



## **Skills and Experience Matrix Glossary**

### **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 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.

### **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.

### **Influence**

Demonstrated ability to inspire, influence and develop others while managing conflict  
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). 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.

### **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

### **Diversity**

Reflective of the membership/industry

### **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

**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.

**Industry Experience**

Experience in one or more aspects of the global meetings industry

**Marketing**

Evidence of knowledge and application of marketing principles