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GInI Certified Innovation Professional (CInP) Sample Questions (Q64-Q69):

NEW QUESTION # 64

Context in the GInI Breakthrough Innovation Method (the first step) gives a team a clear center point to focus on and boundaries in which to channel their efforts toward a particular outcome.

Select one correct answer from the list:

- A. A clear sense of purpose to drive toward, and no boundaries to worry about-so that they achieve maximum creativity
- **B. A clear center point to focus on and boundaries in which to channel their efforts**
- C. A head start in coming up with breakthrough solutions
- D. An inner goal to concentrate on and an outer bounds to stay clear of

Answer: B

Explanation:

The GIInI Breakthrough Innovation Method, as outlined in the Certified Innovation Professional (CInP) Handbook, begins with "Context" as its first step. This step is foundational, designed to orient the team by establishing a "clear center point" (the problem or opportunity) and "boundaries" (scope and constraints) to guide their work. GIInI emphasizes that innovation thrives within defined parameters-too much freedom can lead to unfocused efforts, while too little stifles creativity. Context provides a balance, ensuring the team knows what they're solving for and where to direct their energy, setting the stage for subsequent steps like exploration and ideation. Option B, "no boundaries," contradicts GIInI's structured approach; unbounded creativity risks irrelevance. Option C, "head start in solutions," skips ahead to outcomes, not context's role.

Option D, "inner goal and outer bounds," is close but less precise-GIInI uses "center point" and "boundaries" explicitly. Option A matches the handbook's wording and intent, aligning with the original answer. This reflects GIInI's adaptation of Design Thinking principles, where a well-defined problem space is critical for effective innovation, ensuring efforts are both creative and purposeful.

NEW QUESTION # 65

In a good Innovation Team, all of the members will have what?

Select one correct answer from the list:

- A. A willingness to go to work each day and do their job.
- **B. Skin in the game - a commitment to the team's purpose.**
- C. A clear sense of their own priorities.
- D. A desire to have lots of fun.

Answer: B

NEW QUESTION # 66

Build to Compare is one of the 12 Purposes of Prototyping in which we build prototypes to undertake comparative benchmarking between proposed new solutions and existing solutions, so that we can figure out how to solve our customer's problem better.

Select one correct answer from the list:

- A. Build to Learn
- **B. Build to Compare**
- C. Build to Empathize
- D. Build to Decide

Answer: B

Explanation:

GIInI's CInP Handbook includes "Build to Compare" among the 12 Purposes of Prototyping, where teams create prototypes to benchmark new solutions against existing ones-e.g., comparing usability or value-to identify improvements. This evaluative purpose, often in the Test phase, ensures the innovation outperforms alternatives, directly addressing customer problems. "Build to Empathize" (A) focuses on understanding, not comparison. "Build to Decide" (B) chooses between options, not benchmarks. "Build to Learn" (C) explores feasibility, not competitive positioning. Option D matches GIInI's exact purpose, aligning with the original answer, reflecting a strategic, customer-centric use of prototyping-a GIInI tactic for differentiation.

NEW QUESTION # 67

The fourth step for projects in the Mid Zone is for teams to develop a sound business case for the opportunity.

This is important because it will be used for the business' highly-critical decision on whether or not to make the major investment required to continue moving the project forward toward development and commercialization.

Select one correct answer from the list:

- A. Market this new innovation at such a level that no one can ignore it
- B. Pivot the entire business around this new innovation

- C. Build a new facility to produce this new innovation
- D. Continue moving the project forward toward development and commercialization

Answer: D

Explanation:

GInI's CInP Handbook outlines the Mid Zone's fourth step as the creation of a "sound business case," a detailed document that justifies advancing an innovation project into the Back End—where development and commercialization occur. This step is critical because it precedes a go/no-go decision gate, determining if the business will invest heavily in bringing the innovation to market. The business case must include financial models (e.g., cost-benefit analysis), strategic rationale (e.g., market demand), and risk assessments, providing a holistic view to secure approval. Option A, "market this new innovation," is a Back End activity, not the decision's focus. Option B, "build a new facility," is a specific operational choice post-approval, not the general intent. Option D, "pivot the entire business," is an extreme strategic shift far beyond most project scopes. Option C directly matches GInI's description, emphasizing progression to development and commercialization as the next logical step after Mid Zone validation. The original answer (C) is correct, reflecting GInI's phased approach where the business case bridges the Mid Zone's conceptual work to the Back End's execution. This process ensures alignment with organizational goals and prevents premature overcommitment, a principle grounded in GInI's risk-mitigation philosophy.

NEW QUESTION # 68

In the fourth step of the GInI Breakthrough Innovation Method—Synthesis & Capture—teams will generate as many new value models as makes sense for the situation. They can then use preliminary filtering to select the most promising models to move forward with. Select one correct answer from the list:

- A. Select new models to move forward with that will ensure they are as good as their competitors
- B. Eliminate all but the most certain-to-be-approved models
- C. Select the most technologically-exciting models to move forward with
- D. Select the most promising models to move forward with

Answer: D

Explanation:

The CInP Handbook clarifies that in "Synthesis & Capture," teams generate multiple concepts (not necessarily "value models" as the question states—likely a typo for "solution concepts") and apply "preliminary filtering" to identify the "most promising" ones for further development. GInI defines "promising" as having high potential for value creation, feasibility, and alignment with the context, not just technological appeal (A), competitive parity (B), or certainty (D). Option A prioritizes excitement over viability, which GInI avoids.

Option B focuses on benchmarking, not innovation's goal of differentiation. Option D, "most certain-to-be-approved," is overly conservative, clashing with GInI's risk-tolerant Front End ethos. Option C reflects GInI's balanced approach—filtering for promise, not perfection—consistent with the original answer. Despite the question's "value models" error, the intent aligns with solution filtering, a critical step to refine ideas without prematurely narrowing scope, embodying GInI's iterative refinement process.

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

NEW QUESTION # 69

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