

# MEMBER PERFORMANCE REPORT-APRIL'18



# MOS EXPLANATION

*TM is about getting, developing and keeping the right people in AIESEC to ensure achievement of the organisation's goals. Our Main MOS therefore relate to how our entity/membership are achieving the organisation's goals in TM areas of GET, KEEP and DEVELOP.*

*If your membership all has clear JDs with clear goals per MONTH - then on a MONTHLY basis you can assess the % of members that have achieved or not achieved their goals/ tasks.*

# MOS EXPLANATION

*IN SIMPLE WORDS, THIS MOS SHOWS US WHAT IS THE % OF YOUR MEMBERSHIP THAT IS ACHIEVING THEIR INDIVIDUAL GOALS :)*



# WHAT KIND OF GOALS?

***TASK-BASED***

***TARGET-BASED***

**GOALS**

An indicator established to determine how successfully you are achieving an objective

An indicator established to determine whether you have achieved your objective

For example:

- Make 5 cold calls per week
- Have 10 host families by the end of the month
- Make 2 webinars to downscale information



# WHAT KIND OF GOALS?

## ***TASK-BASED***

# **GOALS**

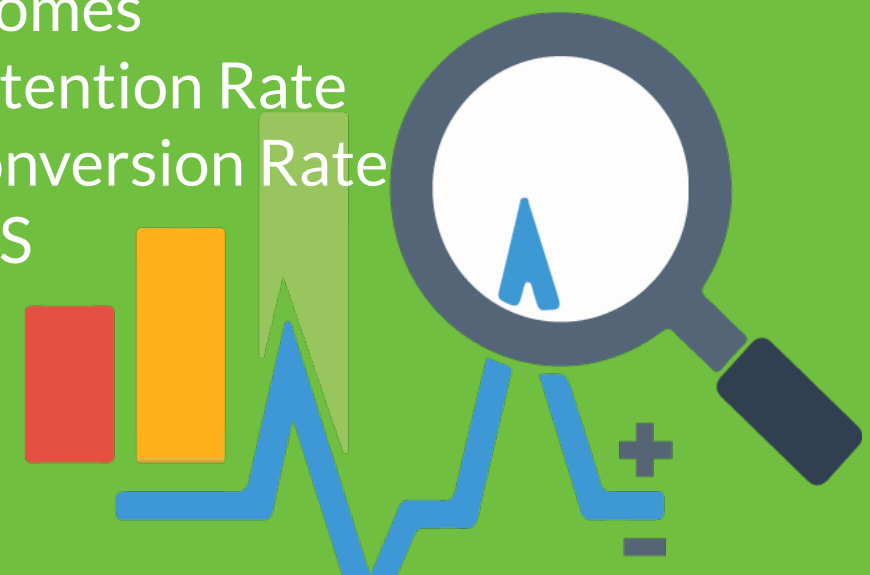
## ***TARGET-BASED***

For example:

- # of cold calls
- % of team standards
- Review budget
- Create frameworks
- Create tracking tools
- % Implementation
- # university promotions
- # of facebook posts
- # educations

For example:

- # of opens
- # of approvals
- # of realisations
- # of approvals
- # productivity
- # budget realisation
- # incomes
- % Retention Rate
- % Conversion Rate
- # NPS



# ENTITY OVERVIEW

MARCH	ADANA	ANKARA	ANTALYA	BURSA	DENIZLI	EAST MED	ESKISEHIR	GAZIANTEP	ISTANBUL	ISTANBUL ASIA	IZMIR	KOCAELI	TRABZON
IGET	%86	%81		%76	%80	MD	%82	%80	%87	%60	%77		%58
BD	%85	%76		%72	%68	MD	%83	%67	%33	%63	%74		-
IGV	%90	%88		%74	%67	MD	%83	%88	%80	%69	%81		%56
OGV	%88	%82		%73	%74	MD	%84	%76	%51	%70	%79		%71
OGET	%90	%85		%70	-	MD	%87	%81	%61	%77	%84		-
MKT	%74	-		%61	%83	MD	%71	%69	%73	%60	%72		%53
TM	-	-		-	-	MD	-	%72	-	%80	-		-
FIN	-	-		-	-	MD	-	-	-	-	%92		-
LC AVERAGE	%86	%86		%73	%76	MD	%82	%78	%68	%68	%79		%58



# DEPARTMENT OVERVIEW

APRIL	NATIONAL AVERAGE
IGET	%77
BD	%69
IGV	%75
OGV	%83
OGET	%79
MKT	%68
TM	%76
FIN	NA
NATIONAL AVERAGE	%75

# THANK YOU!

If you have questions, please  
contact;

**MCVP TM Püren Pınar KIRAÇ.**

