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## IASP Strategy Planning Professional Exam Sample Questions (Q82-Q87):

### NEW QUESTION # 82

After the organization's annual operations plan is developed, the role of middle management is to:

- A. Review the operations plan with their teams but refrain from offering insights on the plan's impact for the team.
- B. Ask the team to create an implementation plan to address objectives on the organization's operations plan.
- C. Work with the team to identify priorities for the next quarter, critical initiatives, any actions to be completed, and critical measures of success.
- D. Steer clear of playing any significant role in the implementation of the operations plan, in favour of focusing on resource management only.

**Answer: C**

Explanation:

Middle management's critical role after the annual operations plan is developed is to collaborate with their teams to identify priorities, key initiatives, actions, and success measures for execution. This hands-on involvement ensures alignment of operational activities with strategic objectives and drives accountability and focus. The IASP SPP curriculum highlights that effective middle management engagement bridges strategy and execution, facilitating communication, motivation, and problem-solving. Options B and C represent disengagement, while option A is incomplete without ongoing collaboration. #IASP SPP Study Guide - Implementation Leadership##Kotter, Leading Change#

### NEW QUESTION # 83

Which of the following is NOT a desired goal of effective pre-meetings?

- A. Resolve political issues
- B. Gather input from participants
- C. Make policy decisions with senior leadership
- D. Identify issues

**Answer: C**

Explanation:

Effective pre-meetings aim to identify issues, resolve political conflicts, and gather input to prepare for formal meetings. However, making formal policy decisions is not appropriate at pre-meetings; these require full group deliberation and proper governance. The IASP SPP curriculum underlines that pre-meetings facilitate efficient decision-making by addressing preparatory tasks and smoothing potential conflicts. #IASP SPP Study Guide - Meeting Facilitation##Schwartz, The Art of Strategic Facilitation#

### NEW QUESTION # 84

Which of the following differentiates vision from strategy?

- A. Vision is "who we are"; strategy is "what products and services we are selling"
- B. Vision is "our picture of the organization's future"; strategy is "how we plan to go about accomplishing our vision"
- C. Vision is "our purpose"; strategy is "our core values and principles"
- D. Vision is "why we are in business"; strategy is "who we are"

**Answer: B**

Explanation:

Vision defines the organization's aspirational future state or "picture of the future", while strategy outlines the approach or plan for achieving that vision. The IASP SPP curriculum clarifies that vision inspires and guides, while strategy operationalizes vision through concrete actions and resource allocation.

This distinction is fundamental for effective strategic planning and communication. #IASP SPP Study Guide - Vision and Strategy##Drucker, The Practice of Management#

### NEW QUESTION # 85

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

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

**Answer: C**

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 # 86

Which of the following should be done FIRST in developing a strategic plan?

- **A. Conduct a broad environmental scan**
- B. Identify action plans
- C. Develop performance measures
- D. Complete an enterprise-wide strategy map

**Answer: A**

Explanation:

A broad environmental scan is the first step in strategic planning, providing critical insights into external and internal factors that influence organizational success. This scan informs SWOT analysis, opportunity identification, and risk assessment. The IASP SPP curriculum stresses environmental scanning as foundational for informed, relevant strategy development before formulating goals, measures, or action plans.

#IASP SPP Study Guide - Environmental Scanning###Aguilar, Scanning the Business Environment#

### NEW QUESTION # 87

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