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### GInI Certified Innovation Professional (CInP) Sample Questions (Q79-Q84):

#### NEW QUESTION # 79

The third step for projects in the Mid Zone is for teams to craft a winning Go-To-Market Strategy. This strategy addresses when, where, how, and by whom the offering will be \_\_\_\_\_ so that it is able to optimally connect with a particular market and that market's need.

Select one correct answer from the list:

- A. made, advertised, listed, and shipped
- **B. produced, marketed, sold, and distributed**
- C. manufactured, assembled, inspected, and approved
- D. sponsored, promoted, endorsed, and otherwise marketed

**Answer: B**

#### NEW QUESTION # 80

Wizard of Oz Prototypes are prototypes used to emulate the automated functionality of an artifact even though said functionality happens as a result of a person making it happen manually behind the scenes.

Select one correct answer from the list:

- **A. Wizard of Oz Prototypes**
- B. Looks-Like Prototypes
- C. User Experience Prototypes
- D. Works-Like Prototypes

**Answer: A**

Explanation:

GInI's CInP Handbook defines "Wizard of Oz Prototypes" as simulations where a system appears automated, but a human manually operates it behind the scenes-e.g., a chatbot mimicked by a typist-to test user interaction without full development. This low-fidelity method, named after the story's deceptive wizard, validates concepts early. "User Experience Prototypes" (A) is broad, not specific. "Looks-Like Prototypes" (B) focus on appearance, not function. "Works-Like Prototypes" (D) demonstrate real mechanics, not illusions. Option C matches GInI's terminology, aligning with the original answer, embodying a clever, resource-efficient prototyping strategy-a GInI hallmark for rapid validation.

Reference:GInI CInP Handbook, Section on Prototyping Types.

#### NEW QUESTION # 81

Having a proposed new innovation fail is acceptable so long as the Innovation Team is able-through various "stress-test" business experiments-to force it to fail early on, rather than at the Eleventh Hour, so that the team avoids unnecessarily wasting resources.

Select one correct answer from the list:

- A. justify why they pursued the concept in the first place
- **B. force it to fail early on, rather than at the Eleventh Hour**
- C. convince the business to move forward with it anyway
- D. eventually get it to work

**Answer: B**

Explanation:

GInI's innovation philosophy, as detailed in the CInP Handbook, embraces the concept of "failing fast" to conserve resources and refine focus. Stress-testing through experiments in the Front End or Mid Zone allows teams to identify flaws early, avoiding costly late-stage failures ("at the Eleventh Hour"). Option A, pushing forward despite failure, contradicts this fail-fast approach. Option B, justification, is retrospective and not the goal of stress-testing. Option D, making it work eventually, ignores the value of early failure as a learning tool. C directly reflects GInI's emphasis on early validation to prevent resource waste, aligning with the question's intent and the original answer.

Reference:GInI CInP Handbook, Section on Experimentation and Validation.

#### NEW QUESTION # 82

Many brainstorming sessions start with quiet time for individual brainwriting.

Select one correct answer from the list:

- A. Reflection
- B. Problem review
- C. Sketching
- **D. Brainwriting**

**Answer: D**

Explanation:

GInI's CInP Handbook describes brainwriting as a common brainstorming technique where participants begin with quiet, individual idea generation-writing down thoughts before group discussion. This method, often called "silent brainstorming," ensures diverse input, reduces groupthink, and builds a foundation for collective ideation. The question's phrasing-"quiet time for individual brainwriting"-explicitly points to this practice.

Option A, "problem review," is preparatory, not generative. Option C, "sketching," might occur but isn't the standard term. Option D, "reflection," is introspective, not idea-producing. Option B aligns with GInI's methodology, where brainwriting kickstarts creativity systematically. The original answer (B) is correct, supported by GInI's emphasis on structured, inclusive ideation techniques that maximize participation and output.

Reference: GInI CInP Handbook, Section on Brainstorming Techniques.

### NEW QUESTION # 83

The title "Intrapreneur" first appeared in a 1978 paper by Gifford and Elizabeth Pinchot, who defined an Intrapreneur as dreamers who do.

Select one correct answer from the list:

- A. Creatives who act
- B. Tinkerers who believe
- **C. Dreamers who do**
- D. Winners who dream

**Answer: C**

Explanation:

GInI's CInP Handbook acknowledges the origin of "Intrapreneur" from Gifford and Elizabeth Pinchot's 1978 paper, "Intra-Corporate Entrepreneurship," where they coined it as "dreamers who do"- individuals within organizations who envision innovative possibilities (dream) and execute them (do). This duality captures the intrapreneur's role as both visionary and pragmatic, driving change inside established structures. "Tinkerers who believe" (A) suggests experimentation without action focus. "Winners who dream" (B) implies success without execution. "Creatives who act" (C) is close but lacks the Pinchot's specific "dreamer" nuance. Option D matches GInI's historical citation, aligning with the original answer, reflecting a legacy term GInI adopts to describe internal innovators-a blend of aspiration and agency central to its innovation culture ethos.

### NEW QUESTION # 84

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