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Thank you to the initial contributors of this document.

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Background

This document compiles the body of knowledge (BoK) for the job of a sustainability practitioner. For the purposes of this scheme we define sustainability practitioner as a professional who works to advance sustainability in organizations and communities. Typically this role has titles like Sustainability Director, Sustainability Manager, Sustainability Coordinator. We also include those people working as consultants to organizations fulfilling the duties as an external practitioner. This document defines the core job expectations of this position and then breaks each core responsibility into the subtasks required. It further defines each subtask by specifying the Knowledge, Skills and Attributes (KSAs) a professional must demonstrate to assure successful completion of each job task. Eventually, this document will include a description of the recommended evidence a certifying body would expect in order to credential an individual.

KSA’s Defined

Special focus is given in this document to KSA’s. KSA’s collectively describe the specific requirements of a job.

Knowledge: **KNOW**: An organized body of information, usually of a factual or procedural nature, which, if applied, makes adequate performance on the job possible. Knowledge is expressed in the taxonomy by the categories of Remembering and Understanding.

Skills: **DO**: The proficient manual, verbal, or mental manipulation of data, people, or things: observable, quantifiable, and measurable. Skills are expressed in Bloom’s taxonomy by the categories of Applying, Analyzing, Evaluating and Creating.

Attributes: **BE**: The behaviors or “ways of being” that facilitate the performance of the skills and contribute to the success of the practitioner. Attributes include personal traits, codes of conduct and interpersonal skills.
Bloom’s Taxonomy Action Verbs

To assure clarity of our definitions and descriptions, we refer to Bloom’s taxonomy of performance objectives. Using appropriate verbs to define the KSA’s adds consistency and clarity to this job analysis and facilitates the later task of assessing competency.

<table>
<thead>
<tr>
<th>Knowledge</th>
<th>Suggested Verbs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Remembering</strong>: can the practitioner recall or remember the information?</td>
<td>define, duplicate, list, memorize, recall, repeat, reproduce state</td>
</tr>
<tr>
<td><strong>Understanding</strong>: can the practitioner explain ideas or concepts?</td>
<td>classify, describe, discuss, explain, identify, locate, recognize, report, select, translate, paraphrase</td>
</tr>
<tr>
<td><strong>Applying</strong>: can the practitioner use the information in a new way?</td>
<td>choose, demonstrate, dramatize, employ, illustrate, interpret, operate, schedule, sketch, solve, use, write</td>
</tr>
<tr>
<td><strong>Analyzing</strong>: can the practitioner distinguish between the different parts?</td>
<td>appraise, compare, contrast, criticize, differentiate, discriminate, distinguish, examine, experiment, question, test</td>
</tr>
<tr>
<td><strong>Evaluating</strong>: can the practitioner justify a stand or decision?</td>
<td>appraise, argue, defend, judge, select, support, value, evaluate</td>
</tr>
<tr>
<td><strong>Creating</strong>: can the practitioner create new product or point of view?</td>
<td>assemble, construct, create, design, develop, formulate, write</td>
</tr>
<tr>
<td><strong>Possessing</strong>: does the practitioner possess characteristics that facilitate successful job performance?</td>
<td>open minded, observant, logical, flexible, resilient, self-reliant</td>
</tr>
<tr>
<td><strong>Relating</strong>: Can the practitioner work effectively with teams and individuals?</td>
<td>empathize, listen, feedback</td>
</tr>
<tr>
<td><strong>Acting</strong>: does the practitioner act in a way that lends credibility and integrity to the profession?</td>
<td>ethical, reliable, honest, fair, proactive</td>
</tr>
</tbody>
</table>
Conceptual Organization of the Body of Knowledge

The body of knowledge that follows is organized around the framework illustrated below. At the heart of a sustainability practitioner’s work is a set of core concepts related to sustainability, systems thinking and business acumen. That conceptual underpinning enables the performance of key activities related to bringing sustainability into organizations and communities.

The second tier of competencies describes the interpersonal relationship skills that support all specific job expectations. These include engaging, influencing and communicating with stakeholders.

