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# CInP

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## GInI Certified Innovation Professional (CInP) Sample Questions (Q45-Q50):

### NEW QUESTION # 45

In the overall E&S Process, there may be any number of what feeding into the Level 2 stream of evaluations and selections?  
Select one correct answer from the list

- A. Different Level 0 streams.

- B. Super special innovation initiatives.
- C. Secret skunkworks campaigns.
- D. **Different Level 1 streams.**

**Answer: D**

#### NEW QUESTION # 46

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

**Answer: C**

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 # 47

Understanding market problems and delivering successful innovations requires a business to be able to execute all three phases of an innovation project with equal care.

Select one correct answer from the list:

- A. **Execute all three phases of an innovation project with equal care**
- B. Nail the Front End of Innovation with an exact understanding of the issue and a breakthrough new solution
- C. Nail the Back End of Innovation with dialed-in execution that gets the new innovation into the market exactly as planned
- D. Excel at the Mid Zone of Innovation so they can develop far superior go-to-market strategies than any of their competitors have

**Answer: A**

Explanation:

GInI's CInP Handbook frames innovation as a three-phase process-Front End (exploration), Mid Zone (validation), Back End (execution)-requiring "equal care" across all to succeed. Missteps in any phase (e.g., poor needfinding, weak business case, sloppy launch) derail outcomes. "Nail the Back End" (A) overemphasizes execution (original error). "Nail the Front End" (C) prioritizes ideation, neglecting later phases. "Excel at the Mid Zone" (D) focuses on strategy, missing holistic balance. Option B aligns with GInI's integrated approach, correcting the original (A), reflecting a disciplined, end-to-end mastery-a GInI imperative for consistent innovation success.

Reference: GInI CInP Handbook, Section on Three Phases of Innovation.

#### NEW QUESTION # 48

After having a number of teams conduct further validation and scoping on their respective projects in the Front End, a business is then able to ask of each one "Is it a problem worth solving?" Select one correct answer from the list:

- A. Problem behind a problem
- B. Once-in-a-lifetime opportunity
- C. Customer they care about
- D. **Problem worth solving**

## Answer: D

Explanation:

GInI's CInP Handbook notes that post-Front End validation and scoping, businesses assess projects by asking "Is it a problem worth solving?"—evaluating if the issue merits resources based on impact, scale, and alignment. This gatekeeping question ensures focus on significant challenges. "Once-in-a-lifetime opportunity" (A) is hyperbolic. "Customer they care about" (B) shifts to audience, not problem. "Problem behind a problem" (D) is a reframing tactic, not the decision point. Option C matches GInI's exact phrasing, aligning with the original answer, reflecting a pragmatic, value-driven filter—a GInI principle for prioritizing innovation efforts.

## NEW QUESTION # 49

In the long run, what is more expensive than innovating?

Select one correct answer from the list:

- A. Issuing stockholder dividends that are too large
- B. Not controlling your costs
- **C. Not innovating**
- D. Marketing too many brands

## Answer: C

Explanation:

Identical to Q85 (repeated in original), GInI's CInP Handbook emphasizes that "not innovating" incurs greater long-term costs than innovating—lost opportunities, declining market position, and eventual irrelevance outweigh innovation's upfront investment. Firms that stagnate face existential risks, as GInI illustrates with examples like Blockbuster versus Netflix. "Not controlling costs" (A) risks profitability but isn't strategic.

"Large dividends" (B) is tactical, not existential. "Too many brands" (D) is a misstep, not a fatal flaw. Option C aligns with GInI's stance, matching the original answer, reinforcing innovation as a necessity, not an option—a GInI principle validated by competitive dynamics.

## NEW QUESTION # 50

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