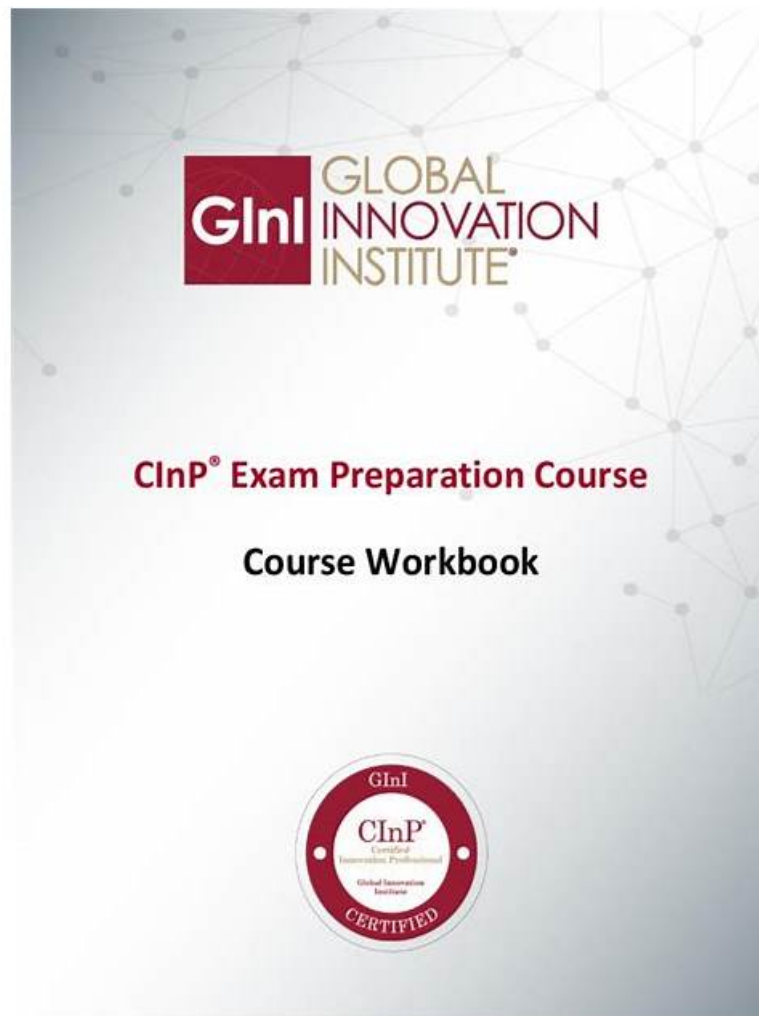


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GInI Certified Innovation Professional (CInP) Sample Questions (Q136-Q141):

NEW QUESTION # 136

"Question Storming benefits from people fully abandoning their preconceived understanding of a situation and starting over at the beginning with some very basic, fundamental questions. This is known as what?" Select one correct answer from the list:

- A. A Beginner's Mind, or "Think Like a 4 Year Old".
- B. A Dreamer's Mind, or "Think Like a Free Spirit".
- C. A Starter's Mind, or "Think Like a Rookie".
- D. A Dummy's Mind, or "Think Like a Machine".

Answer: A

NEW QUESTION # 137

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

Answer: D

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 # 138

The third step for projects in the Mid Zone is for teams to craft a winning Go-To-Market Strategy. This strategy addresses when, where, how, and by whom the offering will be _____ so that it is able to optimally connect with a particular market and that market's need.

Select one correct answer from the list:

- A. produced, marketed, sold, and distributed
- B. sponsored, promoted, endorsed, and otherwise marketed
- C. made, advertised, listed, and shipped
- D. manufactured, assembled, inspected, and approved

Answer: A

NEW QUESTION # 139

Subject Matter Expert Platforms are a lighter approach to Open Innovation where engagements are curated with SMEs, thus allowing a business to gain access to a wide variety of insights and learn critical information about a particular industry, market, technology, or business process.

Select one correct answer from the list:

- A. Crowdsourcing Platforms
- B. Cross-Industry Lateral Innovation Panels
- C. Open Innovation Brokerage Platforms

- **D. Subject Matter Expert Platforms**

Answer: D

Explanation:

In the context of Open Innovation, GInI's Certified Innovation Professional (CInP) Handbook describes

"Subject Matter Expert Platforms" as a streamlined method for businesses to tap into specialized knowledge from subject matter experts (SMEs). These platforms facilitate curated engagements that provide deep insights into specific areas like industry trends, markets, technologies, or processes, without the broader scope of full-scale crowdsourcing or cross-industry collaboration. The question's phrasing-"a lighter approach" and "curated with SMEs"-directly aligns with this definition. Option B, "Crowdsourcing Platforms," involves a wider, less targeted pool of contributors, which is less "light" and curated. Option C, "Open Innovation Brokerage Platforms," implies intermediaries facilitating broader innovation deals, not necessarily SME-focused. Option D, "Cross-Industry Lateral Innovation Panels," involves peer-to-peer collaboration across industries, not SME engagements. GInI's emphasis on SME-driven insights for targeted learning makes A the correct choice. The original answer (A) was correct and is affirmed here with GInI backing.

Reference: GInI CInP Handbook, Section on Open Innovation Mechanisms.

NEW QUESTION # 140

Problem Reframing forces us to "start at the beginning" by exploring hypotheses.

Select one correct answer from the list:

- **A. Exploring hypotheses**
- B. Brainstorming solutions
- C. Stating Design Principles
- D. Prototyping new ideas

Answer: A

Explanation:

GInI's Certified Innovation Professional (CInP) Handbook positions Problem Reframing as a critical technique within Design Thinking and the Front End of Innovation, aimed at redefining challenges to uncover root causes or new perspectives. The phrase "start at the beginning" aligns with GInI's emphasis on questioning assumptions and forming testable "hypotheses" about the problem space-e.g., "Is this the real issue?" or

"What if the need is different?" This exploratory step, often part of the Define phase, ensures the team addresses the right problem before proceeding. Option A, "Stating Design Principles," is a later structuring act, not reframing's starting point. Option B, "Brainstorming solutions," jumps to ideation, skipping reframing's diagnostic focus. Option D, "Prototyping new ideas," is a testing phase, not the initial reframing.

Option C matches GInI's methodology, aligning with the original answer, reflecting a disciplined, hypothesis-driven approach that resets the innovation process with clarity-a foundational GInI principle for avoiding misaligned efforts.

Reference: GInI CInP Handbook, Section on Problem Reframing in Design Thinking.

NEW QUESTION # 141

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