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GInI Certified Innovation Professional (CInP) Sample Questions (Q73-Q78):

NEW QUESTION # 73

In the fourth step of the GInI Breakthrough Innovation Method-Synthesis & Capture-teams will generate as many new value models as makes sense for the situation. They can then use preliminary filtering to select the most promising models to move forward with. Select one correct answer from the list:

- A. Eliminate all but the most certain-to-be-approved models
- **B. Select the most promising models to move forward with**
- C. Select the most technologically-exciting models to move forward with
- D. Select new models to move forward with that will ensure they are as good as their competitors

Answer: B

Explanation:

The CInP Handbook clarifies that in "Synthesis & Capture," teams generate multiple concepts (not necessarily "value models" as the question states-likely a typo for "solution concepts") and apply "preliminary filtering" to identify the "most promising" ones for further development. GInI defines "promising" as having high potential for value creation, feasibility, and alignment with the context, not just technological appeal (A), competitive parity (B), or certainty (D). Option A prioritizes excitement over viability, which GInI avoids.

Option B focuses on benchmarking, not innovation's goal of differentiation. Option D, "most certain-to-be- approved," is overly conservative, clashing with GInI's risk-tolerant Front End ethos. Option C reflects GInI's balanced approach-filtering for promise, not perfection-consistent with the original answer. Despite the question's "value models" error, the intent aligns with solution filtering, a critical step to refine ideas without prematurely narrowing scope, embodying GInI's iterative refinement process.

NEW QUESTION # 74

Innovators are commonly known to have a disdain for what?

Select one correct answer from the list:

- **A. The status quo.**
- B. Making a profit.
- C. Other people.
- D. Lean thinking.

Answer: A

NEW QUESTION # 75

In Trendcasting, trends can only be extrapolated so far, otherwise their projections are subject to gross error.

Select one correct answer from the list:

- **A. Their projections are subject to gross error**
- B. Our business might experience more success and growth than it can handle
- C. We begin to scare people in the business with wild utopian and dystopian scenarios
- D. A competitor might beat us to market with a particular innovation

Answer: A

Explanation:

GInI's CInP Handbook describes Trendcasting as forecasting future market or technology trends based on current data, a Front End tool for opportunity spotting. However, GInI warns that over-extrapolation- projecting too far beyond reliable data-leads to "gross error" in predictions, as uncertainty compounds over time. This reflects statistical principles (e.g., regression limitations) and GInI's insistence on grounded insights. Option B, "competitor beating us," is a risk but unrelated to extrapolation accuracy. Option C, "scaring people with scenarios," is a communication issue, not a forecasting flaw. Option D, "more success than we can handle," is an outcome, not a methodological concern. Option A aligns with GInI's caution, matching the original answer, emphasizing precision in trend analysis to ensure actionable, credible innovation strategies-a balance of vision and rigor.

Reference: GInI CInP Handbook, Section on Trendcasting and Research Limitations.

NEW QUESTION # 76

For projects developing products in the Back End, once final funds are released and capital equipment has been procured, the Operations Team will begin preparations to ready the product for pilot and eventual launch.

Select one correct answer from the list:

- A. Start helping the marketing team produce effective marketing collateral for the product
- B. Start production
- C. Begin their production planning work

- **D. Begin preparations to ready the product for pilot and eventual launch**

Answer: D

Explanation:

The CInP Handbook details that in the Back End, after funding and equipment are secured, the Operations Team focuses on "preparations to ready the product for pilot and eventual launch." This includes pilot planning (e.g., small-scale testing) and launch logistics (e.g., supply chain readiness), ensuring the product is market-ready. Option A, "marketing collateral," is outside Operations' scope. Option B, "production planning," occurs earlier in design phases. Option C, "start production," jumps ahead—pilots precede full production. Option D aligns with GInI's sequence, matching the original answer, reflecting a phased approach where pilots validate scalability before launch, a risk-management strategy central to GInI's Back End process.

Reference: GInI CInP Handbook, Section on Back End Pilot and Launch Prep.

NEW QUESTION # 77

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

Answer: B

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.

Reference: GInI CInP Handbook, Section on Breakthrough Innovation Characteristics.

NEW QUESTION # 78

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