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IASP Strategy Planning Professional Exam Sample Questions (Q45-Q50):

NEW QUESTION # 45

An organization's business model is likely to be more successful if it

- A. generates sufficient revenue to sustain itself.
- **B. aligns with the organization's purpose or mission.**
- C. focuses primarily on generating profits.
- D. matches past industry trends.

Answer: B

Explanation:

A business model that aligns with the organization's purpose or mission is more likely to succeed because it ensures coherence between organizational identity and value creation mechanisms. This alignment promotes internal consistency, employee engagement, and stakeholder trust. The IASP SPP curriculum stresses that mission-driven business models support sustainable competitive advantage and adaptability. Focusing solely on profits or past trends risks short-termism or strategic misalignment. Sustainable business models balance mission with financial viability and market realities. #IASP SPP Study Guide - Business Model Alignment# #Osterwalder & Pigneur, Business Model Generation#

NEW QUESTION # 46

Benchmarking is most useful when comparing

- A. current processes to past processes.

- B. different departments within the organization.
- **C. the organization's process to a similar process in other organizations.**
- D. best practices to worst practices.

Answer: C

Explanation:

Benchmarking involves comparing an organization's processes or performance against similar processes in other organizations to identify gaps, best practices, and improvement opportunities. The IASP SPP curriculum emphasizes benchmarking as a critical tool for external performance assessment, enabling organizations to learn from leaders and adapt proven approaches. Internal comparisons or historical analyses are valuable but distinct from benchmarking's external focus. #IASP SPP Study Guide -

Benchmarking#

#Camp, Benchmarking: The Search for Industry Best Practices#

NEW QUESTION # 47

Employee commitment should be secured at what point in the strategic management process?

- A. Not until the vision has been approved
- B. After senior managers have made asset allocation decisions
- **C. As early as possible**
- D. Once key analysis has been completed

Answer: C

Explanation:

Securing employee commitment as early as possible in the strategic management process is crucial for success. Early engagement fosters ownership, reduces resistance, and aligns employees' efforts with organizational goals. Waiting until after senior management decisions or vision approval risks disconnects and resistance. The IASP SPP framework emphasizes that involving employees early through communication, participation, and feedback creates momentum and sustainable strategic execution. #IASP SPP Study Guide -

- Change Management###Kotter, Leading Change#

NEW QUESTION # 48

Which of the following BEST ensures that front-line employees understand how to help implement an organization's strategic plan?

- A. Share a brief summary of the plan with all employees
- B. Subject employees to an evaluation confirming they have memorized the organization's mission statement
- **C. Integrate the strategic plan with all departmental planning and budgeting**
- D. Provide organization-wide general training focused on the concept of strategy implementation

Answer: C

Explanation:

The best way to ensure front-line employees understand their role in strategy implementation is to integrate the strategic plan into departmental planning and budgeting, connecting strategy directly to operational activities and resources. The IASP SPP curriculum underscores this integration as vital for translating high-level plans into daily actions and accountability. Summaries, memorization, or general training are insufficient without operational linkage. #IASP SPP Study Guide - Strategy Implementation###Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 49

The goal of any strategic planning process is to produce a strategic plan that

- A. consumes as little resources as possible in its development.
- **B. supports the realization of the organization's vision**
- C. is clear to all who read it.
- D. has the complete support of management.

Answer: B

Explanation:

The primary goal of strategic planning is to develop a plan that supports the organization's vision, aligning resources, priorities, and actions toward the desired future. Clarity, resource efficiency, and management support are important but serve this overarching purpose. The IASP SPP curriculum stresses that plans must be visionary and actionable, providing a roadmap for long-term success. A plan lacking alignment with vision risks irrelevance or fragmentation. #IASP SPP Study Guide - Strategic Planning Fundamentals##Drucker, The Practice of Management#

NEW QUESTION # 50

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