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GInI Certified Innovation Professional (CInP) Sample Questions (Q91-Q96):

NEW QUESTION # 91

When the third step in the GInI Breakthrough Innovation Method - Oblique Examination - is used to address the problem space, it begins with one fundamental question, namely _____.

Select one correct answer from the list:

- A. What new idea is the market really excited about, and thus what new experience is it seeking, along with how that experience transcends all current experiences.
- B. What new technology is the market wanting to employ, and thus what breakthrough new product is it seeking, along with what "jobs" that product needs to accommodate.
- C. What opportunity is the market unaware of, and thus what new innovation will it embrace, along with what new "jobs" that innovation can do for them.
- **D. What problem is the market needing to be solved, and thus what value, experience, or other outcome is it seeking, along with what "jobs" are needed to achieve that outcome.**

Answer: D

NEW QUESTION # 92

When finished with a particular brainstorming session, a group would typically cluster the resulting ideas and concepts using Affinity Analysis.

Select one correct answer from the list:

- **A. Cluster**
- B. Evaluate
- C. Rank
- D. Critique

Answer: A

Explanation:

GInI's CInP Handbook explains that post-brainstorming, teams use Affinity Analysis (or affinity diagramming) to organize ideas by grouping them into clusters based on common themes or patterns. This step, often visualized with sticky notes, helps synthesize the session's output into manageable categories for further exploration. The question's use of "cluster" ties directly to this process. Option B, "critique," implies judgment, not organization. Option C, "evaluate," suggests assessment, which follows clustering. Option D, "rank," is a later prioritization step. Option A matches GInI's sequence—clustering precedes evaluation—ensuring ideas are structured before judged. The original answer (A) is correct, reflecting GInI's methodical approach to managing brainstorming outcomes, a practice that balances creativity with analysis.

Reference: GInI CInP Handbook, Section on Affinity Analysis in Ideation.

NEW QUESTION # 93

A cardinal rule for Project Leaders leading their teams in needfinding is to never pursue innovation for the sake of being innovative. Why is this?

Select one correct answer from the list:

- A. It may raise different stakeholders' expectations too high beyond what the business can safely deliver
- B. They must also combine the innovation with effective marketing if they really want to look innovative
- **C. Without a clear understanding of the deeper market need involved, it usually just results in another "me too" offering**
- D. Because being innovative is now looked down upon by most customers

Answer: C

Explanation:

GInI's CInP Handbook underscores that innovation must address a genuine market need, particularly during needfinding in the Front End. Pursuing innovation merely to appear innovative—without grounding it in a deep understanding of customer or market needs—often leads to uninspired, incremental "me too" offerings that fail to differentiate or deliver value. Option B, raising stakeholder expectations, is a potential risk but not the core reason GInI highlights. Option C, combining with marketing, shifts focus to execution rather than the root issue of needfinding. Option D, suggesting innovation is undesirable, contradicts GInI's entire philosophy. A aligns with GInI's principle that innovation must solve real problems, not chase novelty for its own sake, confirming the original answer.

Reference: GInI CInP Handbook, Section on Needfinding Principles.

NEW QUESTION # 94

The purpose of a business is what?

Select one correct answer from the list

- A. To create value for its different stakeholders.
- B. To develop and sell good products and services.
- C. To grow to a large enough size that it can influence society.
- D. To make money, in the form of profit.

Answer: A

NEW QUESTION # 95

In Stage 5 of the GInI InMS, the purpose of a Pilot is to provide a final grand opportunity for commercial validation of the concept, allowing the business to develop greater confidence that its hypothesis and solution were both valid, and thus the offering will be capable of scaling to its full expected potential.

Select one correct answer from the list:

- A. Its hypothesis and solution were both valid, and thus the offering will be capable of scaling to its full expected potential
- B. Its theories and ideas were both valid, and thus the offering will be liked by its customers
- C. Its postulates and concepts were both valid, and thus the offering will realize substantial media buzz
- D. Its problem statement and solution statement were both valid, and thus the offering will be better than its competitors' offerings

Answer: A

Explanation:

GInI's CInP Handbook defines InMS Stage 5's Pilot as a Back End test to validate commercial viability- confirming the "hypothesis" (problem/need) and "solution" (offering) hold in a real-world context. Success builds confidence for "scaling to full expected potential," ensuring the innovation delivers as planned.

"Problem/solution statement" (A) is close but less precise than GInI's "hypothesis/solution." "Postulates

/concepts" (B) and "media buzz" are vague and off-focus. "Theories/ideas" (C) and "liked by customers" lack scaling emphasis.

Option D matches GInI's exact phrasing, aligning with the original answer, reflecting a rigorous, scalability-focused validation-a GInI capstone for execution readiness.

Reference: GInI CInP Handbook, Section on InMS Stage 5 Pilot Purpose.

NEW QUESTION # 96

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