Applicants for the grade of Fellow will be required to demonstrate the following attributes which describe the experience and professional ability necessary to be awarded this grade of membership.

Together with demonstrable experience of the particular specialism (although it is not expected that candidates will necessarily be currently carrying out all of the described functions) applicants will be required to submit a detailed CV and CPD records as applicable to demonstrate continuous development of their respective competencies, and a significant contribution to the industry and/or the institution (ICES).

**Fellow attributes**

**FC01** Institution and current Affairs
Demonstrates awareness and understanding of current industry related affairs and undertakes to play an active role in the institution. Demonstrates an active role in supporting, influencing or shaping strategic thinking.

**FC02** Communication
The ability to communicate effectively both verbally and in writing, and possesses the ability to persuade and influence others to gain agreement to and acceptance of ideas. Shows ability to listen and develop their own thinking to embrace ideas from others.

**FC03** Dealing with Change
Possess a positive approach to the challenges of change. Sees change as an opportunity and strives to drive the process and engage others in support.

**FC04** Leadership
The capacity to inspire and motivate others through the skilful use of appropriate leadership to suit team and situation. Demonstrates the ability to act as a role model.

**FC05** Negotiation
Possesses the skills and ability to gain other’s agreement to an acceptance of ideas or proposed actions.

**FC06** People Development
The ability to encourage others to develop new skills and enhance existing skills, and to achieve their potential.

**FC07** Achieving Results
Demonstrates high levels of drive and commitment and has a proven track record of achievement.

**FC08** Business and Customer Awareness
Understands customer and business needs and expectations and works to establish long term relationships.