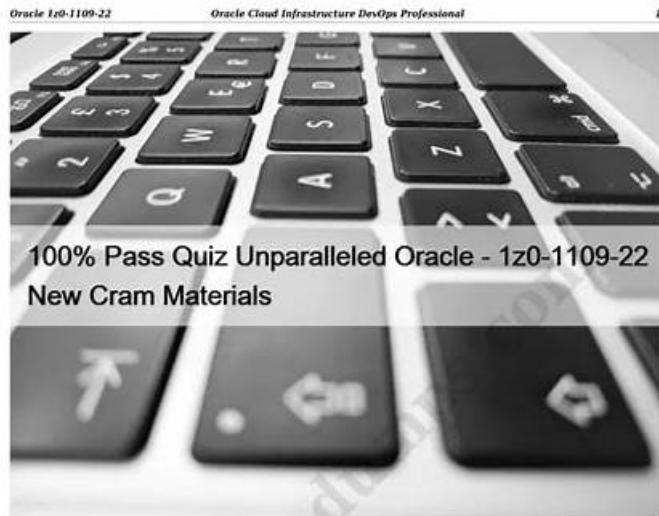


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GInI Certified Innovation Professional (CInP) Sample Questions (Q10-Q15):

NEW QUESTION # 10

As an Innovation Project Leader, the Innovation Manager would generally function as both an Internal and External Leader, a situation that demands a very specific set of skills.

Select one correct answer from the list:

- A. Steadfast / reliable
- B. Lone Wolf/ Pack
- C. Team/ Project
- D. Internal / External

Answer: D

Explanation:

GInI's CInP Handbook describes the Innovation Manager as a Project Leader balancing "Internal" (team coordination, resource management) and "External" (stakeholder engagement, ecosystem collaboration) leadership roles. This dual responsibility-navigating inside the organization and outside with partners or markets-requires skills like communication, influence, and adaptability. "Lone Wolf/ Pack" (A) is metaphorical, not GInI's frame. "Steadfast / reliable" (B) is an attribute pair, not roles (original error). "Team/ Project" (C) is internal-only, missing external scope. Option D matches GInI's delineation, correcting the original (B), reflecting a versatile leadership model essential for GInI's holistic innovation management-a dynamic, boundary-spanning capability.

Reference: GInI CInP Handbook, Section on Project Leadership Roles.

NEW QUESTION # 11

Becoming an Innovation Manager gives one a chance to make a name for themselves by _____.

Select one correct answer from the list:

- A. demonstrating lean thinking skills and financial acumen
- B. demonstrating leadership skills and business acumen
- C. showing off how much they know
- D. leading the most radical and demanding innovation efforts

Answer: B

NEW QUESTION # 12

Package Innovation is the use of a new package design to create perceived new value and appeal to certain consumer preferences.

Select one correct answer from the list:

- A. Create real new value and drive consumer tastes
- B. Create the perception of a totally new product
- C. Create no net new value but appeal to certain consumer vanity
- D. Create perceived new value and appeal to certain consumer preferences

Answer: D

Explanation:

GInI's CInP Handbook categorizes "Package Innovation" as a type of innovation that enhances perceived value through new packaging, targeting specific consumer preferences (e.g., convenience, aesthetics). It's about perception rather than intrinsic product change, distinguishing it from "real new value" (D). Option A, "no net new value," understates the value perception GInI recognizes. Option B, "totally new product," overstates the scope, as packaging doesn't redefine the product itself. Option D, "real new value and drive tastes," implies a deeper shift beyond perception. C aligns with GInI's definition, matching the original answer and the question's wording.

NEW QUESTION # 13

In order to manage the different stakeholders to a given Innovation Project, the Project Leader must figure out what each stakeholder's motivations are, and how to thereby leverage those to achieve, overall, what needs to be accomplished.

Select one correct answer from the list:

- A. Breaking points
- B. Thoughts
- **C. Motivations**
- D. Favorite things

Answer: C

Explanation:

GInI's CInP Handbook emphasizes stakeholder management as a key Project Leader skill, requiring insight into "motivations"-the underlying drivers (e.g., career goals, resource needs) that influence stakeholder support or resistance. By understanding and leveraging these, the leader aligns diverse interests to "achieve what needs to be accomplished" (project goals). "Thoughts" (A) is vague, lacking actionable depth. "Favorite things" (C) is trivial and irrelevant. "Breaking points" (D) focuses on limits, not drivers. Option B aligns with GInI's guidance, matching the original answer, reflecting a strategic, psychology-informed approach to leadership-a GInI tactic for navigating complexity and ensuring project momentum through stakeholder buy- in.

NEW QUESTION # 14

The basic formula of a successful business is the storyline of a hero overcoming obstacles to save the day. For us as Innovators, that means what?

Select one correct answer from the list:

- **A. Find a need and meet it**
- B. Look innovative as absolutely possible
- C. Make the world a better place
- D. Secure financial backing and scale up a huge business

Answer: A

Explanation:

GInI's CInP Handbook frames innovation as a problem-solving journey, akin to a hero's narrative-identifying obstacles (market needs) and overcoming them (delivering solutions). For innovators, this translates to "find a need and meet it," a core tenet of GInI's philosophy that innovation must address real customer or market gaps to succeed. Option A, "make the world a better place," is aspirational but too broad and not directly tied to the business success formula. Option C, "secure financial backing and scale up," focuses on execution, not the foundational storyline. Option D, "look innovative as absolutely possible," contradicts GInI's rule against innovation for appearances (see Question 15). The original answer (D) is incorrect; B is the correct choice, aligning with GInI's need-driven innovation model, where the "hero" (innovator) resolves a "villain" (unmet need), a practical application of storytelling to business value creation.

NEW QUESTION # 15

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