Week 2 Assignment

1. The information regarding specific developmental goals, performance measures, and actions required to achieve goals is available in
   A. Performance plan
   B. Performance discussion
   C. Performance Review
   D. Performance objectives

2. Which one of the following is an important external factor in environmental analysis?
   A. Organizational culture
   B. Organizational politics
   C. Competitors
   D. Organizational structure

3. Which of the following is a purpose served by strategic planning?
   A. Allows an organization to produce an organizational culture of cooperation
   B. Allows an organization to increase profit
   C. Allows an organization to reduce overhead cost
   D. Allows an organization to find the best employees

4. If a company identifies an external threat which can be confronted by an internal strength, this is considered as
   A. Leverage
   B. Constraint
   C. Vulnerability
   D. Problem

5. Which of the following is characteristic of a good vision statement?
   A. Controversial
   B. Free of a specific timeline to create flexibility
   C. Provides a stretch goal
   D. Long-lasting

6. Which of the following analyzes the external environment vis-à-vis the internal environment?
   A. Business analysis
   B. Environmental analysis
   C. Opportunity analysis
   D. Gap analysis
7. Which of the following example is the best describing “Strategic priorities \(\rightarrow\) Goals”?
   A. Each salesperson will increase $10,000 in sales by the end of the quarter.
   B. Our company must double the number of our product lines to gain greater diversity and customer satisfaction.
   C. Our firm will reduce the price of our items by 20 percent to compete in the East Asian market within the next five years. To do so, each store must increase employee productivity by 8 percent and implement a one-year hiring freeze.
   D. Each team is required to propose a set of team goals that will help the organization achieve its organizational goals.

8. SMART, which is related to setting goals and objectives stands for
   A. Strategic, measurable, achievable, realistic, tactical
   B. Specific, measurable, achievable, realistic, time frame
   C. Strategic, measurable, achievable, recognized, time frame
   D. Specific, measurable, achievable, realistic, tactical

9. The extent to which employees are similarly connected to or have a consistent line of sight with the vision and direction of the organization and its strategy is summarized as
   A. Strategic planning
   B. Alignment
   C. Positioning
   D. Strategic design

10. Which of the following activity needs to be done first for firm performance?
    A. Focus on goals, and then create strategic priorities on how to compete.
    B. Create strategic priorities and goals simultaneously.
    C. Identify the strength and weaknesses of the firm, and then let firm-level strategic priorities emerge naturally.
    D. Establish strategic priorities before setting goals.

11. Which of the helps an organization to achieve success?
    A. Advantages
    B. Good situations
    C. Opportunities
    D. Expectant situations

12. Which one of the following is the beginning of the performance cycle?
    A. Performance execution
13. The strategic planning process consists of all of the following EXCEPT
   A. An environmental analysis
   B. Development of the marketing plan
   C. Creation of a mission statement
   D. Setting organizational goals

14. A statement which describes the organization’s existence, its customers, products, and services is termed as
   A. Vision statement
   B. Strategic statement
   C. Goal statement
   D. Mission statement

15. “KSA” refers to
   A. Knowledge, social skills, and aptitude
   B. Knowledge, skills, and agility
   C. Knowledge of situation and action
   D. Knowledge, skills, and abilities