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### IASPStrategy Planning Professional Exam Sample Questions (Q50-Q55):

#### NEW QUESTION # 50

How are key stakeholders identified?

- A. Identify organization's highest lifetime value customers
- B. Consider the list of the board of directors
- C. Identify the major corporate shareholders
- D. Consider those who are most affected by and able to affect the outcomes

**Answer: D**

Explanation:

Key stakeholders are identified by considering those individuals or groups who are most affected by and have the ability to influence the outcomes of a project or strategic initiative. This broad perspective ensures inclusion of all critical parties, internal or external, that can impact success or failure. The IASP SPP curriculum emphasizes the importance of comprehensive stakeholder analysis for effective engagement, risk mitigation, and support. Limiting focus to boards, customers, or shareholders alone misses other important influencers such as employees, partners, or regulators. #IASP SPP Study Guide - Stakeholder Analysis# #Freeman, Strategic Management#

### NEW QUESTION # 51

In designing an organization's structure, which of the following is NOT relevant or NOT worthy of consideration?

- A. Operating environment
- B. Company culture
- **C. The company's attrition rate**
- D. Customer segments

**Answer: C**

Explanation:

While attrition rate reflects workforce stability, it is not a primary factor in organizational structure design

. Core considerations include customer segments, operating environment, and company culture, which directly shape how the organization organizes roles and processes. The IASP SPP curriculum highlights that structure must enable effective service delivery and strategic responsiveness, which attrition influences indirectly but is not a structural determinant. #IASP SPP Study Guide - Organizational Design##Ulrich, Human Resource Champions#

### NEW QUESTION # 52

An organizational strategic planning support team should include

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

**Answer: D**

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 # 53

Which of the following BEST summarizes what the strategic management and measurement system should measure?

- A. Organization's mission and purpose
- **B. Actual progress relative to organizational performance targets**
- C. Benchmarks comparing different industry standards
- D. Organization's shared vision of the future

**Answer: B**

Explanation:

Strategic management systems should primarily measure actual progress relative to defined performance targets, enabling evaluation of how well strategies translate into results. The IASP SPP curriculum stresses that measurement informs decision-making, accountability, and continuous improvement by tracking tangible outcomes rather than abstract concepts or benchmarks alone. #IASP SPP Study Guide - Performance Measurement##Kaplan & Norton, Balanced Scorecard#

### NEW QUESTION # 54

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

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

**Answer: A**

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 # 55

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