Desired Skills and Experiences

The desired skills and experiences listed below will be utilized by the Board Development Committee to assist with the selection of candidates for the 2016 MPI Board of Directors.

**Individual skills** - required of each member on the MPI Board of Directors
- Leadership Skills
- Strategic Thinking
- Personal Communication Skills
- Influence
- Loyalty
- Business Acumen
- Fiduciary Responsibility

**Collective skills** – required of the collective membership of the MPI Board of Directors
- Chapter/Community Experience/Leader
- Functional Representation-Practice Segment
- Global Mindset/Emerging Markets Expertise
- Financial Expertise
- Global Operational Experience-Not-for-profit or Corporate
- Governance Knowledge and Experience
- Strategic Planning
- Industry Experience and Leadership
- Marketing Knowledge and Application
- Revenue Generation and Fundraising

**Skills and Experience Matrix Glossary**

**Influence**
Ability to expand the MPI network and sphere of influence.
Demonstrated ability to inspire, influence and develop others while managing conflict.

**Strategic Thinking**
Strategic approach to finding and developing unique opportunities to drive value
Understanding of fundamental drivers of business and vigorously challenging conventional thinking about them.

**Business Acumen**
Demonstrated knowledge of sound business practices; ability to make an insightful assessment of the external business landscape with the keen awareness of how success can be achieved — and then monitoring execution of the strategy to deliver the desired results.

**Leadership**
Ability to lead; viewed by others as leader; excellent reputation in the community; self-awareness - the ability to read one's emotions and recognize their impact while using gut feelings to guide decisions; self-management - involves controlling one's emotions and impulses and adapting to changing circumstances.
Strategic Planning
Evidence of knowledge of a board’s role in strategic planning; experience in approving strategic
direction consistent with the mission and vision of an organization and ensuring accountability
that the plan is executed well as defined by pre-determined measures of success.

Personal Communication Skills
Demonstrated strong verbal and written communication skills; the ability to sense, understand,
and react to other's emotions while comprehending social networks. Experience in organization
and group dynamics.

Revenue Generation and Fundraising
Ability to strategically evaluate revenue generation opportunities and raise funds to support the
mission of MPI

Loyalty to MPI
Act in the best interests of MPI and its members rather than the personal interest of the
individual or other individual(s).

Fiduciary Responsibility
Duties of due care, loyalty, and acting in good faith

Chapter/Community Experience
Volunteer activity at either the chapter or other community levels

Functional Experience
Reflective of vertical Industry segments

Global Mindset/Emerging Markets Expertise
Mindset and approach which is open to universal concepts and implications of decisions
worldwide.

Financial Expertise
Demonstrated skill in financial principles and analysis

Global Operational Experience—Non-Profit or Corporate
Work experience with a global enterprise

Governance
Knowledge of the principles of good governance; successful experience on corporate and/or
nonprofit boards so that best practices can be shared

Industry Experience
Experience in one or more aspects of the global meetings industry

Marketing
Evidence of knowledge and application of marketing principles