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GInI Certified Innovation Professional (CInP) Sample Questions (Q81-Q86):

NEW QUESTION # 81

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

Answer: B

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.

NEW QUESTION # 82

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

Answer: C

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.

NEW QUESTION # 83

Qualitative studies are generally conducted in one of two ways-either online or as fieldwork. The latter involves going out into the field and talking to certain types of people, often when they are engaged in a particular experience of interest.

Select one correct answer from the list:

- **A. Going out into the field and talking to certain types of people, often when they are engaged in a particular experience of interest**
- B. Going door-to-door to conduct user surveys
- C. Setting up kiosks that ask people to answer a survey on the spot
- D. Going out into the field and taking pictures of random subjects doing random things

Answer: A

Explanation:

The CInP Handbook explains that qualitative studies in innovation research, particularly within Design Research, are conducted either online (e.g., virtual interviews) or through fieldwork. Fieldwork, as GInI describes, entails "going out into the field and talking to certain types of people," often in situ-while they're engaged in a specific experience (e.g., using a product, navigating a service)-to capture contextual insights. This ethnographic approach allows researchers to observe authentic behaviors and ask targeted questions, yielding rich, nuanced data for needfinding. Option B, "taking pictures of random subjects," lacks purpose and depth, contradicting GInI's focus on intentionality. Option C, "door-to-door surveys," is structured and less contextual, missing the

experiential focus. Option D, "kiosks," is a quantitative tactic, not qualitative fieldwork. Option A matches GInI's methodology, aligning with the original answer, embodying a rigorous, user-focused process that informs empathetic design—a key differentiator in GInI's innovation toolkit.

Reference: GInI CInP Handbook, Section on Qualitative Research Methods.

NEW QUESTION # 84

A business' Innovation Strategy will - in Stage 1 of the GInI InMS - guide the business' investment priorities for its Innovation Portfolio, thus largely determining the portfolio's what?

Select one correct answer from the list

- **A. Scope, depth and Impact.**
- B. Size, shape, and speed.
- C. Goals.
- D. Boundaries.

Answer: A

NEW QUESTION # 85

Understanding market problems and delivering successful innovations requires a business to be able to do what?

- A. Nail the Front End of Innovation with an exact understanding of the issue and a breakthrough new solution.
- **B. Execute all three phases of an innovation project with equal care.**
- 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: B

Explanation:

The correct answer is B. Execute all three phases of an innovation project with equal care. Successful innovation does not depend on strength in only one phase. It requires an organization to understand the problem clearly, shape and develop the right solution, and then execute effectively to bring that solution into use or into the market. In innovation management, weak performance in any one phase can reduce the chances of success, even if the other phases are handled well.

This aligns with GInI topics such as innovation project structuring, innovation process discipline, idea development, and implementation. The Front End helps identify needs, opportunities, and insights. The middle phases help refine the concept, test assumptions, and structure the project. The Back End focuses on execution, launch, adoption, and value realization. Innovation succeeds when these phases are connected and managed as a complete system rather than isolated activities.

Option A is important but incomplete because understanding the issue and creating a solution alone do not guarantee success.

Option B is too narrow and overemphasizes go-to-market strategy. Option C focuses only on execution. The strongest answer is the one that reflects balanced excellence across the entire innovation journey.

NEW QUESTION # 86

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