



BOD-202: International Growth – January 25, 2012

Background

There still remain many parts of the world where INCOSE is unknown or has only minimal presence. The positions of Ambassador and Associate Director for International Growth exist to address this shortfall.

Ambassadors are senior INCOSE members who are very knowledgeable on INCOSE matters and can represent the organization in a culturally sensitive manner. Associate Directors for International Growth are experienced Ambassadors appointed to take the responsibility of focusing on a specific geographic area, company, or industry that has been identified as of strategic interest to INCOSE.

Ambassadors are chartered to fulfill three (3) primary objectives in areas of the world where INCOSE has minimal presence. These objectives are:

- (a) Understand the needs of the systems engineering community in these countries;
- (b) Communicate the value of INCOSE; and
- (c) Encourage establishment of new chapters.

Associate Directors for International Growth are chartered to focus on a specific sector/country that is perceived to have high-growth potential. They are expected to:

- (a) Identify the potential candidate(s) within the specific sector/country who have the organizational capability to establish chapter(s);
- (b) Provide logistics and other supports to these candidates in the establishment of chapters; and
- (c) Promote the INCOSE's Systems Engineering Certification programs in the specific sector/country.

Responsibilities

Ambassadors and Associate Directors have the right to represent INCOSE worldwide; interact with engineering or policy groups in government, industry and academia; and explain what INCOSE has to offer to industry, academia, governments, and individuals. To this end, Ambassadors and Associate Directors are expected to keep generally informed about INCOSE bylaws, policies and initiatives. Ambassadors and Associate Directors cannot commit INCOSE legally or financially. They should bring such questions to the Director for International Growth for the attention of the Board of Directors.



Ambassadors and Associate Directors should share relevant information gathered with the Director of International Growth as well as the other Ambassadors and Associate Directors. In addition, they should make recommendations to the Director for International Growth about how to proceed and follow-up with contacts made in various organizations.

Ambassadors and Associate Directors should be informed about INCOSE events such as the International Symposium and regional conferences, and to encourage participation from new sources.

The Director for International Growth will coordinate activities between the Ambassadors, Associate Directors and other entities within INCOSE (e.g., Corporate Advisory Board and Sector Directors). As the potential for starting a chapter grows, Ambassadors, Associate Directors and the Director for International Growth shall work with the Sector Directors to transfer responsibility for Chapter start-up to the Sector Directors.

The INCOSE Administrative Office shall provide business cards and appropriate communications materials to support Ambassadors and Associate Directors in their activities.

In addition to the responsibilities taken on by the Ambassadors, Associate Directors for International Growth have the additional responsibility of helping their specific sector/country to organize chapters and to liaise with the appropriate industry, academia, and governmental organizations to promote INCOSE activities and certification programs.

Term of Service

Ambassadors are appointed by the President, at the recommendation of the Director for International Growth, for a period of three (3) years. They can be reappointed. There is no limit to the number of Ambassadors. However, to minimize overlapping contacts, it is recommended that there be at most two (2) dozen such appointments for any given period.

Associate Directors for International Growth are appointed by the President, at the recommendation of the Director for International Growth, for a period of one (1) year. They can be reappointed. There shall be no more than three (3) Associate Directors for International Growth at any one time.

SUPERSEDES: BOD-202 dated October 2, 2010

APPROVED BY: INCOSE Board of Directors, Jacksonville, Florida, USA, January 25, 2012

MAINTAINED BY: Director for International Growth