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## GInI Certified Innovation Professional (CInP) Sample Questions (Q114-Q119):

### NEW QUESTION # 114

Innovators are commonly known to have a disdain for what?  
Select one correct answer from the list:

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

**Answer: B**

#### NEW QUESTION # 115

Innovation Management is largely about two activities, namely driving engagement for bottom-up participatory innovation, and then collecting, evaluating, and selecting the ideas and opportunities that result from this.

Select one correct answer from the list:

- A. Fun activities / fun ideas
- B. Mandatory participation / new suggestions
- C. The business innovation program / improvement ideas
- **D. Engagement / ideas and opportunities**

**Answer: D**

Explanation:

GInI'sCInP Handbook frames Innovation Management as a dual process: "driving engagement" to foster "bottom-up participatory innovation" (e.g., via mechanisms like Innovation Tournaments) and "collecting, evaluating, and selecting the ideas and opportunities" that emerge. This reflects GInI's Innovation Management System (InMS), where broad participation generates a pipeline of concepts, filtered for viability.

"Fun activities / fun ideas" (B) trivializes the process. "The business innovation program / improvement ideas" (C) is vague and narrow (improvements vs. opportunities). "Mandatory participation / new suggestions" (D) misaligns-GInI favors voluntary engagement. Option A aligns with GInI's exact terminology, matching the original answer, showcasing a systematic, inclusive approach to harnessing creativity-a strategic GInI pillar for organizational innovation.

Reference:GInICInP Handbook, Section on Innovation Management Core Activities.

#### NEW QUESTION # 116

Innovation Tournaments are internal competitions where teams of peers work together to identify a new opportunity for the business, develop a relatively complete and well-thought-out business plan for it, and then pitch it to an internal venture board, generally in order to get funding for taking the concept further, understanding that concepts which prove strong enough may ultimately make their way all the way through to final implementation, thereby providing an excellent method for surfacing and funding non-core, and potentially breakthrough or disruptive, business innovations.

Select one correct answer from the list:

- A. Hackathons
- B. Business Plan Competitions
- **C. Innovation Tournaments**
- D. Innovation Jams

**Answer: C**

Explanation:

GInI defines "Innovation Tournaments" as structured internal competitions aimed at identifying and developing new business opportunities, often involving pitches to a venture board for funding. This aligns with the question's description of teams creating business plans and competing for resources to advance potentially disruptive innovations. "Hackathons" (A) typically focus on rapid prototyping, often in tech contexts, not necessarily business plans. "Business Plan Competitions" (B) is a close contender but is a more generic term not specifically tied to GInI's innovation framework. "Innovation Jams" (C) refer to collaborative ideation sessions, not competitive tournaments. Thus, "Innovation Tournaments" (D) is the precise GInI term.

Reference:GInICInP Handbook, Section on Engagement Mechanisms.

#### NEW QUESTION # 117

Build to Empathize is one of the 12 Purposes of Prototyping in which we build prototypes to develop a deeper understanding of the customer and of their world / situation / problem.

Select one correct answer from the list:

- **A. Build to Empathize**
- B. Build to Learn
- C. Build to Think
- D. Build to Clarify

**Answer: A**

Explanation:

GInI's CInP Handbook lists 12 Purposes of Prototyping, including "Build to Empathize," where prototypes are created not to test solutions but to deepen empathy-e.g., simulating a user's experience to understand their context, struggles, or needs. This aligns with the Empathize phase, using tangible models to bridge observation and insight. "Build to Learn" (A) tests functionality or feasibility, not empathy. "Build to Think" (B) aids ideation, not user understanding. "Build to Clarify" (C) refines concepts for communication, not customer insight. Option D matches GInI's definition, aligning with the original answer, showcasing GInI's nuanced prototyping philosophy-leveraging physicality to enhance human connection, a subtle yet powerful Front End tool.

#### NEW QUESTION # 118

Innovation is an acquirable mentality and skillset.

Select one correct answer from the list:

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

**Answer: B**

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 # 119

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