The third tier competencies are linked together as components of a sustainability management system and are organized around the familiar plan, do, check, adjust tenets.
# Body of Knowledge

## 1. Core Sustainability Concepts
Demonstrate a familiarity with foundational concepts of sustainability

<table>
<thead>
<tr>
<th>Task</th>
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<th>Evidence</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>1.1 Explain ideas and concepts of sustainability to various audiences</td>
<td>Skills:</td>
<td>Degree / certificate demonstrating key concepts (see Social Justice under Knowledge in middle column)</td>
</tr>
<tr>
<td></td>
<td>• Prepare presentations for executives, employees and key stakeholders on sustainability.</td>
<td>Describe basic ideas and concepts in 1 to 2 sentences.</td>
</tr>
<tr>
<td></td>
<td>• Give a short explanation of sustainability, its benefits and strategic importance.</td>
<td>Review of a presentation and ability to determine if complete and if not, what is missing.</td>
</tr>
<tr>
<td></td>
<td>• Distill research from the field and make use of reliable and current data.</td>
<td>Prepare example presentation material</td>
</tr>
<tr>
<td></td>
<td>• Design informational messages appropriate to target audience.</td>
<td>Resume showing experience with a diversity of audiences</td>
</tr>
<tr>
<td></td>
<td>• Recognize different learning skills.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Communicate clearly and effectively in understandable language</td>
<td></td>
</tr>
<tr>
<td>Knowledge:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Demonstrate familiarity with global and local, economic and scientific issues, by describing key trends, impacts and perspectives relevant to their industry.</td>
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</tr>
<tr>
<td></td>
<td>• Explain frameworks and principles and describe how they are used.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Explain concepts of social justice, ecological systems, systems vs. reductionism.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Recognize and summarize historically significant events, concepts and findings (e.g. Agenda 21, Kyoto, Brundtland):</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Understand the interplay of various elements of concepts such as waste, water, pollution, social issues, etc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Demonstrate general (or specific) level of expertise in areas such as buildings, transportation, or materials since these are often the largest contributors to a business or community GHG inventory.</td>
<td></td>
</tr>
<tr>
<td>Attributes:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Practice Generative / integrative</td>
<td></td>
</tr>
</tbody>
</table>
### 1.2 Choose appropriate third-party sustainability resources.

<table>
<thead>
<tr>
<th>Skills:</th>
<th>Knowledge:</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Apply appropriate frameworks, etc.</td>
<td>- Apply Systems thinking</td>
</tr>
<tr>
<td>- Evaluate and choose relevant information for the needs of the audience / system.</td>
<td>- List regulatory trends and policies (e.g. whistle blower, Sarbains Oxly-Spelling?).</td>
</tr>
<tr>
<td></td>
<td>- Give examples sustainability claims, eco-labels and certifications</td>
</tr>
<tr>
<td></td>
<td>- Understand the landscape and architecture/hierarchy of global institutions, frameworks and standards relevant to the organization, its sustainability issues and its stakeholders</td>
</tr>
<tr>
<td></td>
<td>- Familiarity with relevant trends, technologies, approaches related to common sustainability initiatives (e.g. energy reduction and production, life cycle assessment, life cycle costing, bioremediation, etc)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Attributes:</th>
<th>Pick relevant resources from a list for various applications</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Critical thinker.</td>
<td></td>
</tr>
<tr>
<td>- Integrative thinker</td>
<td></td>
</tr>
</tbody>
</table>
### 2. Stakeholder Engagement

