

Quiz #11

Due Apr 9 at 11:59pm

Points 10

Questions 5

Available Apr 3 at 12am - Apr 9 at 11:59pm

Time Limit 30 Minutes

Allowed Attempts 2

Instructions

As a reminder:

- These quizzes are open book/note, but NOT "open neighbor!"
- You will have two chances to take the quiz but please note that the scores will be averaged to calculate your final grade.
- Canvas will randomly sort the answers to the questions so you may have the answer "all of the above" listed out of sequence. In these cases, the answer simply refers to all of the other answers.
- Please make sure you read the material before you take the quiz as it will speed up your ability to answer the questions in the allotted time (will usually be 30 mins for each quiz unless indicated otherwise in the quiz instructions).

The quiz this week will cover the reading materials:

- Innovator's Dilemma: Chapters 7-9

Take the Quiz Again

Attempt History

	Attempt	Time	Score
LATEST	<u>Attempt 1</u>	25 minutes	10 out of 10

⚠️ Correct answers will be available on Apr 10 at 12am.

Score for this attempt: **10** out of 10
Submitted Apr 3 at 11:20pm
This attempt took 25 minutes.

Question 1	2 / 2 pts

Which of the following methods does Christensen highlight as tools for estimating market demand for sustaining innovations?

☐ Interviewing lead customers

☐ Trend Analysis

☒ All of the above

☐ Economic Modeling

Question 2

2 / 2 pts

When attempting to commercialize a new disruptive innovation, which of the following strategic orientations is most important for enhancing your probability of success?

☐ Exploitation orientation

☐ Implementation orientation

☒ Learning orientation

☐ Execution orientation

Question 3

2 / 2 pts

Which of the following outcomes are consistent with discovery-driven planning?

☒ All of the above

- ☐ Identify the assumptions in the business plan
- ☐ Identify use cases for how customers actually use the products
- ☐ Test market assumptions in the plan

Question 4**2 / 2 pts**

Which of these factors are part of an organization's capabilities framework?

- ☐ Resources
- ☒ All of the above
- ☐ Processes
- ☐ Values

Question 5**2 / 2 pts**

Which of the following options enables organizations to upgrade capabilities in order to contend with disruptive innovations?

- ☐ Change processes and values through internal development
- ☐ Spin out a new organization
- ☐ Acquisitions
- ☒ All of the above

Quiz Score: **10** out of 10