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IASPStrategy Planning Professional Exam Sample Questions (Q55-Q60):

NEW QUESTION # 55

Which of the following is the BEST approach to getting buy-in and continuous engagement from stakeholders?

- A. Invite key stakeholders to attend an initial planning session to discuss the change
- **B. Ask stakeholders who are against the change what is needed to get their support**
- C. Find ways to bypass the support of stakeholders
- D. Tell stakeholders who are against the change that they do not have a choice

Answer: B

Explanation:

The best approach to secure buy-in and sustained engagement is to ask stakeholders who oppose the change what would be needed to gain their support. This inclusive and collaborative approach uncovers concerns, facilitates dialogue, and fosters ownership. The IASP SPP curriculum emphasizes that engaging dissenting voices and addressing their needs strengthens commitment and reduces resistance. Authoritarian or exclusionary approaches risk alienation and failure of change initiatives. #IASP SPP Study Guide - Stakeholder Engagement##Kotter, Leading Change#

NEW QUESTION # 56

Which of the following is NOT characteristic of key stakeholders?

- A. Stakeholders are rightfully interested in the outcome of any change management process
- B. Stakeholders can have an impact on the strategic plan
- C. Some stakeholders are more critical to change efforts than others
- **D. Stakeholders are uninterested in strategic plans**

Answer: D

Explanation:

Key stakeholders are by definition interested in strategic plans as these directly affect their interests, responsibilities, or roles within the organization. They have the ability to influence the plan's development and implementation and are invested in its outcomes. The IASP SPP curriculum highlights that ignoring stakeholder interest or involvement can lead to resistance or failure in change management. Recognizing varied levels of influence and criticality among stakeholders supports targeted engagement and communication strategies. #IASP SPP Study Guide - Stakeholder Management##Freeman, Strategic Management#

NEW QUESTION # 57

What BEST characterizes a strategic plan?

- **A. A plan that needs to be translated into practical operational terms**
- B. A plan that should be revised at least monthly
- C. A breakdown of all the functions of the organization
- D. A plan that should be developed by a specially trained strategic planner

Answer: A

Explanation:

A strategic plan requires translation into practical, operational terms to be implemented effectively. The IASP SPP curriculum stresses that strategy must bridge vision and daily actions through clear goals, metrics, and initiatives. While strategic planners facilitate development, ongoing revision depends on organizational needs. Functional breakdowns are operational details, not strategic focus. #IASP SPP Study Guide - Strategy Implementation##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 58

To improve the likelihood that a plan will be followed, it must be

- **A. clear and executable.**
- B. intelligent and worthwhile.
- C. comprehensive and far-reaching.
- D. interesting and engaging.

Answer: A

Explanation:

A strategic plan's success depends on it being clear and executable, meaning that objectives and actions are understandable and practically achievable. The IASP SPP curriculum stresses that clarity ensures alignment and focus, while executability ensures feasibility and drives implementation. Intelligence or interest alone does not guarantee adoption, nor does complexity ensure effectiveness. #IASP SPP Study Guide - Effective Planning##Kotter, Leading Change#

NEW QUESTION # 59

Which of the following BEST describes an effective organizational vision?

- A. Lists a variety of strategic goals, organizational functions, and performance measures
- **B. Is a forward looking, emotionally grabbing sentence that identifies where the organization aspires to be in the long-term**
- C. Describes the purpose of the organization, the services and products provided, and how the organization creates value for its customers
- D. Describes next year's goals, the organization's core values, and the key processes used to satisfy its customers and stakeholders

Answer: B

Explanation:

An effective vision statement is forward-looking and emotionally compelling, articulating the aspirational future state that motivates and guides the organization over the long term. The IASP SPP curriculum stresses that vision inspires stakeholders and sets the direction for strategy, distinguishing it from mission or operational documents focused on purpose or current activities. A clear, powerful vision drives alignment and strategic focus. #IASP SPP Study Guide - Vision and Mission##Drucker, The Practice of Management#

NEW QUESTION # 60

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