Develop and maintain interpersonal relationships with key stakeholders

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</tr>
</tbody>
</table>
| **2.1 Identify, map and prioritize stakeholders and their primary interests or concerns** | **Skills:**  
- Facilitate stakeholder groups  
- Identify driving forces behind stakeholder motivations  
- Prioritize stakeholder needs and concerns  
- Develop stakeholder maps  
**Knowledge:**  
- Familiarity with personality styles  
- Familiarity with environmental issues, community issues and interdependencies  
**Attributes:**  
- Listener  
- Open minded  
- Organized  
- Effective communicator | Identify key stakeholders for a particular organization or project that could include (but are not limited to) senior management, functional management, employees, suppliers and vendors, community members, NGO’s, consumers and regulators.  
Recommend the key attributes of key stakeholders. |
| **2.2 Develop a strategy and means of engaging with each stakeholder** | **Skills:**  
- Analyze and evaluate key person(s) within each stakeholder group  
- Understand leverage points of action  
- Select appropriate organizational planning techniques and strategies appropriate for each stakeholder  
- Access, engage and include stakeholders influencers and trusted advisors in dialogue  
**Knowledge:**  
- Describe industry issues and stakeholders  
- Describe effective techniques for engaging stakeholders  
- Online and offline stakeholder engagement tools, techniques, resources  
**Attributes:**  
- Collaborative  
- Listener  
- Open minded  
- Empathetic | Lead, influence and motivate stakeholders to action  
Describe, select effective stakeholder engagement techniques.  
Demonstration of stakeholder engagement = video...etc |
| **2.3 Implement and institutionalize procedures for engaging and communicating with internal stakeholders (e.g. senior management, functional leads, line employees)** | **Skills:**  
- Manage projects  
- Conduct action planning with stakeholders  
- Apply appropriate engagement methods for varied groups  
- Deliver feedback on effectiveness  
- Develop metrics for determining effectiveness of | Develop and execute a clear, concise procedural document that outlines engagement and communications with internal stakeholder’s. |
| 2.4 Implement procedures for engaging and communicating with external stakeholders (e.g. suppliers, industry partners, NGO’s community members) | **Skills:**  
- Facilitate conversations and meetings  
- Build consensus among diverse groups  
- Identify each stakeholder’s motivations, needs and history  
- Conduct community impacts assessments  
**Knowledge:**  
- Understand multiculturalism and diversity  
- Understand nuances of working with various stakeholder groups  
**Attributes:**  
- Inclusive  
- Fair  
- Transparent  
- Ethical  
- Culturally sensitive  
- Emotionally intelligent  
Submit example procedures. Ability to craft or edit an existing procedure.  
Select appropriate metrics for engagement. |
| 2.5 Build relationships across organizational functions | **Skills:**  
- Identify and build relationships  
- Recruit people to participate in committees, teams and meetings  
- Explain/sell value of supporting organization and its initiatives  
- Communicate in appropriate taxonomy  
- Identify/leverage informal communication channels.  
- Define expectations of team members and supports  
**Knowledge:**  
- Transition management  
- Behavior modification  
- Organizational cultures and structures  
**Attributes:**  
- Persuasion  
- Listening  
- Collaboration  
- Empathic  
- Influence  
Describe strategies for building trusting relationships with stakeholders. |
<table>
<thead>
<tr>
<th>2.6 Prepare communications with input from key stakeholders</th>
<th><strong>Skills:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Demonstrate ability to work with multiple communication media</td>
</tr>
<tr>
<td></td>
<td>• Understand risks of communication</td>
</tr>
<tr>
<td></td>
<td>• Prepare balanced, honest in transparent communication</td>
</tr>
<tr>
<td><strong>Knowledge:</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Communication mechanisms and styles (visual, words, charts etc.)</td>
</tr>
<tr>
<td></td>
<td>• Sustainability reporting frameworks</td>
</tr>
<tr>
<td></td>
<td>• Understand green marketing and green washing aspects</td>
</tr>
<tr>
<td><strong>Attributes:</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Compromise</td>
</tr>
<tr>
<td></td>
<td>• Honesty</td>
</tr>
<tr>
<td></td>
<td>• Ethical</td>
</tr>
<tr>
<td></td>
<td>• Fair</td>
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</tbody>
</table>
3. Plan Sustainability Strategies
Lead and influence the creation of comprehensive sustainability strategies and systems

