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GInI Certified Innovation Professional (CInP) Sample Questions (Q66-Q71):

NEW QUESTION # 66

Good Innovation Teams - those populated with the right types of individuals - should be given what in their work?

- A. Lots of opportunities to play and have fun.
- **B. Latitude and autonomy.**
- C. Detailed instructions and clear guidance.
- D. A strict, well-defined mandate with predefined plans.

Answer: B

Explanation:

The correct answer is C. Latitude and autonomy. In innovation management, strong innovation teams are most effective when they are trusted to explore opportunities, test ideas, and make informed decisions within an appropriate strategic framework. Global Innovation Institute topics emphasize that innovation work involves uncertainty, experimentation, and adaptation. Because of this, teams need enough freedom to investigate problems, generate alternatives, and adjust direction as they learn.

Latitude and autonomy do not mean the absence of accountability. Rather, they mean that capable teams are empowered to work with initiative and judgment instead of being constrained by overly rigid instructions or predefined solutions. This is especially important in innovation projects where the path forward is not fully known at the outset. Autonomy allows teams to respond to insights, iterate concepts, and pursue promising ideas more effectively.

The other options are less suitable for innovation work. Strict mandates and detailed instructions can limit creativity and slow learning. Opportunities for fun may support morale, but they are not the core condition needed for innovation effectiveness. Well-composed innovation teams perform best when given the space and authority to do their work with flexibility and ownership.

NEW QUESTION # 67

The basic formula of a successful business is the storyline of a hero overcoming obstacles to save the day. For us as Innovators, that means what?

Select one correct answer from the list:

- A. Make the world a better place
- B. Secure financial backing and scale up a huge business
- **C. Find a need and meet it**
- D. Look innovative as absolutely possible

Answer: C

Explanation:

GInI's CInP Handbook frames innovation as a problem-solving journey, akin to a hero's narrative-identifying obstacles (market needs) and overcoming them (delivering solutions). For innovators, this translates to "find a need and meet it," a core tenet of GInI's philosophy that innovation must address real customer or market gaps to succeed. Option A, "make the world a better place," is aspirational but too broad and not directly tied to the business success formula. Option C, "secure financial backing and scale up," focuses on execution, not the foundational storyline. Option D, "look innovative as absolutely possible," contradicts GInI's rule against innovation for appearances (see Question 15). The original answer (D) is incorrect; B is the correct choice, aligning with GInI's need-driven innovation model, where the "hero" (innovator) resolves a "villain" (unmet need), a practical application of storytelling to business value creation.

NEW QUESTION # 68

_____ is one of the 12 Purposes of Prototyping in which we build prototypes to engage the mind's "analysis & synthesis engine", since having something to turn over in one's hands helps the mind to better understand a concept or at least keep the mind exploring for more new ideas.

Select one correct answer from the list

- **A. Build to Think**

- B. Build to Clarify
- C. Build to Learn
- D. Build to Empathize

Answer: A

NEW QUESTION # 69

For projects in the Mid Zone that pass the final decision gate, they will pass from the Mid Zone to the Back End, where they will enter into a completely different set of activities.

Select one correct answer from the list:

- **A. Pass the final decision gate**
- B. An accurate Gantt Chart
- C. A project post-mortem
- D. A highly detailed project plan with several layers of approvals

Answer: A

Explanation:

GInI's CInP Handbook describes the Mid Zone as culminating in a "final decision gate"-the go/no-go point where a project's business case is evaluated. Passing this gate transitions the project from Mid Zone (validation, business casing) to Back End (development, commercialization), shifting from planning to execution activities (e.g., production, launch). Option A, "Gantt Chart," is a tool, not a condition. Option B,

"post-mortem," occurs after failure or completion, not transition. Option D, "detailed project plan," might support the gate but isn't the passing criterion. Option C directly states the condition-passing the gate- matching GInI's phased model and the original answer (though D was incorrectly listed; context suggests C intent). This gate is a pivotal risk filter, ensuring only validated projects consume Back End resources, a cornerstone of GInI's disciplined innovation management.

NEW QUESTION # 70

A key use of research in Needfinding work is for market segmentation, where an overall population of prospective customers is segmented according to the particular outcome each segment seeks.

Select one correct answer from the list:

- A. Various demographic factors
- B. Their lifestyles
- **C. The particular outcome each segment seeks**
- D. Their tastes-what they like and dislike

Answer: C

Explanation:

GInI's CInP Handbook highlights Needfinding as a Front End activity where research, including market segmentation, identifies customer needs. GInI advocates segmenting based on "the particular outcome each segment seeks" (e.g., convenience, performance)-a jobs-to-be-done approach-rather than traditional metrics. This focuses on why customers buy, revealing actionable innovation opportunities. Option B,

"demographic factors" (age, income), is conventional but less need-centric. Option C, "lifestyles," and Option D, "tastes," are behavioral but miss the outcome focus GInI prioritizes. Option A aligns with GInI's methodology, matching the original answer, embodying a sophisticated, outcome-driven segmentation that drives targeted innovation-a nuanced evolution of market research. Reference: GInI CInP Handbook, Section on Needfinding and Market Segmentation.

NEW QUESTION # 71

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