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IASPStrategy Planning Professional Exam Sample Questions (Q49-Q54):

NEW QUESTION # 49

Performance management includes comparing an organization's

- A. Employee satisfaction levels against employee performance reviews
- B. Key performance indicators against its strategic environment
- C. Profit and loss statement against its balance sheet
- **D. Actual results against desired results**

Answer: D

Explanation:

Performance management fundamentally involves comparing actual results against desired or planned results to assess progress, identify gaps, and inform corrective actions. The IASP SPP curriculum stresses this comparison as central to strategic control, enabling organizations to monitor effectiveness and adjust strategies accordingly. #IASP SPP Study Guide - Performance Measurement##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 50

Which of the following can be used as an organization-wide system for strategic and operational integration?

- **A. Balanced Scorecard**
- B. Lean manufacturing
- C. Business Process Reengineering
- D. Quality management

Answer: A

Explanation:

The Balanced Scorecard is widely used to integrate strategic objectives with operational activities across an organization, linking performance measures to strategic goals. The IASP SPP curriculum recognizes the Balanced Scorecard as a holistic framework for aligning vision, mission, strategy, and daily operations through measurable metrics. While quality management, lean, and reengineering focus on specific process improvements, the Balanced Scorecard provides comprehensive strategic-operational integration. #IASP SPP Study Guide - Balanced Scorecard##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 51

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

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

Answer: B

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 # 52

Benchmarking is most useful when comparing

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

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 # 53

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

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

Answer: C

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

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