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</tr>
<tr>
<td>3.1 Develop a high level, long-term sustainability road map</td>
<td>Skills:</td>
<td>Create a plan using a strategic planning framework</td>
</tr>
<tr>
<td></td>
<td>• Develop project framework with components for timelines, Key Performance Indicators, resources, personnel, training needs, leadership development, management systems, etc.</td>
<td>Facilitate, create and document a strategic plan using a strategic planning framework.</td>
</tr>
<tr>
<td></td>
<td>• Coordinate and strategize multiple concepts and expectations into a clear path forward (the road map)</td>
<td>Define and show appropriate applications of SWOT and backcasting techniques</td>
</tr>
<tr>
<td></td>
<td>• Work with and integrate multiple perspectives and priorities</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Knowledge:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Strategic frameworks and planning models and approaches (eg. backcasting, SWOT)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Organizational business knowledge and strategy</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Attributes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Organized and attention to detail</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Accountability mind set</td>
<td></td>
</tr>
<tr>
<td>3.2 Articulate the business case for sustainability</td>
<td>Skills:</td>
<td>Write a rationale for sustainability tailored to the needs of a particular organization and its situation</td>
</tr>
<tr>
<td></td>
<td>• Identify drivers and concerns relevant to the stakeholders of the system.</td>
<td>Select appropriate sustainability drivers for different stakeholder groups.</td>
</tr>
<tr>
<td></td>
<td>• Identify trends related to sustainability that are relevant to a particular organization</td>
<td>Chose appropriate tools and techniques to handle top management and stakeholder concerns and objections.</td>
</tr>
<tr>
<td></td>
<td>• Demonstrate how sustainability initiatives can be accomplished to reduce financial/ regulatory risk to organization</td>
<td>‘Translate’ sustainability jargon into business lexicon.</td>
</tr>
<tr>
<td></td>
<td>• Express sustainability initiatives as strategic opportunities as well as corporate responsibilities</td>
<td>Calculate a cost-benefit analysis.</td>
</tr>
<tr>
<td></td>
<td>• Handle and address stakeholder objections</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Quantify benefits</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Knowledge:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Business case indicators for sustainability</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Relevant business trends</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cost-benefit analysis</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Professional ethics</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Attributes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Persuasiveness</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Edwin - Integrity</td>
<td></td>
</tr>
</tbody>
</table>
| 3.3 Articulate a long term vision of sustainability for the organization and a strategy to achieve it | Skills:  
- Describe a fully sustainable version of an organization.  
- Demonstrate facilitation skills to create a vision.  
Knowledge:  
- Sustainability frameworks and definitions  
- Principles and attributes of sustainability  
- Understanding organizations current strategy/business plan document  
- Business case tools and frameworks  
- Visioning and mission facilitated process  
Attributes:  
- Influencer  
- Ability to engage | Facilitate the creation of a meaningful vision for the organization  
Chose critical facilitation skills for vision creation. Ability to select most effective example of effective facilitation.  
Recognize and define sustainability frameworks and definitions.  
Recommendations/testimonials from organizations assisted, |
| Scott – Should move this to 4. Plan section | |
| 3.4 Create an overarching project framework to support the higher level framework, that can be operationalized and implemented | Skills:  
- Develop a mechanism to continuously evaluate and adapt as circumstances change  
- Connects and prioritizes sustainability ‘initiatives’ into meaningful categories and milestones  
Knowledge:  
- Use project management techniques  
- Conduct a risk Assessment  
- Identify areas of strength and weakness  
- Identify opportunities and threats  
- Identify costs and fees  
- Identify system leverage points  
- commitment to the process  
- Calculate financial ROI  
- Set smart targets  
Attributes:  
- Organized  
- Flexible | Document action, task and project items into a project management system.  
Experience/resume showing successful project management. Experience with project management tools  
Recommendations from those overseeing project management of applicant |
| 3.5 Identify material issues and the relevant key indicators, specific metrics and targets | Skills:  
- Select and frame indicators in a way that is relevant to the organization’s culture (including beliefs and the broader professional practices relevant to the country in which the organization operates; a sensitivity to gender-related issues and other issues of diversity) and context. (alignment to strategy)  
- Process and synthesize complex information and create strategy  
- Link metrics to pay; create pay for performance systems  
- Prioritize major impacts and focus efforts  
Knowledge:  
- Identify methods to measure, track and display metrics  
- Assess a range of frameworks and select most relevant for the organization (eg. GRI)  
- Select material and relevant metrics (eg. Leading, | Develop and articulate indicators, metrics and targets that are relevant and in alignment with organizational and strategic goals. |
### 3.6 Identify the critical components of an SMS

