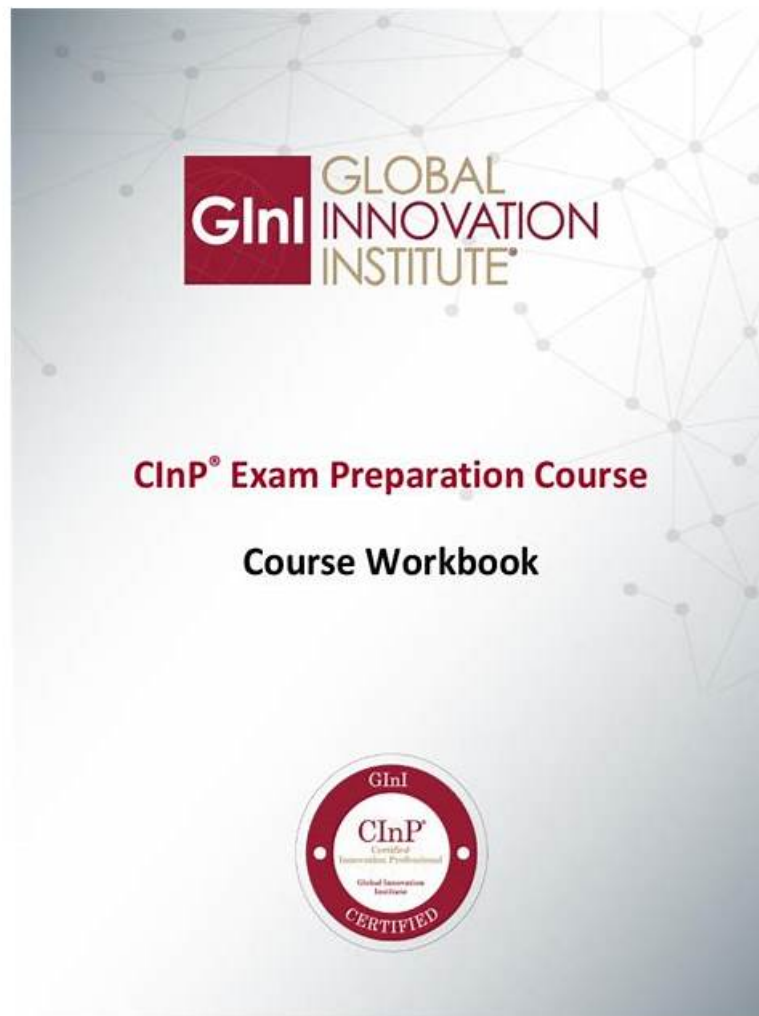


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GInI Certified Innovation Professional (CInP) Sample Questions (Q114-Q119):

NEW QUESTION # 114

The three phases of Innovation Projects is a concept used to categorize _____ within specific phases of an innovation project. Select one correct answer from the list

- A. the types of insight needed
- B. the amount of cost incurred
- C. the types of work to be done
- D. the level of risk incurred

Answer: C

NEW QUESTION # 115

In the fourth step in the GInI Breakthrough Innovation Method-Synthesis & Capture-teams conceptually define and document the details around any number of new solution concepts, including any feature mixes they require. Select one correct answer from the list:

- A. New solution concepts, including any feature mixes they require
- B. New value models, including any technologies they rely on
- C. New value propositions, including any market niches they are aimed at
- D. New business models, including any regulatory approvals they require

Answer: A

Explanation:

The fourth step of the GInI Breakthrough Innovation Method, "Synthesis & Capture," is about consolidating insights from prior steps into tangible outputs. The CInP Handbook specifies that teams "conceptually define and document" "new solution concepts," detailing their features and requirements (e.g., functionality, design elements). This step focuses on the "what" of the solution-specific ideas that address the defined context- before broader considerations like value propositions or business models are fully fleshed out.

