



M E E T I N G P R O F E S S I O N A L S I N T E R N A T I O N A L

## **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