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## GInI Certified Innovation Professional (CInP) Sample Questions (Q115-Q120):

### NEW QUESTION # 115

The final step for projects in the Back End is to ramp up production and deliver of the offering. This completes the process of taking a new idea from concept to reality, and - because of scaling up the offering - is where the business will finally begin to do what? Select one correct answer from the list

- A. Reward the team that launched the offering.

- B. Realize its return on the investment.
- C. Be able to tout how innovative it is.
- D. Relax and enjoy the benefits for the next several years.

**Answer: B**

#### NEW QUESTION # 116

The title "Intrapreneur" first appeared in a 1978 paper by Gifford and Elizabeth Pinchot, who defined an Intrapreneur as dreamers who do.

Select one correct answer from the list:

- A. Tinkerers who believe
- B. Winners who dream
- C. Dreamers who do
- D. Creatives who act

**Answer: C**

Explanation:

GInI's CInP Handbook acknowledges the origin of "Intrapreneur" from Gifford and Elizabeth Pinchot's 1978 paper, "Intra-Corporate Entrepreneurship," where they coined it as "dreamers who do"-individuals within organizations who envision innovative possibilities (dream) and execute them (do). This duality captures the intrapreneur's role as both visionary and pragmatic, driving change inside established structures. "Tinkerers who believe" (A) suggests experimentation without action focus. "Winners who dream" (B) implies success without execution. "Creatives who act" (C) is close but lacks the Pinchot's specific "dreamer" nuance. Option D matches GInI's historical citation, aligning with the original answer, reflecting a legacy term GInI adopts to describe internal innovators—a blend of aspiration and agency central to its innovation culture ethos.

Reference: GInI CInP Handbook, Section on Intrapreneurship History and Definition.

#### NEW QUESTION # 117

Innovators are commonly known to have a disdain for what?

Select one correct answer from the list:

- A. The status quo.
- B. Making a profit.
- C. Lean thinking.
- D. Other people.

**Answer: A**

#### NEW QUESTION # 118

In the fourth step in the GInI Breakthrough Innovation Method-Synthesis & Capture-teams conceptually define and document the details around any number of new solution concepts, including any feature mixes they require.

Select one correct answer from the list:

- A. New value models, including any technologies they rely on
- B. New value propositions, including any market niches they are aimed at
- C. New business models, including any regulatory approvals they require
- D. New solution concepts, including any feature mixes they require

**Answer: D**

Explanation:

The fourth step of the GInI Breakthrough Innovation Method, "Synthesis & Capture," is about consolidating insights from prior steps into tangible outputs. The CInP Handbook specifies that teams "conceptually define and document" "new solution concepts," detailing their features and requirements (e.g., functionality, design elements). This step focuses on the "what" of the solution-specific ideas that address the defined context- before broader considerations like value propositions or business models are fully fleshed out.

Option A,

"value propositions," emerges later, tying solutions to market needs. Option B, "value models," involves delivery mechanisms,

beyond this step's scope. Option C, "business models," includes strategic and regulatory aspects, typically Mid Zone concerns. Option D aligns with GInI's focus on solution concepts as the immediate output, matching the question's wording and the original answer. This reflects GInI's Front End emphasis on ideation-to-concept transition, ensuring ideas are concrete before validation, a process rooted in iterative design principles.

Reference:GInICInP Handbook, Section on Breakthrough Innovation Method, Step 4: Synthesis & Capture.

### NEW QUESTION # 119

Subject Matter Expert Platforms are a lighter approach to Open Innovation where engagements are curated with SMEs, thus allowing a business to gain access to a wide variety of insights and learn critical information about a particular industry, market, technology, or business process.

Select one correct answer from the list:

- A. Open Innovation Brokerage Platforms
- B. Crowdsourcing Platforms
- C. Cross-Industry Lateral Innovation Panels
- **D. Subject Matter Expert Platforms**

**Answer: D**

Explanation:

In the context of Open Innovation, GInI's Certified Innovation Professional (CInP) Handbook describes

"Subject Matter Expert Platforms" as a streamlined method for businesses to tap into specialized knowledge from subject matter experts (SMEs). These platforms facilitate curated engagements that provide deep insights into specific areas like industry trends, markets, technologies, or processes, without the broader scope of full-scale crowdsourcing or cross-industry collaboration. The question's phrasing-"a lighter approach" and "curated with SMEs"-directly aligns with this definition. Option B, "Crowdsourcing Platforms," involves a wider, less targeted pool of contributors, which is less "light" and curated. Option C, "Open Innovation Brokerage Platforms," implies intermediaries facilitating broader innovation deals, not necessarily SME-focused. Option D, "Cross-Industry Lateral Innovation Panels," involves peer-to-peer collaboration across industries, not SME engagements. GInI's emphasis on SME-driven insights for targeted learning makes A the correct choice. The original answer (A) was correct and is affirmed here with GInI backing.

Reference:GInICInP Handbook, Section on Open Innovation Mechanisms.

### NEW QUESTION # 120

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