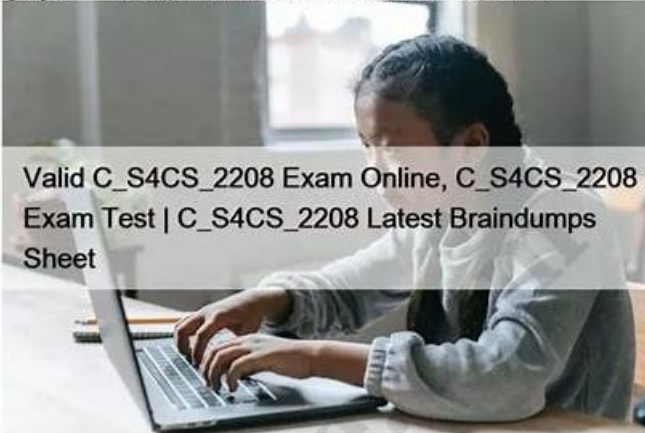


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IASP Strategy Planning Professional Exam Sample Questions (Q66-Q71):

NEW QUESTION # 66

In the SWOT analysis, which of the following are internal challenges?

- A. Strengths
- B. Opportunities
- C. Weaknesses
- D. Threats

Answer: C

Explanation:

In SWOT analysis, weaknesses represent internal challenges within an organization that hinder performance or competitive advantage. Strengths are internal positive attributes, while threats and opportunities are external factors. The IASP SPP curriculum explains that identifying internal weaknesses enables targeted improvement efforts and risk mitigation. Differentiating internal from external elements ensures focused strategic planning and resource allocation. #IASP SPP Study Guide - SWOT Analysis##Pickton & Wright, SWOT Analysis#

NEW QUESTION # 67

The competitive pressures from substitute products or services tend to be stronger when

- A. There are many sellers of substitute products or services.
- B. The demand for the products or services is not price sensitive.
- C. Substitute products or services provide equivalent benefits and switching costs are low.
- D. The quality and performance of substitute products or services is well established.

Answer: C

Explanation:

Substitute products exert strong competitive pressure when they offer equivalent benefits to customers and switching costs between products are low, making it easy for customers to change. The IASP SPP curriculum highlights this as a key factor in Porter's Five Forces model, influencing industry attractiveness and profitability. #IASP SPP Study Guide - Competitive Forces##Porter, Competitive Strategy#

NEW QUESTION # 68

True or False: Middle managers are exclusively responsible for the development of scenarios to influence the organization's strategic direction.

- A. True
- B. False

Answer: B

Explanation:

Middle managers are important contributors but are not exclusively responsible for scenario development affecting strategic direction. Scenario planning is typically a collaborative effort involving senior leadership, strategic planners, and key stakeholders. The IASP SPP curriculum highlights inclusive scenario development to incorporate diverse perspectives and improve strategic robustness. #IASP SPP Study Guide - Scenario Planning##Schoemaker, Scenario Planning#

NEW QUESTION # 69

What process is adopted by an organization to minimize disruption when implementing a new strategic plan?

- A. Strategic management
- B. Environmental scanning
- C. Change management
- D. Project management

Answer: C

Explanation:

Change management is the structured process to minimize disruption during strategic plan implementation by addressing human, cultural, and organizational factors. It involves communication, training, resistance management, and reinforcement to smooth transitions. The IASP SPP curriculum emphasizes change management as critical for successful strategy execution and stakeholder acceptance. #IASP SPP Study Guide

- Change Management ## Kotter, Leading Change #

NEW QUESTION # 70

Which of the following is MOST characteristic of strategic thinking?

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

Answer: A

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 # 71

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