Option A,

"value propositions," emerges later, tying solutions to market needs. Option B, "value models," involves delivery mechanisms, beyond this step's scope. Option C, "business models," includes strategic and regulatory aspects, typically Mid Zone concerns. Option D aligns with GInI's focus on solution concepts as the immediate output, matching the question's wording and the original answer. This reflects GInI's Front End emphasis on ideation-to-concept transition, ensuring ideas are concrete before validation, a process rooted in iterative design principles.

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

NEW QUESTION # 116

Breakthrough Innovation is characterized by completely new offerings within existing categories that substantially raise the bar on the value or experience delivered.

Select one correct answer from the list:

- A. Substantially increase the brand value associated with them
- B. Substantially raise the bar on the level of competitiveness they offer
- C. Substantially raise the bar on the value or experience delivered
- D. Substantially lowers the cost of doing business

Answer: C

Explanation:

GInI's CInP Handbook defines Breakthrough Innovation as novel offerings within existing categories (e.g., a revolutionary smartphone) that "substantially raise the bar on the value or experience delivered"-e.g., superior functionality or usability-setting new standards. "Brand value" (A) is a byproduct, not the focus.

"Competitiveness" (B) results but isn't GInI's definition. "Lowers cost" (C) aligns with process innovation, not breakthrough's emphasis. Option D matches GInI's exact phrasing, aligning with the original answer, reflecting a transformative, customer-facing impact-a GInI criterion distinguishing breakthrough from incremental innovation.

NEW QUESTION # 117

The third step in the GInI Breakthrough Innovation Method-Oblique Examination-involves both divergent and convergent processes. Select one correct answer from the list:

- A. Internal / external
- B. Problem / solution
- C. Fast / slow
- **D. Divergent / convergent**

Answer: D

Explanation:

In the GInI Breakthrough Innovation Method, "Oblique Examination" is the third step, following Context and Exploration. The CInP Handbook describes it as a dual-process phase where teams first use "divergent" thinking to generate a wide array of ideas and perspectives (expanding possibilities), then apply "convergent" thinking to synthesize and narrow these into actionable insights. This mirrors classic creativity models (e.g., Guilford's divergent-convergent framework) adapted by GInI for innovation. "Oblique" suggests lateral, unconventional angles, but the process remains structured: diverge to explore, converge to refine. Option A, "fast/slow," refers to pace, not process type. Option C, "problem/solution," oversimplifies without capturing the thinking dynamics. Option D, "internal/external," might relate to sourcing but isn't the focus here. Option B directly reflects GInI's methodology, where divergent-convergent interplay drives breakthrough thinking.

The original answer (B) is correct, embodying GInI's balance of creativity and discipline, a hallmark of its systematic yet flexible approach to innovation.

NEW QUESTION # 118

A cardinal rule for Project Leaders leading their teams in needfinding is to never pursue innovation for the sake of being innovative. Why is this?

Select one correct answer from the list:

- A. They must also combine the innovation with effective marketing if they really want to look innovative
- B. It may raise different stakeholders' expectations too high beyond what the business can safely deliver
- **C. Without a clear understanding of the deeper market need involved, it usually just results in another "me too" offering**
- D. Because being innovative is now looked down upon by most customers

Answer: C

Explanation:

GInI's CInP Handbook underscores that innovation must address a genuine market need, particularly during needfinding in the Front End. Pursuing innovation merely to appear innovative-without grounding it in a deep understanding of customer or market needs-often leads to uninspired, incremental "me too" offerings that fail to differentiate or deliver value. Option B, raising stakeholder expectations, is a potential risk but not the core reason GInI highlights. Option C, combining with marketing, shifts focus to execution rather than the root issue of needfinding. Option D, suggesting innovation is undesirable, contradicts GInI's entire philosophy. A aligns with GInI's principle that innovation must solve real problems, not chase novelty for its own sake, confirming the original answer.

Reference: GInI CInP Handbook, Section on Needfinding Principles.

NEW QUESTION # 119

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