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## **IASP Strategy Planning Professional Exam Sample Questions (Q63-Q68):**

### **NEW QUESTION # 63**

Which of the following is a commonly used quantitative tool for making a final decision?

- A. Force field analysis
- **B. Cost-benefit analysis**
- C. Delphi process
- D. Trend analysis

**Answer: B**

Explanation:

Cost-benefit analysis is a quantitative tool that compares the expected costs and benefits of alternatives to guide decision-making. It provides a clear financial basis for evaluating options, ensuring resource allocation maximizes value. The IASP SPP curriculum integrates cost-benefit analysis as essential for evaluating strategic choices, balancing risk and return. Trend analysis and Delphi provide qualitative or forecasting insights, and force field analysis supports change management decisions but lacks direct financial quantification. #IASP SPP Study Guide - Decision Making Tools##PMI, PMBOK Guide#

### **NEW QUESTION # 64**

Which of the following is MOST important in designing a measurement for a strategic goal?

- **A. Does the measurement actually measure the intended outcome?**
- B. Is there agreement on the measurement?
- C. Can someone be held accountable for the measurement?
- D. Can the measurement be attained at a reasonable cost?

**Answer: A**

Explanation:

The most critical aspect of a measurement is its validity—whether it actually measures the intended outcome. Accurate measurement ensures that progress reflects true performance related to strategic goals. The IASP SPP curriculum highlights that measures must align closely with objectives to support effective monitoring and decision-making. While cost, accountability, and agreement are important, validity is foundational for meaningful performance management. #IASP SPP Study Guide - Performance Measurement# #Kaplan & Norton, Balanced Scorecard#

### **NEW QUESTION # 65**

Benchmarking is most useful when comparing

- A. current processes to past processes.
- B. different departments within the organization.
- **C. the organization's process to a similar process in other organizations.**
- D. best practices to worst practices.

**Answer: C**

Explanation:

Benchmarking involves comparing an organization's processes or performance against similar processes in other organizations to identify gaps, best practices, and improvement opportunities. The IASP SPP curriculum emphasizes benchmarking as a critical tool for external performance assessment, enabling organizations to learn from leaders and adapt proven approaches. Internal comparisons or historical analyses are valuable but distinct from benchmarking's external focus. #IASP SPP Study Guide - Benchmarking#

#Camp, Benchmarking: The Search for Industry Best Practices#

## NEW QUESTION # 66

What BEST characterizes a strategic plan?

- A. A plan that should be developed by a specially trained strategic planner
- **B. A plan that needs to be translated into practical operational terms**
- C. A breakdown of all the functions of the organization
- D. A plan that should be revised at least monthly

**Answer: B**

Explanation:

A strategic plan requires translation into practical, operational terms to be implemented effectively. The IASP SPP curriculum stresses that strategy must bridge vision and daily actions through clear goals, metrics, and initiatives. While strategic planners facilitate development, ongoing revision depends on organizational needs. Functional breakdowns are operational details, not strategic focus. #IASP SPP Study Guide - Strategy Implementation##Kaplan & Norton, Balanced Scorecard#

## NEW QUESTION # 67

Which of the following is MOST characteristic of strategic thinking?

- A. Strategic thinking should dovetail into the annual budgeting process
- **B. Strategic thinking should be integrated into day-to-day decision-making**
- C. Strategic thinking should follow a uniform repetitive process within the organization
- D. Top management should do the strategic thinking within the organization

**Answer: B**

Explanation:

Strategic thinking is most effective when integrated into daily decision-making at all organizational levels, allowing continuous adaptation and alignment with strategic goals. The IASP SPP curriculum stresses that strategy is not a one-time event but an ongoing mindset embedded in everyday choices, fostering innovation and responsiveness. Uniform or annual processes limit agility, and restricting strategic thinking to top management narrows perspective and engagement. #IASP SPP Study Guide - Strategic Thinking##Senge, The Fifth Discipline#

## NEW QUESTION # 68

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The research by Cox revealed that successful entrepreneurs SPP are attracted to challenges but not risks, Performing Startup System Checks, Agreeable results of clients.

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