

## CLSI Officers and Directors Skills Mix Matrix

The CLSI Board of Directors is entrusted by the membership to pursue strategically important programs in line with CLSI's mission and vision. The following 10 skills have been identified as important in ensuring proper breadth and depth of expertise of the CLSI Board of Directors. They are used as a guide for the Nominating Committee when evaluating prospective candidates compared against the strengths of existing Board members. It is recognized any single individual is unlikely to fulfill all requirements.

Please select up to **five skills** that exemplify your core strengths.

### Leadership Experience

- Progressive advancement within his/her professional career
- Occupies a senior level position within his/her organization
- Prior Board experience
- Governance level experience in a non-profit organization
- Broad based professional credibility.

### Access and influence

- Senior level decision maker in a position to advocate on behalf of CLSI's vision, mission and strategic goals
- Possesses a broad base of professional relationships. Ability to use the experience to bring varied perspectives to the Board.

### Strategic Planning Experience

- Demonstrated track record of long-term planning
- Specific strategic planning experience.

### Financial Stewardship

- Understands key financial planning and investment concepts
- Experience creating and evaluating budgets and variance analysis, cash flow concepts and understanding independent financial auditors' reports.

### Business Development

- Proven business development and planning expertise
- Experience sourcing, creating, securing, and evaluating grants and contracts.

### Knowledge of the organization, its products and competitive environment

- Understanding of the CLSI consensus process
- Understanding CLSI's key Scientific/Technical aspects as well as products and services offered
- Understanding of customer needs with a vision to anticipate areas for business development
- Understands how CLSI's work integrates within the clinical and laboratory fields.

## Innovation and Creativity

- Willing to challenge the status quo with new approaches and new ideas
- Suggesting new ideas or methods to improve established procedures.

### Commitment to success of the organization

- Making rational and realistic decisions which are based on logical assessment of factual information and consideration of organizational resources.

## Policy evaluation, formulation and implementation

- Understanding the key competitors in the market, their strengths and weaknesses and how CLSI's products compare
- Understanding the importance and role of Standards globally
- Experienced in standards development.

## Marketing

- Experienced in the development and/or implementation of Marketing plans
- Has full comprehension of Marketing concepts, product positioning and sales strategies
- Experienced in qualitative and quantitative market research activities.

	<b>Candidate Name</b>
	<b>Leadership Experience</b>
	<b>Access / Influence</b>
	<b>Strategic Planning</b>
	<b>Financial Stewardship</b>
	<b>Business Development</b>
	<b>Knowledge of the Organization</b>
	<b>Innovation and Creativity</b>
	<b>Commitment to success of the Organization</b>
	<b>Policy Evaluation/formulation/implementation</b>
	<b>Marketing</b>