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## IASPSStrategy Planning Professional Exam Sample Questions (Q95-Q100):

### NEW QUESTION # 95

An organization's core values should

- A. be known by the leadership team only.
- B. be determined by a secret ballot vote.
- C. change as key personnel change.
- D. be clarified and reinforced.

**Answer: D**

Explanation:

Core values are the fundamental principles that guide organizational behavior and decision-making and therefore should be clarified and reinforced consistently across the organization. They provide cultural stability and a sense of identity that persists beyond changes in personnel. The IASP SPP curriculum underlines that core values must be well understood and embedded within daily practices to ensure alignment with strategy and support organizational integrity. These values are not simply management knowledge nor subject to anonymous votes, as they require broad awareness and commitment to influence culture meaningfully. Continuous reinforcement through communication, leadership modeling, and policies is necessary to maintain their relevance and impact.#IASP SPP Study Guide - Organizational Culture##Schein, Organizational Culture and Leadership#

### NEW QUESTION # 96

How can a strategic planner ensure the planning process is improved over time?

- A. Review records to see where the organization has been compared to the current situation

- B. Use guided imagery to envision the ideal planning process
- **C. Set up mechanisms to manage continuous improvement**
- D. Require periodic reports from the organization to track progress

**Answer: C**

Explanation:

Continuous improvement in strategic planning is achieved by establishing formal mechanisms to monitor, evaluate, and enhance the process over time. These mechanisms may include feedback loops, process reviews, benchmarking, and learning cycles. The IASP SPP curriculum highlights that continuous improvement enables adaptation to changing environments and improves planning accuracy and effectiveness. While envisioning ideals and reviewing history are helpful, without structured processes to manage improvement, gains are ad hoc and unsustainable. Periodic reporting tracks progress but does not inherently improve the planning process itself. #IASP SPP Study Guide - Continuous Improvement##Deming, Out of the Crisis#

**NEW QUESTION # 97**

Which of the following best describes core competencies?

- A. Are easily identified and explained
- B. Rarely change over time
- C. Are derived from core principles
- **D. Can lead to competitive advantage**

**Answer: D**

Explanation:

Core competencies are unique organizational capabilities that can create and sustain competitive advantage by enabling differentiation and value creation. The IASP SPP curriculum highlights their strategic importance for positioning and growth. While core competencies may evolve, they are not always easy to identify or derive solely from principles, requiring deep analysis. #IASP SPP Study Guide - Core Competencies##Prahalad & Hamel, The Core Competence of the Corporation#

**NEW QUESTION # 98**

Design, control, planning, and improvement are the components of which of the following processes?

- A. Talent management
- **B. Quality management**
- C. Stewart cycle
- D. Strategic management

**Answer: B**

Explanation:

The components design, control, planning, and improvement align with quality management, which focuses on maintaining and enhancing product and service quality through structured processes. Quality management ensures that organizational outputs meet customer expectations and strategic goals. The IASP SPP curriculum recognizes these components as essential for embedding continuous improvement into operational and strategic contexts. Strategic management and talent management are broader disciplines, while the Stewart cycle is not a commonly recognized quality framework. #IASP SPP Study Guide - Quality Management##Deming, Total Quality Management#

**NEW QUESTION # 99**

Which of the following can be used as an organization-wide system for strategic and operational integration?

- A. Business Process Reengineering
- **B. Balanced Scorecard**
- C. Lean manufacturing
- D. Quality management

**Answer: B**

## Explanation:

The Balanced Scorecard is widely used to integrate strategic objectives with operational activities across an organization, linking performance measures to strategic goals. The IASP SPP curriculum recognizes the Balanced Scorecard as a holistic framework for aligning vision, mission, strategy, and daily operations through measurable metrics. While quality management, lean, and reengineering focus on specific process improvements, the Balanced Scorecard provides comprehensive strategic-operational integration. #IASP SPP Study Guide - Balanced Scorecard ##Kaplan & Norton, Balanced Scorecard#

## NEW QUESTION # 100

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