial and communication schedules support execution, consistent performance monitoring is foundational. #IASP SPP Study Guide - Performance Monitoring##Kaplan & Norton, Balanced Scorecard#

#### NEW QUESTION # 60

Which of the following is NOT one of Porter's original Five Forces of industry analysis?

- A. Substitute products
- B. Suppliers
- **C. Industry regulations**
- D. Customers

**Answer: C**

Explanation:

Porter's Five Forces include supplier power, buyer power (customers), threat of new entrants, threat of substitutes, and competitive rivalry. Industry regulations are not one of the original five forces but are part of the broader macro-environment considered in environmental scanning. The IASP SPP curriculum presents Porter's model as a tool to analyze competitive forces shaping profitability, emphasizing that understanding these forces helps develop effective competitive strategies. #IASP SPP Study Guide - Competitive Analysis#  
#Porter, Competitive Strategy#

#### NEW QUESTION # 61

When considering who should lead a planning team, it is appropriate to make sure that the person

- A. subscribes to the same values as the other team members.
- **B. is true to the organization's values and can inspire others to live them.**
- C. is comfortable with the organization's values.
- D. has values that can take the organization to the next level.

**Answer: B**

Explanation:

The best planning team leader is someone who embodies the organization's values authentically and inspires others to do the same. The IASP SPP curriculum emphasizes leadership by example as crucial for motivation, trust, and alignment throughout the planning process. Comfort or agreement with values is insufficient without active demonstration and inspiration. #IASP SPP Study Guide - Leadership##Goleman, Emotional Intelligence#

#### NEW QUESTION # 62

Which of the following skills do project managers MOST need to implement the strategic plan?

- A. Manage timelines no matter what transpires
- B. Be organized to keep track of important information
- C. Analyze where the project has earned value
- **D. Manage and coordinate people and tasks**

**Answer: D**

Explanation:

Project managers most critically need to manage and coordinate people and tasks effectively to ensure that strategic plans are executed on time, within scope, and aligned with objectives. The IASP SPP curriculum highlights that leadership and coordination skills enable team motivation, resource optimization, and problem resolution, which are essential for successful implementation. Timeline management and organization support this but are not sufficient alone. #IASP SPP Study Guide - Project Management###PMI, PMBOK Guide#

#### NEW QUESTION # 63

Which of the following BEST represent the macro level factors to include in an environmental scan?

- A. Regulatory, customer, competitive, labor, and supplier trends
- B. Industry life cycle, demographics, changing profile of current customers, international trends, and events pertaining to the industry
- C. Geopolitical, sociocultural, economic, technology, environmental, and industry trends
- D. Patterns of competition, technology, usage/consumption/service buying patterns, and barriers to exit

Answer: C

Explanation:

Macro-level environmental scanning focuses on broad external forces, including geopolitical, sociocultural, economic, technological, environmental, and industry trends (PESTEL analysis). These factors shape the context within which organizations operate, influencing opportunities and risks. The IASP SPP curriculum stresses that understanding these macro factors enables proactive strategy formulation and risk mitigation.

Other options describe micro or industry-specific factors, which are important but secondary to the overarching macro environment. #IASP SPP Study Guide - Environmental Scanning###Aguilar, Scanning the Business Environment#

#### NEW QUESTION # 64

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