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**GIInP Certified Innovation Professional (CInP) Sample Questions (Q176-Q181):**

### NEW QUESTION # 176

To craft a compelling story, Innovation Teams must skillfully weave together a narrative around their challenge that does what to the listener?

Select one correct answer from the list:

- A. Keeps their minds from wandering elsewhere.
- **B. Stimulates them intellectually and moves them emotionally.**
- C. Educates them academically and trains them practically.
- D. Invokes neuroelectrical stimulation and frontal cortex processing.

**Answer: B**

### NEW QUESTION # 177

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. Because being innovative is now looked down upon by most customers
- **C. Without a clear understanding of the deeper market need involved, it usually just results in another "me too" offering**
- D. It may raise different stakeholders' expectations too high beyond what the business can safely deliver

**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 # 178

Innovation is an acquirable mentality and skillset.

Select one correct answer from the list:

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

**Answer: D**

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.

Reference: GInI CInP Handbook, Introduction to Innovation Competencies.

### NEW QUESTION # 179

The purpose of a business is what?

Select one correct answer from the list

- A. To make money, in the form of profit.

- B. To grow to a large enough size that it can influence society.
- **C. To create value for its different stakeholders.**
- D. To develop and sell good products and services.

**Answer: C**

### NEW QUESTION # 180

Technology Innovation is any new innovation that delivers greater value and/or a better customer experience as a direct consequence of using a new technology.

Select one correct answer from the list:

- **A. Using a new technology**
- B. Adding new features to the offering
- C. Initiating research and development into a new technology
- D. Hying a new technology

**Answer: A**

Explanation:

GInI defines "Technology Innovation" in the CInP Handbook as an innovation driven by the application of a new technology to enhance value or customer experience. The key is the use of the technology, not just its features (A), promotion (B), or development (C). Option A, "adding new features," might result from technology but isn't the defining act. Option B, "hying," is marketing, not innovation. Option C, "initiating R&D," is a precursor, not the innovation itself. D, "using a new technology," matches GInI's focus on practical application as the source of value, confirming the original answer. The question's phrasing reinforces this by specifying "as a direct consequence." Reference: GInI CInP Handbook, Section on Types of Innovation.

### NEW QUESTION # 181

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