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GInI Certified Innovation Professional (CInP) Sample Questions (Q83-Q88):

NEW QUESTION # 83

The final step for projects in the Back End is to ramp up production and deliver of the offering. This completes the process of taking

a new idea from concept to reality, and - because of scaling up the offering - is where the business will finally begin to do what?
Select one correct answer from the list

- A. Be able to tout how innovative it is.
- B. Relax and enjoy the benefits for the next several years.
- **C. Realize its return on the investment.**
- D. Reward the team that launched the offering.

Answer: C

NEW QUESTION # 84

All good innovations start their life as a hypothesis and therefore teams-if they are to explore a particular situation in their search for a new innovation opportunity-can thus engage in hypothesis forming.

Select one correct answer from the list:

- A. idea
- B. question
- C. need
- **D. hypothesis**

Answer: D

Explanation:

According to GInI's innovation framework, the inception of an innovation often begins with a hypothesis-a testable assumption about a problem, need, or opportunity that can be explored and validated. TheCInP Handbookexplains that in the Front End of Innovation, teams engage in "hypothesis forming" to frame their exploration, setting the stage for needfinding and ideation. The question's structure-"start their life as" followed by "engage in hypothesis forming"-explicitly points to "hypothesis" as the foundational element.

Option B, "need," is a precursor to innovation but not the starting point GInI emphasizes in this context; needs are identified through hypotheses. Option C, "idea," comes later, after hypotheses are tested. Option D,

"question," might initiate the process but lacks the specificity of a hypothesis as a structured starting point.

GInI's focus on hypothesis-driven innovation, especially in methodologies like Design Thinking, confirms A as the correct answer, matching the original input.

Reference:GInICInP Handbook, Section on Front End of Innovation and Hypothesis Forming.

NEW QUESTION # 85

Innovation is an acquirable mentality and skillset.

Select one correct answer from the list:

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

Answer: C

Explanation:

GInI's foundational philosophy, as articulated in theCInP 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:GInICInP Handbook, Introduction to Innovation Competencies.

NEW QUESTION # 86

The fourth step for projects in the Mid Zone is for teams to develop a sound business case for the opportunity.

This is important because it will be used for the business' highly-critical decision on whether or not to make the major investment required to continue moving the project forward toward development and commercialization.

Select one correct answer from the list:

- A. Market this new innovation at such a level that no one can ignore it
- B. Build a new facility to produce this new innovation
- **C. Continue moving the project forward toward development and commercialization**
- D. Pivot the entire business around this new innovation

Answer: C

Explanation:

GInI's CInP Handbook outlines the Mid Zone's fourth step as the creation of a "sound business case," a detailed document that justifies advancing an innovation project into the Back End—where development and commercialization occur. This step is critical because it precedes a go/no-go decision gate, determining if the business will invest heavily in bringing the innovation to market. The business case must include financial models (e.g., cost-benefit analysis), strategic rationale (e.g., market demand), and risk assessments, providing a holistic view to secure approval. Option A, "market this new innovation," is a Back End activity, not the decision's focus. Option B, "build a new facility," is a specific operational choice post-approval, not the general intent. Option D, "pivot the entire business," is an extreme strategic shift far beyond most project scopes. Option C directly matches GInI's description, emphasizing progression to development and commercialization as the next logical step after Mid Zone validation. The original answer (C) is correct, reflecting GInI's phased approach where the business case bridges the Mid Zone's conceptual work to the Back End's execution. This process ensures alignment with organizational goals and prevents premature overcommitment, a principle grounded in GInI's risk-mitigation philosophy.

NEW QUESTION # 87

Incentives are used for what purpose?

Select one correct answer from the list:

- A. To pressure and coerce people into engaging in the innovation program
- B. To reward people for having engaged in the innovation program
- **C. To encourage people to engage in the innovation program in the first place.**
- D. To force people to engage in the innovation program even if they do not want to.

Answer: C

NEW QUESTION # 88

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