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Certified Innovation Professional (CInP)
QUESTION & ANSWERS

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GInI Certified Innovation Professional (CInP) Sample Questions (Q83-Q88):

NEW QUESTION # 83

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

Answer: C

Explanation:

GInI'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 GInI's exact purpose, aligning with the original answer, reflecting a strategic, customer-centric use of prototyping-a GInI tactic for differentiation.

NEW QUESTION # 84

Build to Empathize is one of the 12 Purposes of Prototyping in which we build prototypes to develop a deeper understanding of the customer and of their world / situation / problem.

Select one correct answer from the list:

- A. Build to Think
- B. Build to Clarify
- C. Build to Learn
- **D. Build to Empathize**

Answer: D

Explanation:

GInI's CInP Handbook lists 12 Purposes of Prototyping, including "Build to Empathize," where prototypes are created not to test solutions but to deepen empathy-e.g., simulating a user's experience to understand their context, struggles, or needs. This aligns with the Empathize phase, using tangible models to bridge observation and insight. "Build to Learn" (A) tests functionality or feasibility, not empathy. "Build to Think" (B) aids ideation, not user understanding. "Build to Clarify" (C) refines concepts for communication, not customer insight. Option D matches GInI's definition, aligning with the original answer, showcasing GInI's nuanced prototyping philosophy-leveraging physicality to enhance human connection, a subtle yet powerful Front End tool.

Reference: GInI CInP Handbook, Section on 12 Purposes of Prototyping.

NEW QUESTION # 85

Evaluation and Selection often happens at two or more levels. The second level is generally run by executives from across the business.

Select one correct answer from the list:

- A. Qualitative analysts
- B. Various volunteers
- **C. Executives**
- D. Innovation Managers

Answer: C

Explanation:

GInI's CInP Handbook describes the Evaluation and Selection process in InMS Stage 3 as multi-tiered, with increasing authority at higher levels. The "second level" typically involves "executives" from across the business-senior leaders with strategic oversight-who review recommendations from initial teams (e.g., first-level evaluators) to make go/no-go decisions on project conversion. This reflects GInI's governance model, ensuring alignment with organizational goals and resource allocation. "Qualitative analysts" (A) are specialists, not decision-makers. "Innovation Managers" (B) lead programs, not necessarily the second tier.

"Various volunteers" (D) lack authority and structure. Option C aligns with GInI's framework, matching the original answer, embodying a hierarchical, executive-driven filter-a GInI mechanism for balancing creativity with business pragmatism.

Reference: GInI CInP Handbook, Section on InMS Stage 3 Evaluation Levels.

NEW QUESTION # 86

Rewards generally involve either cash prizes or high-value material prizes.

Select one correct answer from the list:

- A. promotions / salary raises
- B. new cars / vacation homes
- C. letters of appreciation / certificates of accomplishment
- **D. cash prizes / high-value material prizes**

Answer: D

Explanation:

GInI's framework for innovation engagement includes rewards as a reinforcement mechanism, typically categorized as tangible incentives like "cash prizes" or "high-value material prizes." These are highlighted in the CInP Handbook as effective motivators for participation. "Promotions / salary raises" (B) and "letters of appreciation / certificates of accomplishment" (C) might be used in some contexts, but GInI specifies tangible rewards as the primary focus. "New cars / vacation homes" (D) is an exaggerated distractor not aligned with standard practice. The question's phrasing confirms A as the intended answer.

Reference: GInI CInP Handbook, Section on Rewards and Recognition.

NEW QUESTION # 87

Innovation is an acquirable mentality and skillset.

Select one correct answer from the list:

- A. extremely common
- B. in-born
- **C. acquirable**
- D. extremely rare

Answer: C

Explanation:

GInI's foundational philosophy, as articulated in the CInP Handbook, posits that innovation is not an innate trait but a "mentality and skillset" that can be learned and developed through practice, training, and exposure to structured methods. Option A, "in-born," contradicts this by suggesting it's genetic. Option B, "extremely common," overstates its prevalence without training. Option C, "extremely rare," undermines GInI's mission to democratize innovation skills. D, "acquirable," reflects GInI's belief in teachability, aligning with the question's statement and the original answer. This is a core tenet of the CInP certification itself.

NEW QUESTION # 88

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