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Quiz 4: SPP Doc. 202

Part 1: Multiple choice.

1. In this phase of the regular design service, the architect prepares the initial line drawings representing design studies that will lead to a recommended solution
   a. Project definition phase
   b. **Schematic design phase**
   c. Design development phase
   d. Predesign phase

2. Is it the duty of the architect to review the contractor's billings and issue Certificates of Payment during the regular design service?
   a. **Yes, this is part of the regular design service**
   b. No, this is not part of the regular design service
   c. Only if the architect will be hired to perform construction management services as well.
   d. Both B and C

3. How many sets of drawings should the architect give to the client as part of the regular design service?
   a. 3 sets
   b. 5 sets
   c. **7 sets**
   d. 9 sets

4. Once the architect has completed the detailed design and contract documents phase, the architect is entitled to collect how much of his fee?
   a. 100%
   b. **90%**
   c. 85%
   d. 70%

5. In which phase of the regular design service does the architect prepare the outline specifications?
   a. **Design development**
   b. Contract documentation
   c. Schematic design
   d. Predesign
   e. Project definition

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IASPStrategy Planning Professional Exam Sample Questions (Q101-Q106):

NEW QUESTION # 101
Which of the following is the FIRST thing to do when an organization needs change?

- A. Interview employees to get different perspectives about the changes
- B. Eliminate all out-of-date aspects of the system
- C. Analyze what the strategic change entails from a modular and integrated perspective
- D. Communicate clearly why change is necessary

Answer: D

Explanation:
Thefirst and most critical stepwhen initiating organizational change is tocommunicate clearly why the change is necessary. This step establishes urgency, aligns understanding, and prepares the organization emotionally and cognitively for transition. The IASP SPP curriculum, aligning with Kotter's change model, emphasizes that clear communication of the rationale reduces resistance and mobilizes stakeholders toward shared objectives. Other activities like interviews or analyses come after establishing a compelling case for change.#IASP SPP Study Guide - Change Management##Kotter, Leading Change#

NEW QUESTION # 102
Which of the following BEST characterizes strategy?

- A. Is a restatement of the organization's mission
- B. Has several different meanings at different organizational levels
- C. Is explicitly defined and means the same thing to everyone
- D. Exists only at the enterprise-wide level, not at business unit levels

Answer: B

Explanation:
Strategy is multifaceted andcan have different interpretations and applications at various organizational levels, from corporate to business unit to operational. The IASP SPP curriculum highlights that strategic goals and approaches may differ by level while aligning with overall mission and vision. Strategy is not a simple restatement of mission nor uniformly defined, but contextual and adaptive across the organization.#IASP SPP Study Guide - Strategy##Mintzberg, The Rise and Fall of Strategic Planning#

NEW QUESTION # 103
In the Balanced Scorecard strategy map, which of the following themes is focused on the firm's products and services, more so than the other themes?

- A. Increase Customer Value
- B. Build the Franchise
- C. Be a Good Corporate Citizen
- D. Achieve Operational Excellence

Answer: A

Explanation:
The theme"Increase Customer Value"in the Balanced Scorecard strategy map directly relates to enhancing the firm's products and services to meet or exceed customer expectations, driving satisfaction and loyalty. The IASP SPP curriculum notes this theme emphasizes customer-centric innovation, quality, and service excellence, more specifically than broader operational or corporate responsibility themes. "Build the Franchise" relates more to growth and brand, "Achieve Operational Excellence" to efficiency, and "Be a Good Corporate Citizen" to social responsibility.#IASP SPP Study Guide - Balanced Scorecard##Kaplan & Norton, Balanced Scorecard#

NEW QUESTION # 104

Which of the following is the MOST effective way to involve all key stakeholders in the strategic planning process?

- A. Meet-and-greet events
- B. Prompt flow-down of executive decisions
- C. Early and frequent participation in the process
- D. Consensus on the selection of supporting consultants

Answer: C

Explanation:

Early and frequent participation by key stakeholders in the planning process maximizes engagement, ownership, and strategy quality. The IASP SPP curriculum highlights that sustained involvement facilitates open dialogue, diverse input, and trust-building, which reduce resistance and improve implementation prospects. Passive communication or superficial engagement events do not yield the depth of involvement necessary for meaningful participation.#IASP SPP Study Guide - Stakeholder Engagement##Freeman, Strategic Management#

NEW QUESTION # 105

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

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

Answer: D

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 # 106

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