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GInI Certified Innovation Professional (CInP) Sample Questions (Q132-Q137):

NEW QUESTION # 132

A well-developed Opportunity Analysis will uncover for a business both unmet and unarticulated opportunities.

Select one correct answer from the list:

- **A. Unmet and unarticulated opportunities**
- B. Good opportunities and bad opportunities
- C. Tangible and intangible opportunities
- D. Currently untapped opportunities and future potential opportunities

Answer: A

Explanation:

GInI'sCInP Handbook describes Opportunity Analysis as a Front End process to identify market gaps, specifically "unmet" (known but unaddressed needs) and "unarticulated" (latent needs customers don't yet express) opportunities. This dual focus, rooted in Design Thinking, uncovers high-value innovation targets-e.

g., unmet demand for convenience, unarticulated desire for simplicity. Option A, "tangible/intangible," is abstract and not GInI's framework. Option B, "good/bad," is judgmental, not analytical. Option C, "untapped /future," shifts to timing, missing the unmet/unarticulated distinction. Option D aligns with GInI's terminology, matching the original answer, emphasizing deep customer insight as the bedrock of impactful innovation-a disciplined, user-centric approach.

NEW QUESTION # 133

Brokerage Search is an activity used in Intellectual Property Research in which IP Brokers and Agents are retained to help the business find new patents they can license or buy to use in their business.

Select one correct answer from the list:

- A. Brokerage Litigation
- B. IP Operative Retention
- C. Field Agent Scanning
- **D. Brokerage Search**

Answer: D

Explanation:

In GInI'sCInP Handbook, "Brokerage Search" is a specific activity within Intellectual Property Research where businesses engage "IP Brokers and Agents" to identify patents for licensing or purchase. This enhances innovation by accessing external IP, a key Open Innovation tactic. The term is precise- "brokerage" reflects the intermediary role, "search" the discovery process. Option A, "IP Operative Retention," is vague and unrelated to IP sourcing. Option B, "Brokerage Litigation," implies legal disputes, not acquisition. Option D,

"Field Agent Scanning," suggests broad surveillance, not targeted patent hunting. Option C matches GInI's definition, aligning with the original answer, showcasing GInI's strategic use of external resources to accelerate innovation-a pragmatic, market-driven approach.

NEW QUESTION # 134

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

Select one correct answer from the list:

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

Answer: A

Explanation:

GInI'sCertified Innovation Professional (CInP) Handbook outlines the Innovation Manager's role as a Project Leader, emphasizing attributes like being "steadfast" (resolute, consistent in vision) and "reliable" (dependable in execution). These traits ensure the leader maintains direction amid uncertainty and delivers on commitments, critical for managing innovation's inherent risks. The question focuses on personal qualities, not structural roles (unlike Q70). "Lone Wolf / Pack" (A) contrasts independence with collaboration, not GInI's focus here. "Team / Project" (C) describes scope, not traits. "Internal / External" (D) fits Q70's role duality, not this attribute pair. The original answer (B) is correct here (unlike Q70's error), aligning with GInI's leadership profile-steadfastness drives

persistence, reliability builds trust, forming a skillset for navigating complex projects. This reflects GInI's emphasis on character-driven leadership, rooted in real-world demands for credibility and stability in innovation management.
Reference:GInICInP Handbook, Section on Innovation Leadership Qualities.

NEW QUESTION # 135

In selecting new ideas in Stage 3 of the GInI InMS, the organization must make every effort possible to use real data in their decision-making, as this forces them to accept reality as it really is.

Select one correct answer from the list:

- **A. Accept reality as it really is**
- B. Make fiscally conservative assumptions
- C. Choose whichever ideas they feel will sell the most
- D. Fall back on statistics, which they can easily frame to their needs

Answer: A

Explanation:

GInI's CInP Handbook stresses that in InMS Stage 3, idea selection relies on "real data" (e.g., market research, prototypes) to ground decisions in evidence, forcing the organization to "accept reality as it really is" -not wishful thinking or bias. This ensures viable, impactful projects advance, aligning with GInI's data-driven ethos. "Fiscally conservative assumptions" (A) adds unnecessary caution, not GInI's intent. "Fall back on statistics" (C) suggests manipulation, against GInI's integrity. "Choose ideas that sell" (D) prioritizes intuition over evidence. Option B matches GInI's principle, aligning with the original answer, reflecting a reality-based filter that enhances innovation success-a GInI hallmark of disciplined creativity.
Reference: GInI CInP Handbook , Section on InMS Stage 3 Data-Driven Selection.

NEW QUESTION # 136

Developing a concept further following its selection by an Evaluation Group often involves the creation of a preliminary business plan/business case for the concept.

Select one correct answer from the list:

- **A. A preliminary business plan/business case for the concept**
- B. A fully-detailed financial forecast for the concept, showing its return on investment with 95% confidence limits
- C. A detailed design of the concept
- D. New hypotheses behind its problem

Answer: A

Explanation:

GInI'sCInP Handbookexplains that post-selection in InMS Stage 3, concepts move to Stage 4, where development includes creating a "preliminary business plan/business case." This document outlines the concept's value proposition, market potential, and initial financials-enough to justify further investment without full detail. It's a Mid Zone activity, bridging evaluation to execution. "New hypotheses" (A) is Front End, pre-selection. "Detailed design" (B) is Back End, post-business case. "Fully-detailed forecast" (D) is overly precise for this stage-GInI seeks preliminary viability, not 95% confidence yet. Option C aligns with GInI's process, matching the original answer (despite typo), reflecting a pragmatic step to validate concepts strategically-a GInI method for staged commitment.

NEW QUESTION # 137

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