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GInI Certified Innovation Professional (CInP) Sample Questions (Q52-Q57):

NEW QUESTION # 52

The fourth step for projects in the Back End is for teams to undertake the formal design and development work required to have a final design for the offering. For a product, this involves an engineering design that is consistently manufacturable and yields a product capable of delivering on the Design and Innovation Intents set for it.

Select one correct answer from the list:

- **A. Consistently manufacturable and yields a product capable of delivering on the Design and Innovation Intents set for it**
- B. Easy to manufacture and assemble, and yields a product customers are very happy with
- C. Manufacturing ready and yields a product capable of satisfying customers
- D. Manufacturable within quality limits and yields a product that meets all of its specifications

Answer: A

Explanation:

GInI'sCInP Handbook defines the Back End's fourth step as finalizing the design, where for products, engineering ensures the design is "consistently manufacturable" and meets the "Design and Innovation Intents" (specific value or experience goals set earlier). Consistency ensures scalable production, while intents tie back to the original vision (e.g., usability, performance). Option A, "manufacturing ready," is vague and customer satisfaction is an outcome, not intent. Option B, "easy to manufacture," lowers the bar GInI seeks consistency, not ease-and "very happy" is subjective. Option D, "within quality limits," is close but "specifications" is broader than intents, which are strategic. Option C matches GInI's exact wording and focus, aligning with the original answer, emphasizing fidelity to the innovation's purpose through robust engineering-a critical Back End discipline. Reference:GInICInP Handbook, Section on Back End Step 4: Design and Development.

NEW QUESTION # 53

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

Answer: C

Explanation:

GInI'sCInP 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.

Reference:GInICInP Handbook, Section on Innovation as Problem-Solving and Storytelling.

NEW QUESTION # 54

A well-developed Opportunity Analysis will uncover for a business both unmet and unarticulated opportunities.

Select one correct answer from the list:

- A. Tangible and intangible opportunities
- B. Good opportunities and bad opportunities
- C. Currently untapped opportunities and future potential opportunities
- **D. Unmet and unarticulated opportunities**

Answer: D

Explanation:

GInI'sCInP Handbook describes Opportunity Analysis as a Front End process to identify market gaps, specifically "unmet" (known but unaddressed needs) and "unarticulated" (latent needs customers don't yet express) opportunities. This dual focus, rooted in

Design Thinking, uncovers high-value innovation targets-e.

g., unmet demand for convenience, unarticulated desire for simplicity. Option A, "tangible/intangible," is abstract and not GInI's framework. Option B, "good/bad," is judgmental, not analytical. Option C, "untapped /future," shifts to timing, missing the unmet/unarticulated distinction. Option D aligns with GInI's terminology, matching the original answer, emphasizing deep customer insight as the bedrock of impactful innovation-a disciplined, user-centric approach. Reference:GInICInP Handbook, Section on Opportunity Analysis.

NEW QUESTION # 55

As an Innovation Professional contributing to a program of sustained innovation output in your business, you are constantly feeding what?

Select one correct answer from the list

- A. The business' Sales Pipeline.
- B. The business' competitive intelligence.
- C. The business' bottom line.
- **D. The business' Innovation Pipeline.**

Answer: D

NEW QUESTION # 56

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

Answer: B

Explanation:

GInI'sCInP Handbookincludes "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 # 57

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