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IASPStrategy Planning Professional Exam Sample Questions (Q142-Q147):

NEW QUESTION # 142

Which of the following is the best strategy for integrating feedback?

- A. Stop the innovation process until feedback is fully integrated
- B. Ignore feedback because the organization is the expert in the field
- C. Continue to innovate in isolation and eventually everyone will catch up with it
- **D. Involve the stakeholders in innovation and feedback**

Answer: D

Explanation:

The best strategy for integrating feedback is to actively involve stakeholders in the innovation process, ensuring their insights shape development and increase acceptance. The IASP SPP curriculum highlights participatory innovation as key to relevance, responsiveness, and sustainable change. Ignoring or isolating feedback leads to disconnects and failure. #IASP SPP Study Guide - Innovation and Feedback##Pralad & Ramaswamy, Co-creation of Value#

NEW QUESTION # 143

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 improvement
- D. Quality design

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 # 144

A fundamental benefit of using the Balanced Scorecard is that it provides a means to link a long-term strategy with

- A. financial results.
- B. the learning and growth perspective.
- C. the customer's as well as an internal perspective.
- D. All of the above.

Answer: D

Explanation:

The Balanced Scorecard integrates multiple perspectives-financial results, customer focus, internal processes, and learning and growth-to provide a holistic link between long-term strategy and operational execution. This framework helps organizations balance financial objectives with non-financial drivers, aligning day-to-day activities with strategic goals. The IASP SPP curriculum highlights that this multidimensional approach enables comprehensive performance measurement, enhances strategic feedback, and supports continuous improvement. By incorporating customer and internal perspectives alongside financial metrics, the Balanced Scorecard ensures strategy is actionable and measurable across the organization, making it a powerful tool for aligning performance with strategy. #IASP SPP Study Guide - Balanced Scorecard##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 145

Which of the following BEST describes an effective organizational mission?

- A. Provides an emotionally inspiring picture of future success
- B. Describes the organization's purpose in an accurate and concise manner
- C. Describes in great detail what is done for whom, how it is done, who does it, and how well it is done
- D. Describes the role of the organization in 3-5 years

Answer: B

Explanation:

An effective mission statement accurately and concisely describes the organization's purpose, serving as the foundation for strategy and guiding operations. The IASP SPP curriculum differentiates mission from vision, emphasizing clarity and focus in defining why the organization exists and what it does. Overly detailed or future-oriented descriptions belong in operational plans or vision statements, respectively. #IASP SPP Study Guide - Mission and Vision##Drucker, The Practice of Management#

NEW QUESTION # 146

Which of the following is NOT one of Michael Porter's three basic strategies?

- A. Focus
- B. Differentiation
- C. Customer first
- D. Cost

Answer: C

Explanation:

Michael Porter's three generic strategies for achieving competitive advantage are cost leadership, differentiation, and focus. These strategies represent different approaches to market positioning and competitive advantage. "Customer first" is a business philosophy but not categorized by Porter as a basic strategy. The IASP SPP curriculum includes Porter's framework as foundational knowledge for competitive strategy, emphasizing that effective positioning requires selecting and executing one of these generic strategies. #IASP SPP Study Guide - Competitive Strategy###Porter, Competitive Strategy#

NEW QUESTION # 147

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