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## IASP Strategy Planning Professional Exam Sample Questions (Q126-Q131):

### NEW QUESTION # 126

During which of the following quality process steps are the roles and responsibilities of project team members finalized and the team established?

- A. Quality Control
- B. Quality Assurance
- C. Quality (Continuous) Improvement
- **D. Quality Planning**

**Answer: D**

Explanation:

Quality planning is the phase where teams define quality standards, finalize roles and responsibilities, and assemble the project team. This step establishes accountability frameworks and prepares the team to meet quality objectives. The IASP SPP curriculum emphasizes quality planning as foundational for ensuring that subsequent control and improvement activities are effective and aligned with strategy. Quality control, assurance, and continuous improvement follow, focusing on monitoring, compliance, and enhancements.

#IASP SPP Study Guide - Quality Management##Deming, Total Quality Management#

### NEW QUESTION # 127

In developing a strategic plan, key performance measures should be developed for

- **A. the organization's desired outcomes.**
- B. the organization's financial goals.
- C. each step of the final action plan.
- D. employee satisfaction.

**Answer: A**

Explanation:

Key performance measures are best aligned with the organization's desired outcomes to ensure that progress toward strategic goals is monitored effectively. Measuring outcomes, rather than just inputs or activities, focuses attention on results that truly matter. The IASP SPP framework stresses the importance of outcome-based measurement to enable accountability, guide decision-making, and support continuous improvement.

While financial goals and employee satisfaction are important, they are often components of broader outcomes. Focusing on outcomes ensures that all measures collectively advance the strategic vision. #IASP SPP Study Guide - Performance Measurement##Kaplan & Norton, Balanced Scorecard#

### NEW QUESTION # 128

Which of the following evaluates actual performance, compares actual performance to goals, and takes action on the differences?

- A. Quality design
- B. Quality planning
- C. Quality improvement
- **D. Quality control**

**Answer: D**

Explanation:

Quality control involves monitoring actual performance against established standards or goals and taking corrective actions when deviations occur. It is an essential step in maintaining process consistency and product/service quality. The IASP SPP curriculum identifies quality control as a key component of continuous improvement and strategic execution, ensuring that outcomes meet expectations and strategic objectives are achieved. Quality design refers to establishing specifications; quality planning involves defining standards; quality improvement focuses on enhancing processes. Quality control serves as the feedback mechanism to detect and address gaps in performance. #IASP SPP Study Guide - Quality Management##Deming, Total Quality Management#

### NEW QUESTION # 129

Which of the following is an essential element of any environmental scan?

- A. Competitive analysis
- B. Workload analysis
- C. Long-term climate predictions
- D. Management biographies

**Answer: A**

Explanation:

An environmental scan is a critical first step in strategic planning, involving the collection and analysis of information about external and internal factors that can affect the organization. Among essential elements, competitive analysis is fundamental as it helps identify the organization's competitors, their strengths and weaknesses, and potential threats or opportunities in the competitive landscape. This aligns with IASP's focus on understanding external environmental factors, as the competitive environment directly influences strategic decision-making. Long-term climate predictions or workload analysis, while potentially useful in some contexts, are not universally essential, and management biographies are internal data that do not inform external environmental scanning. Competitive analysis enables organizations to proactively position themselves in the market and anticipate changes that impact strategic success. #IASP SPP Study Guide - Environmental Scanning##Porter, M.E. Competitive Strategy, 1980#

### NEW QUESTION # 130

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

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

**Answer: B**

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 # 131

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