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## IASPStrategy Planning Professional Exam Sample Questions (Q70-Q75):

### NEW QUESTION # 70

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 # 71

Which of the following BEST describes an effective organizational vision?

- A. Lists a variety of strategic goals, organizational functions, and performance measures
- B. Describes next year's goals, the organization's core values, and the key processes used to satisfy its customers and stakeholders
- C. Is a forward looking, emotionally grabbing sentence that identifies where the organization aspires to be in the long-term
- D. Describes the purpose of the organization, the services and products provided, and how the organization creates value for its customers

**Answer: C**

Explanation:

An effective vision statement is forward-looking and emotionally compelling, articulating the aspirational future state that motivates and guides the organization over the long term. The IASP SPP curriculum stresses that vision inspires stakeholders and sets the direction for strategy, distinguishing it from mission or operational documents focused on purpose or current activities. A clear, powerful vision drives alignment and strategic focus. #IASP SPP Study Guide - Vision and Mission##Drucker, The Practice of Management#

#### NEW QUESTION # 72

Which of the following is NOT a benefit of portfolio planning?

- A. Gives organization-wide visibility concerning strategic performance
- B. Provides framework that can be adapted to each organization's needs
- C. Decentralizes control strategy
- D. Yields higher-quality strategies

**Answer: C**

Explanation:

Portfolio planning does not decentralize control strategy; rather, it enables centralized oversight and coordination of multiple projects or initiatives to optimize resource allocation and strategic alignment. The IASP SPP curriculum explains that portfolio management provides higher-quality strategies, transparency across the organization, and adaptable frameworks, but control remains structured to ensure coherence. #IASP SPP Study Guide - Portfolio Management##PMI, Standard for Portfolio Management#

#### NEW QUESTION # 73

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

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

**Answer: C**

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 # 74

Which of the following is an appropriate technique to ensure staff members have a greater chance of achieving their goals?

- A. Assemble a coalition with a clear and simple message to encourage the masses
- B. Build a top management team with strong functional skills that strives to create mutually beneficial outcomes
- C. Break the challenge into manageable parts and address the hurdles to strategy execution
- D. Hire a consultant to assist in restructuring to achieve a flatter organization

**Answer: C**

Explanation:

Breaking challenges into manageable parts and systematically addressing execution hurdles helps staff maintain focus, build confidence, and make steady progress. The IASP SPP framework highlights this incremental approach as effective in overcoming complexity and uncertainty in strategy execution. It enables prioritization, resource allocation, and adaptive problem-solving. While leadership and coalitions are important, tangible stepwise progress directly improves goal achievement likelihood. #IASP SPP Study Guide

- Strategy Execution ##Kotter, Leading Change#

#### NEW QUESTION # 75

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