

# % MEMBERS PERFORMANCE REPORT JULY 17



# 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

## GOALS

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

## TARGET-BASED

*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      TARGET-BASED

# GOALS

*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

JULY	ADANA	ANKARA	ANTALYA	BURSA	DENIZLI	EASTMED	ESKISEHIR	GAZIANTEP	ISTANBUL	ISTANBUL ASIA	IZMIR	KOCAELI	TRABZON
IGET	MISSED DDL	%59	%73	%48	MISSED DDL	MISSED DDL	%80	MISSED DDL	MISSED DDL	%54	MISSED DDL	%91	MISSED DDL
BD	MISSED DDL	%68	-	%46	MISSED DDL	MISSED DDL	%50	MISSED DDL	MISSED DDL	%40	MISSED DDL	%84.75	MISSED DDL
IGV	MISSED DDL	%69	%82	%83	MISSED DDL	MISSED DDL	%83	MISSED DDL	MISSED DDL	%73	MISSED DDL	%87.12	MISSEDD DDL
OGV	MISSED DDL	%68	%69	%39	MISSED DDL	MISSED DDL	%89	MISSED DDL	MISSED DDL	%64	MISSED DDL	%88	MISSED DDL
OGET	MISSED DDL	%60	%66	%33	MISSED DDL	MISSED DDL	%90	MISSED DDL	MISSED DDL	%71	MISSED DDL	%86	MISSED DDL
MKT	MISSED DDL	%100	%61	%54	MISSED DDL	MISSED DDL	-	MISSED DDL	MISSED DDL	%56	MISSED DDL	%80	MISSED DDL
TM	MISSED DDL	-	%93	-	MISSED DDL	MISSED DDL	-	MISSED DDL	MISSED DDL	%83	MISSED DDL	-	MISSED DDL
FIN	MISSED DDL	-	-	-	MISSED DDL	MISSED DDL	-	MISSED DDL	MISSED DDL	%68	MISSED DDL	-	MISSED DDL
LC AVERAGE	MISSED DDL	%67	%73	%55	MISSED DDL	MISSED DDL	-	MISSED DDL	MISSED DDL	%57.46	MISSED DDL	%87	MISSED DDL



# DEPARTMENT OVERVIEW

MAY	NATIONAL AVERAGE
IGET	%67
BD	%58
IGV	%79
OGV	%69
OGET	%67
MKT	%70
TM	%88
FIN	%5
NATIONAL AVERAGE	%63



# BEST LCs

## LC AVERAGE Kocaeli

## iGET Kocaeli

## BD Kocaeli

## iGV Kocaeli

## OGV Eskisehir

## oGET Eskisehir



# **BEST LCs**

## **Marketing Ankara**

## **TM Antalya**

## **Finance İstanbul Asia**



# THANK YOU!

If you have questions, please contact MCVP TM Püren Kıraç.