**Skills:**
- Design or integrate processes and systems for the full PDCA (Plan/Do/Check/Act) cycle
- Define an SMS and components for SMS to the scale of the organization
- Develop process maps for the organization

**Knowledge:**
- Describe PDCA cycle and concept
- Define SMS as people and supporting documentation
- Recognize (understanding) of applicable ISO and other PDCA (e.g. AA1000) standards

**Attributes:**
- Analytical
- Observant
- Collaborative

**List and explain functionality of SMS.**

Select correct definition for each part of the PDCA cycle.

Given a case study organization: develop or critique a process map

Apply management system elements to sustainability
### 4. Implement Sustainability Strategies

**Manage the implementation of sustainability strategies and initiatives**

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</tr>
</tbody>
</table>
| 4.1 Establish effective support and governance structures for the implementation of sustainability strategies and initiatives | **Skills:**  
- Recommend needed support and governance structures  
- Define roles and responsibilities and staffing needs  
- Acquire needed resources  
- Creating effective structure  
- Facilitate conflict management  

**Knowledge:**  
- Understand governance models, processes, decision frameworks  
- Organization governance structure  

**Attributes:**  
- Logical  
- Possessing characteristics that facilitate effective governance  
- Good listener, communicator  
- Logical  
- Flexible  

| 4.2 Implement an SMS in alignment with accepted standards and protocols | **Skills:**  
- Develop appropriate control documents and records  
- Establish appropriate levels of documentation  
- Establish information security protocols  
- Manage projects effectively  
- Employ change management techniques  

**Knowledge:**  
- Identify all relevant ISO standards [note: need agreed upon list of which standards to include. Alternative view: No, don’t list them as this may change over time. You may have a companion document that lists resources but try to keep the body of knowledge general enough that you don’t have to continually update it.]  
- Explain the business of systems implementation  

**Attributes:**  
- Organized  
- Attention to detail  
- Persistent  
- Resilient  

<p>| | | |</p>
<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Lead, guide, and consult, individuals and an organization to accomplish sustainability strategies and initiatives.</td>
<td>Given a description of a situation, identify what elements and functionality would be included in an SMS given the context of an organization or initiative.</td>
<td></td>
</tr>
</tbody>
</table>
| 4.3 Integrate sustainability principles into organizational functions, policies and practices | **Skills:**  
- Manage across complex functional matrices of relationships and systems  
**Knowledge:**  
- Organizational change theory  
- Operational management  
- Project management methodologies  
- Systems thinking  
**Attributes:**  
- Organized  
- Adaptable to competing and changing priorities  
- Broad thinker | Write, develop, refine or revise policies and procedures to support sustainability initiatives. |
|---|---|---|
| 4.4 Manage complex projects | **Skills:**  
- Plan, manage and coordinate projects  
- Provide follow up and accountability to project teams  
- Track and manage action items  
- Establish and maintain appropriate priorities  
**Knowledge:**  
- Project management methodologies  
- Risk management  
**Attributes:**  
- Organized and attention to detail  
- Accountability mind set | Lead, manage, coordinate a project that results in activities being accomplished within a desire timeframe and team participants are engaged in the process. |
| 4.5 Communicate sustainability plans and concepts and choose strategies for buy-in from all members and levels of an organization | **Skills:**  
- Ability to communicate and navigate multiple levels in an organization and cross functional matrices  
**Knowledge:**  
- Communication and engagement tactics  
- Project Management  
- Transparency processes  
**Attributes:**  
- Ability to influence  
- Confidence  
- Credible  
- Integrity | Write and craft communications in the form of emails, presentations, press releases or articles that describe strategies in a clear, concise, understandable manner. |
| 4.6 Launch and support teams and work groups | **Skills:**  
- Build consensus in divers groups  
- Facilitate groups through decision making  
- Hold teams accountable for results  
- Lead teams through the stages of team development  
**Knowledge:**  
- Conflict management  
- Business process improvement  
- Performance management feedback  
**Attributes:**  
- Empowering, supportive and recognize others, | Facilitate and lead project teams that result in activities being accomplished in team members being engaged. |
| 4.7 Drive innovation, improvement and continuous learning | Skills:  
- Ability to synthesize the organization and identify opportunities and failures  
- Collaborate/coordinate with continual improvement specialists  
Knowledge:  
- Innovation theory, processes as defined by E. Rogers.  
Attributes:  
- Innovative, creative thinker, ability to lead and inspire others, Proactive, reliable, organized, communicate effectively, adaptable, creative | Lead and facilitate project teams in understanding challenges and developing solutions to improve strategies and initiatives. |
| 4.8 Distribute communication and process for gathering feedback | Skills:  
- Anticipate and prepare for reaction to communication  
- Clarity of what a meaningful communication and feedback process should include  
Knowledge:  
- Communication and design of communications  
- Design of feedback process  
- Managing the feedback process  
- Organization communications approach and methods  
Attributes:  
- Can anticipate and adapt  
- Cultural sensitivity  
- Ethical, fair | Design a communication process that fosters honest and clear feedback from others. |

