



INDUSTRY INFORMATION

U.S. CHAMBER OF COMMERCE FOUNDATION
Institute for Organization Management

If you are new to the chamber, association, or nonprofit industry, this document serves as an invaluable resource for making sense of it all. Be introduced to the specialized “lingo” of our industry.

U.S. Chamber of Commerce - www.uschamber.com

The U.S. Chamber of Commerce (USCC) is the world’s largest business federation representing more than three million businesses and organizations of every size, sector, and region.

Institute for Organization Management- www.institute.uschamber.com

Institute for Organization Management (Institute), a program of the U.S. Chamber of Commerce Foundation, is the premier continuing education program for chamber and association professionals and other not-for-profit membership organizations. Institute has provided challenging, cutting-edge professional development to chamber and association leaders for over 90 years.

Professional Societies

American Chamber of Commerce Executives- www.acce.org

The American Chamber of Commerce Executives (ACCE) was established in 1914. ACCE works diligently to upgrade the economic status and professional standing of those active in the chamber field.

ASAE: The Center for Association Leadership- www.asaecenter.org

ASAE: The Center for Association Leadership (formerly called The American Society of Association Executives) was founded in 1920 and helps associations and association professionals transform society through the power of collaboration. ASAE provides exceptional experiences, a vibrant community and essential tools to its members to make its members and their organizations more successful.

Types of Nonprofit Organizations

Regardless of size or geographic location, associations can be divided into three broad categories: trade associations, professional societies, and philanthropic organizations.

Trade Associations (Companies)

Trade associations are not-for-profit organizations that represent a group of business firms. Businesses join their associations voluntarily and manage them cooperatively. Chambers of commerce are trade associations.

Types of Chambers

- **Patriarchal:** less than 350 members; 0-2 staff
- **Entrepreneurial:** 300-700 members; 3-7 staff
- **Directed:** 650-1,600 members; 7-17 staff
- **Corporate:** 1,400+ members; 20+ staff



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Professional Societies (Individuals)

Professional societies include scientific, engineering, and learned societies that strive to advance the bodies of knowledge of their field.

Philanthropic Organizations (Donors)

The term “philanthropic organizations” encompasses all of those that also might be termed “community, health, arts, and public service organizations,” including those working in such areas as health care, education, human services, the arts and humanities, community improvement, and civic participation.

Professional Recognition and Certifications

Institute for Organization Management – IOM Graduate Recognition

The IOM graduate recognition is known nationwide as the standard for professional development and fundamental training in the chamber, association, and nonprofit industries. It is awarded to those who have completed the Institute for Organization Management program, a comprehensive course of study in nonprofit management.

The course of study aligns with the professional body of knowledge for chamber management as identified by ACCE, and that of the association profession identified by ASAE. The IOM graduate recognition acknowledges the recipient's completion of the program and exposure to the fundamental issues of nonprofit organization management and is an essential step toward professional certifications.

The IOM graduate recognition is a foundation for professional certification in chamber and association management, including the **Certified Chamber Executive (CCE)** granted by the American Chamber of Commerce Executives or the **Certified Association Executive (CAE)** granted by ASAE: The Center for Association Leadership. These advanced certifications extend beyond the scope of the training provided by **Institute** to assess workplace experience, professional accomplishments, leadership experience, and rigorous testing. Over 435 individuals have earned the CCE, the highest designation in the Chamber industry. There are approximately 3,000 association executives who have earned the CAE, the highest designation in the association industry.

For more information about becoming a certified chamber or association executive, please visit:

ACCE

<http://www.acce.org/profdev/certification/>

ASAE

<http://www.whatiscae.org>

Welcome to Institute!