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## IASPStrategy Planning Professional Exam Sample Questions (Q27-Q32):

### NEW QUESTION # 27

Which of the following risk mitigation strategies focuses on reducing the likelihood or impact of a risk before it occurs?

- A. Risk acceptance
- B. **Risk reduction**
- C. Risk avoidance
- D. Risk transfer

**Answer: B**

Explanation:

Risk reduction involves proactive steps to decrease the probability or potential impact of a risk before it materializes. The IASP SPP curriculum emphasizes that effective strategic planning incorporates risk reduction measures such as process improvements, controls, and contingency preparations to minimize vulnerabilities. This differs from risk acceptance (acknowledging risk), avoidance (eliminating risk entirely), or transfer (shifting risk to another party). Risk reduction enhances resilience and supports successful strategy execution. #IASP SPP Study Guide - Risk Management##PMI, Risk Management Framework#

### NEW QUESTION # 28

An organization's choice to lower quality standards via budget cuts, rather than investing so as to achieve higher quality standards, is an example of

- A. eroding goals.
- B. shifting the burden.
- C. escalation.

- D. motivation.

**Answer: A**

Explanation:

Eroding goals refers to the gradual lowering of performance or quality standards to cope with challenges or budget constraints, which undermines long-term strategic success. Rather than investing to improve quality, the organization reduces expectations to fit limited resources. This can become a dangerous cycle leading to deteriorated products, services, and competitiveness. The IASP SPP curriculum highlights eroding goals as a common pitfall in strategy implementation, emphasizing the need to maintain high standards or innovate rather than compromise quality.#IASP SPP Study Guide - Strategy Risks and Pitfalls##Senge, The Fifth Discipline#

**NEW QUESTION # 29**

Which of the following is MOST important to ensure that planned improvements are meeting organizational objectives?

- A. Environmental scanning
- B. Stakeholder feedback
- C. Organized teamwork
- D. Clearly understood success measures

**Answer: D**

Explanation:

To determine if planned improvements are effective, the most crucial factor is having clearly understood success measures. These measures specify what success looks like, enabling objective evaluation of progress and outcomes. The IASP SPP curriculum stresses that success measures should be specific, measurable, attainable, relevant, and time-bound (SMART) to facilitate accountability and guide corrective actions. While stakeholder feedback and teamwork support improvement, without clear metrics, it is impossible to assess performance accurately. Environmental scanning informs context but does not directly measure improvement effectiveness.#IASP SPP Study Guide - Performance Metrics##Kaplan & Norton, Balanced Scorecard#

**NEW QUESTION # 30**

Which of the following is the BEST way to obtain feedback once a draft strategic plan has been created?

- A. Meet with key stakeholders
- B. Post the draft strategic plan on the website
- C. Send a paper copy of the draft strategic plan to stakeholders
- D. Have the chief executive call the stakeholders

**Answer: A**

Explanation:

Meeting directly with key stakeholders provides the best feedback because it enables interactive dialogue, immediate clarification, and deeper understanding. This approach fosters engagement, trust, and constructive input, allowing planners to refine the strategic plan effectively. The IASP SPP curriculum highlights that personal interaction is essential for buy-in and quality feedback. Passive distribution methods like posting online or sending copies lack engagement and risk misunderstanding or limited response.#IASP SPP Study Guide - Stakeholder Engagement##Freeman, Strategic Management#

**NEW QUESTION # 31**

When starting a strategic planning effort, which of the following should be developed FIRST?

- A. Performance measures and targets
- B. Future initiatives
- C. Objectives
- D. Vision and mission

**Answer: D**

Explanation:

The first step in strategic planning is to develop vision and mission statements, which establish the organization's purpose, values, and

aspirational future. These foundational elements guide subsequent steps such as setting objectives, initiatives, and performance measures. The IASP SPP curriculum emphasizes that clear vision and mission are prerequisites for coherent strategy formulation and alignment.  
IASP SPP Study Guide - Vision and Mission  
Drucker, The Practice of Management

## NEW QUESTION # 32

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