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## GInI Certified Innovation Professional (CInP) Sample Questions (Q81-Q86):

### NEW QUESTION # 81

In selecting new ideas in Stage 3 of the GInI InMS, the organization must make every effort possible to use real data in their decision-making, as this forces them to accept reality as it really is.

Select one correct answer from the list:

- A. Choose whichever ideas they feel will sell the most
- B. Make fiscally conservative assumptions
- **C. Accept reality as it really is**
- D. Fall back on statistics, which they can easily frame to their needs

**Answer: C**

Explanation:

GInI's CInP Handbook stresses that in InMS Stage 3, idea selection relies on "real data" (e.g., market research, prototypes) to ground decisions in evidence, forcing the organization to "accept reality as it really is"-not wishful thinking or bias. This ensures viable, impactful projects advance, aligning with GInI's data-driven ethos. "Fiscally conservative assumptions" (A) adds unnecessary caution, not GInI's intent. "Fall back on statistics" (C) suggests manipulation, against GInI's integrity. "Choose ideas that sell" (D) prioritizes intuition over evidence. Option B matches GInI's principle, aligning with the original answer, reflecting a reality-based filter that enhances innovation success-a GInI hallmark of disciplined creativity.

Reference: GInI CInP Handbook, Section on InMS Stage 3 Data-Driven Selection.

## NEW QUESTION # 82

Design Methods bring Design Thinking to life by allowing teams to study problems and evaluate potential solutions.

Select one correct answer from the list:

- A. Study markets and evaluate potential strategies
- **B. Study problems and evaluate potential solutions**
- C. Study markets and evaluate potential opportunities
- D. Study users and evaluate potential trends

**Answer: B**

Explanation:

GInI's CInP Handbook describes Design Methods as practical tools (e.g., journey mapping, prototyping) that operationalize Design Thinking's principles. These methods enable teams to "study problems" (via empathy, observation) and "evaluate potential solutions" (via prototyping, testing), spanning the process from problem definition to solution validation. This dual focus is central to GInI's human-centered approach, ensuring innovations address real issues effectively. Option B, "study users and trends," is partial (users yes, trends less so). Option C, "markets and strategies," shifts to business planning, not design. Option D, "markets and opportunities," is market research, not Design Thinking's core. Option A matches GInI's intent, aligning with the original answer, embodying a systematic, problem-solution dialectic-a bedrock of GInI's innovation practice.

Reference: GInI CInP Handbook, Section on Design Methods.

## NEW QUESTION # 83

Customer Experience Innovation involves \_\_\_\_\_ to produce a greater sense of value by those encountering it.

Select one correct answer from the list:

- A. The delivery of a new service that delivers a much better service experience.
- B. The delivery of a new product that delivers a much better product experience.
- **C. The staging of a purposefully-designed and orchestrated new customer experience.**
- D. The use of marketing to tell the world yours is a much better experience.

**Answer: C**

## NEW QUESTION # 84

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

**Answer: D**

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 # 85**

As an Innovation Professional, the present and emerging market needs you identify represent what for you personally?

Select one correct answer from the list:

- A. Major risks you should help the organization suppress
- B. Threats to your job that you must steer clear of
- C. Opportunities to appear innovative to the rest of your organization
- **D. Opportunities to define and develop new innovations**

**Answer: D**

Explanation:

GInI's CInP Handbook positions Innovation Professionals as proactive agents who leverage market needs- current and emerging-as "opportunities to define and develop new innovations." This reflects their role in the Front End, where identifying needs sparks the creation of valuable solutions, driving personal and organizational growth. Option A, "major risks," frames needs negatively, counter to GInI's opportunity- focused mindset. Option B, "opportunities to appear innovative," prioritizes perception over substance, which GInI rejects. Option C, "threats to your job," misaligns with the professional's proactive stance. Option D matches GInI's emphasis on needfinding as a catalyst for innovation, empowering professionals to shape the future. The original answer (D) is correct, rooted in GInI's view that market insights are the lifeblood of an innovator's work, turning observations into actionable breakthroughs.

Reference: GInI CInP Handbook, Section on Role of Innovation Professionals in Needfinding.

#### **NEW QUESTION # 86**

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