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IASPStrategy Planning Professional Exam Sample Questions (Q89-Q94):

NEW QUESTION # 89

Which of the following BEST represent the macro level factors to include in an environmental scan?

- A. Regulatory, customer, competitive, labor, and supplier trends
- **B. Geopolitical, sociocultural, economic, technology, environmental, and industry trends**
- C. Patterns of competition, technology, usage/consumption/service buying patterns, and barriers to exit
- D. Industry life cycle, demographics, changing profile of current customers, international trends, and events pertaining to the industry

Answer: B

Explanation:

Macro-level environmental scanning focuses on broad external forces, including geopolitical, sociocultural, economic, technological, environmental, and industry trends (PESTEL analysis). These factors shape the context within which organizations operate, influencing opportunities and risks. The IASP SPP curriculum stresses that understanding these macro factors enables proactive strategy formulation and risk mitigation.

Other options describe micro or industry-specific factors, which are important but secondary to the overarching macro environment. #IASP SPP Study Guide - Environmental Scanning##Aguilar, Scanning the Business Environment#

NEW QUESTION # 90

When a direct report makes a mistake, the fault belongs to

- A. the policies and procedures.
- B. no one.
- C. the direct report only.
- **D. the direct report and supervisor.**

Answer: D

Explanation:

Accountability in leadership is critical for fostering a learning organization and effective management. When a direct report makes a mistake, responsibility typically lies both with the individual (direct report) and their supervisor. The supervisor plays a role in oversight, guidance, and ensuring clear expectations and support.

This dual accountability encourages supportive leadership and continuous improvement rather than a blame culture. The IASP SPP curriculum highlights this shared responsibility as essential in leadership and change management, promoting effective delegation, feedback, and corrective actions to achieve strategic goals.

#IASP SPP Study Guide - Leadership Accountability##Goleman, Emotional Intelligence in Leadership#

NEW QUESTION # 91

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

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

Answer: A

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 # 92

What important and helpful service does an experienced strategy planner provide to the project and continuous improvement teams?

- A. Liaises with senior management on every decision made by the teams involved.
- **B. Acts as a trusted advisor.**
- C. Occasionally offers communications coordination.
- D. Ensures only the most brutal facts are raised, while ignoring all others.

Answer: B

Explanation:

An experienced strategy planner serves as a trusted advisor, offering objective insights, guidance, and strategic perspectives that help project and improvement teams navigate complexities and align actions with broader organizational goals. The IASP SPP curriculum

highlights the importance of this advisory role in facilitating problem-solving, mitigating risks, and embedding strategic thinking throughout project execution.

While liaison and communication are important, trusted advisory emphasizes credibility and the ability to influence without direct authority, fostering effective collaboration and informed decision-making. #IASP SPP Study Guide - Strategic Advisory Roles##Mintzberg, The Rise and Fall of Strategic Planning#

NEW QUESTION # 93

Who must have the skills necessary to implement the strategic planning initiative?

- A. Board of directors
- **B. Change agents**
- C. Stakeholders
- D. Customers

Answer: B

Explanation:

Change agents are individuals equipped with the skills to drive and facilitate the adoption of new strategies.

They manage resistance, communicate vision, and align organizational processes with strategic goals. The IASP SPP curriculum underscores the importance of skilled change agents who serve as catalysts bridging strategic planning and execution, actively guiding teams through transitions. While customers, board members, and stakeholders play important roles, the tactical and operational responsibility for implementation rests with change agents who possess expertise in managing organizational change. #IASP SPP Study Guide - Change Management##Kotter, Leading Change#

NEW QUESTION # 94

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