### 5. Evaluate Sustainability Efforts

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</tr>
</tbody>
</table>
| 5.1 Conduct an impacts assessment of organizational or community inputs, operations, outputs and stakeholder relationships | **Skills:**  
- Create a systems map/identify and overlay different mapping and assessment methods  
- Evaluate assessment results against vision/goals  
- Identify opportunities and priorities  
- Conduct a materiality assessment  
- Bring together relevant participants (cross-functional team, key stakeholders) to gather feedback to use in strategy planning and development/adjustment of a roadmap  
- Diagnose business model/community practices/elements that are fundamentally aligned/not aligned with sustainability  
- Share results of impact assessment and use in strategy planning  

**Knowledge:**  
- Process management  
- Design for environment  
- Lean manufacturing concepts  
- Assessment and evaluation techniques  

**Attributes:**  
- Logical  
- Flexible  
- Ability to listen | Conduct and facilitate assessments to understand completely the impact of sustainability initiatives. |
|---|---|
| 5.2 Design, implement and maintain data systems for collecting accurate, timely and reliable data (maximally integrated with other data collection systems of the organization). | **Skills:**  
- Assess ability of current systems to collect indicator data  
- Create or enhance existing data tracking systems  
- Review system periodically  
- Assure or verify data quality  
- Analyze and report qualitative and quantitative data  

**Knowledge:**  
- Understanding of current business systems  
- Recognize strengths and weaknesses of additional relevant data systems and methods  
- Identify and select appropriate data collection and management systems  

**Attributes:**  
- Integrator  
- Attention to detail  
- Professional judgment | Develop processes and implement an SMS System for an organization or initiative.  
Given several tables/metrics, select the most effective data sets  
Select an effective work instruction for data collection and analysis, |
| 5.3 Analyze data and draw conclusions about progress. | **Skills:**  
- Identify where specific technical skills are needed and coordinate its inclusion in the evaluation process  
- Calculate high level GHG emissions following accepted protocols  
- Determine when LCA would be necessary and accurately interpret LCA data  
- Material flow and accounting  
- Ability to engage and ask questions  

**Knowledge:**  
- Understanding of current business systems  
- Recognize strengths and weaknesses of additional relevant data systems and methods  
- Identify and select appropriate data collection and management systems  

**Attributes:**  
- Integrator  
- Attention to detail  
- Professional judgment | Review assessment and provide critical thinking and analysis on information that results in providing recommendations on improvements to initiatives.  
Given case studies, analyze data and draw conclusions (select best conclusion from a list), |
<table>
<thead>
<tr>
<th>Knowledge:</th>
<th>Give situation, appropriately determine the role of LCA.</th>
</tr>
</thead>
</table>
| • Statistics/uncertainty  
• Research methods  
• Knowledge of relevant contextual benchmarks | |
| Attributes: | |
| • Detail oriented  
• Organized  
• Analytical  
• Empathetic | |

