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IASP Strategy Planning Professional Exam Sample Questions (Q140-Q145):

NEW QUESTION # 140

Of the four elements presented, which would you expect to see more so on a business plan rather than on a strategic plan?

- **A. Detailed financial projections**
- B. Detailed performance metrics
- C. Detailed results of an environmental scan
- D. Vision and mission statements

Answer: A

Explanation:

Detailed financial projections are typically included in business plans, which focus on tactical, short-term resource requirements and financial feasibility. Strategic plans emphasize vision, mission, high-level goals, and performance metrics to guide long-term direction. The IASP SPP curriculum highlights the distinction between these documents and their purposes. #IASP SPP Study Guide - Business vs. Strategic Plans#
#Drucker, The Practice of Management#

NEW QUESTION # 141

Which of the following is the BEST approach to getting buy-in and continuous engagement from stakeholders?

- **A. Ask stakeholders who are against the change what is needed to get their support**
- B. Tell stakeholders who are against the change that they do not have a choice
- C. Invite key stakeholders to attend an initial planning session to discuss the change
- D. Find ways to bypass the support of stakeholders

Answer: A

Explanation:

The best approach to secure buy-in and sustained engagement is to ask stakeholders who oppose the change what would be needed to gain their support. This inclusive and collaborative approach uncovers concerns, facilitates dialogue, and fosters ownership. The IASP SPP curriculum emphasizes that engaging dissenting voices and addressing their needs strengthens commitment and reduces resistance. Authoritarian or exclusionary approaches risk alienation and failure of change initiatives. #IASP SPP Study Guide - Stakeholder Engagement##Kotter, Leading Change#

NEW QUESTION # 142

Which of the following actions should planners NOT take when they start falling behind on implementation?

- A. Renegotiate and deploy more resources
- B. Re-assess the project schedule
- **C. Reduce stakeholder participation**
- D. Narrow the project scope

Answer: C

Explanation:

Reducing stakeholder participation when implementation is behind schedule is counterproductive. Engaged stakeholders provide critical support, resources, and feedback that can help overcome obstacles. The IASP SPP curriculum stresses inclusive problem-solving and transparency during challenges to maintain trust and momentum. Reassessing schedules, reallocating resources, and adjusting scope are appropriate recovery actions. Reducing stakeholder involvement risks increased resistance, information gaps, and further delays.
#IASP SPP Study Guide - Stakeholder Management##Freeman, Strategic Management#

NEW QUESTION # 143

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

- **A. Meet with key stakeholders**

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

Answer: A

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 # 144

As an essential skill for strategic planning professionals, effective communication is BEST demonstrated by

- A. sending recurring newsletters.
- B. broadcasting streaming messages.
- C. sending single direction messages to recipients.
- D. interacting to get honest feedback.

Answer: D

Explanation:

Effective communication in strategic planning goes beyond one-way messaging; it involves interactive dialogue aimed at obtaining honest feedback. This two-way communication enables leaders to understand employee perspectives, address concerns, and incorporate valuable input into the strategic process. The IASP SPP curriculum highlights that honest feedback is essential for refining strategy and fostering engagement, which promotes ownership and alignment. Methods such as newsletters or broadcast messages lack the interactive component and therefore are less effective at eliciting meaningful feedback necessary for successful strategy development and implementation. #IASP SPP Study Guide - Communication Skills#
#Kotter, Leading Change#

NEW QUESTION # 145

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