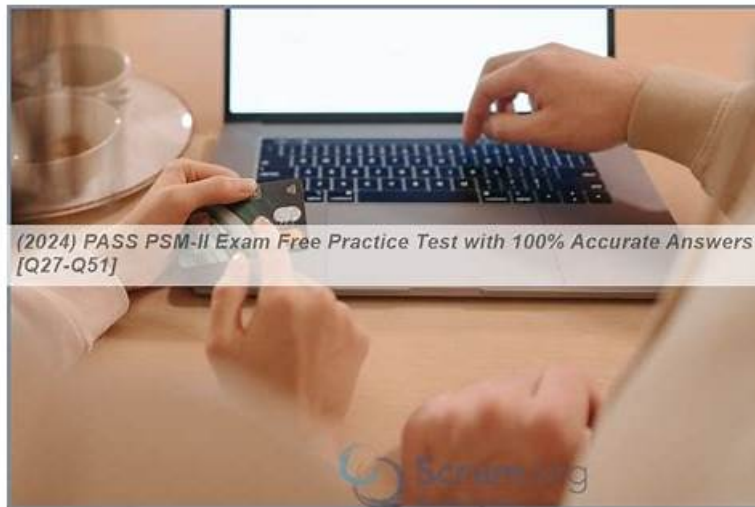


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IASPStrategy Planning Professional Exam Sample Questions (Q59-Q64):

NEW QUESTION # 59

How can a leader BEST demonstrate she or he really wants to hear another person's views?

- A. Directly ask the other person for their views
- B. The leader should first find something to agree on, with the other person
- C. The leader should describe his or her own listening skills first and foremost
- D. The leader should say something flattering

Answer: A

Explanation:

The best way for a leader to show genuine interest in another's views is to directly ask for them, signaling openness and respect. This encourages honest communication, builds trust, and demonstrates active listening.

The IASP SPP curriculum stresses that effective leaders foster dialogue by inviting input rather than relying on superficial praise or

self-presentation. Finding common ground is useful but secondary to authentic inquiry. Clear solicitation of opinions supports engagement and collaborative decision-making critical for strategic alignment. #IASP SPP Study Guide - Leadership and Communication##Covey, The 7 Habits of Highly Effective People#

NEW QUESTION # 60

Strategic planning impacts the annual planning and budgeting process by

- A. Flowing budgets down to lower levels
- B. Defining the organization's structure
- C. Identifying strategies for ongoing initiatives
- D. Establishing priorities

Answer: D

Explanation:

Strategic planning primarily establishes priorities that guide annual planning and budgeting decisions, ensuring resource allocation aligns with strategic goals. The IASP SPP curriculum emphasizes the role of strategy in focusing organizational efforts and financial commitments. While budgets, initiatives, and structures relate to planning, priority setting is the key linkage between strategic and operational plans. #IASP SPP Study Guide - Strategic Planning and Budgeting##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 61

An organizational strategic planning support team should include

- A. a delegate from the competition.
- B. representatives from all areas of the organization.
- C. all key executives.
- D. the chief executive's administrative assistant.

Answer: B

Explanation:

A strategic planning support team should comprise representatives from all areas of the organization to ensure diverse perspectives, comprehensive expertise, and broad engagement. The IASP SPP curriculum stresses inclusive team composition for robust planning, effective communication, and successful implementation. Inclusion promotes cross-functional understanding and alignment. While executives provide leadership, a focused, representative support team facilitates detailed planning. Including competitors or administrative assistants is inappropriate. #IASP SPP Study Guide - Planning Teams##Freeman, Strategic Management#

NEW QUESTION # 62

An organization's high-level strategy, including the mission, vision, core values, customer value proposition, and strategic themes or goals, should be developed by

- A. senior leadership acting as a team.
- B. the strategic management office.
- C. the governing board.
- D. line employees and their supervisors.

Answer: A

Explanation:

High-level strategy formulation is the responsibility of senior leadership acting collectively. This team possesses the authority, perspective, and accountability to integrate mission, vision, values, and strategic themes cohesively. The IASP SPP curriculum emphasizes collaborative leadership engagement to ensure comprehensive, balanced strategies that guide organizational direction. Line employees contribute operational insights, and boards provide oversight, but the senior leadership team leads strategy development. #IASP SPP Study Guide - Strategy Development##Mintzberg, The Rise and Fall of Strategic Planning#

NEW QUESTION # 63

Which of the following features would you likely find in an effective communication plan for a new strategic direction?

- A. Clear communication of what the organization wants to achieve
- B. An explanation of the tactics to be used to achieve the vision
- C. Evidence the communication plan was developed by consultants specializing in communication management
- D. Clear links between the overall strategic direction and individual compensation

Answer: A

Explanation:

An effective communication plan clearly articulates what the organization wants to achieve, ensuring stakeholders understand goals and rationale for the new strategy. The IASP SPP curriculum stresses clarity and focus in communication as critical for building alignment, motivation, and reducing uncertainty during change. Tactical explanations or consultant involvement, while potentially useful, are secondary to clear messaging. #IASP SPP Study Guide - Change Communication##Kotter, Leading Change#

NEW QUESTION # 64

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