5.4 Gather data, case studies, examples, and logically compile and order them

<table>
<thead>
<tr>
<th>Skills:</th>
<th>Conduct research and find pertinent and relevant data and information that specifically relates to strategic initiatives.</th>
</tr>
</thead>
</table>
| • Verification of data quality (what is your system)  
• Management system of review process to  
  – organize and collect data  
  – synthesize critical info and determine what is communicated to right audience  
  – connect stories with the data so that it is meaningful and engaging | |

| Knowledge: | |
|-----------| |
| • Understand organization and priorities of your stakeholders  
• How to reach target audience | |

| Attributes: | |
|-----------| |
| • Organized  
• Creative  
• Open minded  
• Logical  
• Understanding statistical significance | |
## 6. Adjust Plans

<table>
<thead>
<tr>
<th>Task</th>
<th>KSA’s</th>
<th>Evidence</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Task</strong></td>
<td>The key tasks and responsibilities expected of a sustainability practitioner</td>
<td><strong>KSA’s</strong></td>
</tr>
<tr>
<td><strong>6.1 Maintain and continuously refine management systems</strong></td>
<td><strong>Skills:</strong></td>
<td>Conduct assessments on the use of management systems including integrity of data, internal management system audits, reporting functionality and process of using system.</td>
</tr>
<tr>
<td></td>
<td>• Use internal auditing</td>
<td>Given a situation, recognize (select) nonconforming situations with the SMS.</td>
</tr>
<tr>
<td></td>
<td>• Audit existing management systems</td>
<td>Recognize the key parts of an internal audit process.</td>
</tr>
<tr>
<td></td>
<td>• Assure accountability for the process</td>
<td><strong>Knowledge:</strong></td>
</tr>
<tr>
<td></td>
<td>• Engage top management and executive owners and experts</td>
<td><strong>Attributes:</strong></td>
</tr>
<tr>
<td></td>
<td>• Implement follow-up</td>
<td>• Organized</td>
</tr>
<tr>
<td></td>
<td><strong>Knowledge:</strong></td>
<td>• Analytical</td>
</tr>
<tr>
<td></td>
<td>• Describe the internal audit process</td>
<td>• Collaborate</td>
</tr>
<tr>
<td></td>
<td><strong>Attributes:</strong></td>
<td>• Enforcement</td>
</tr>
<tr>
<td></td>
<td>• Organized</td>
<td><strong>6.2 Prioritize action based on analysis and set targets</strong></td>
</tr>
<tr>
<td></td>
<td>• Analytical</td>
<td><strong>Skills:</strong></td>
</tr>
<tr>
<td></td>
<td>• Collaborate</td>
<td>• Project management</td>
</tr>
<tr>
<td></td>
<td><strong>Knowledge:</strong></td>
<td><strong>Knowledge:</strong></td>
</tr>
<tr>
<td></td>
<td>• Risk Assessment</td>
<td>• Risk Assessment</td>
</tr>
<tr>
<td></td>
<td>• Identify areas of strength and weakness</td>
<td>• Identify opportunities and threats</td>
</tr>
<tr>
<td></td>
<td>• Identify opportunities and threats</td>
<td>• Identify costs and fees</td>
</tr>
<tr>
<td></td>
<td>• Identify system leverage points</td>
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<tr>
<td></td>
<td>• Demonstrate commitment to the process</td>
<td>• Demonstrate commitment to the process</td>
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<tr>
<td></td>
<td>• Identify incentives and mandates</td>
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<tr>
<td></td>
<td>• Identify financing options</td>
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<tr>
<td></td>
<td>• Asset management</td>
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<tr>
<td></td>
<td><strong>Knowledge</strong></td>
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</tr>
<tr>
<td></td>
<td>• Financial ROI</td>
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<tr>
<td></td>
<td>• Quantitative analysis – move to “old” 3.3</td>
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</tr>
<tr>
<td></td>
<td>• Smart target setting</td>
<td>• Smart target setting</td>
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<tr>
<td></td>
<td></td>
<td><strong>Recommendations from those knowledgeable of candidates project management skills</strong></td>
</tr>
</tbody>
</table>
References

