

% MEMBERS PERFORMANCE REPORT MAY 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 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 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

MAY	ADANA	ANKARA	ANTALYA	BURSA	DENIZLI	EAST MED	ESKISEHIR	GAZIANTEP	ISTANBUL	ISTANBUL ASIA	IZMIE	KOCAELI	TRABZON
IGET	50%	65%	76%	49%	MISSED DDL	-	72%	60%	86%	79%	46%	56%	80%
BD	42%	55%	76%	64%	MISSED DDL	-	72%	44%	57%	63%	52%	66%	70%
IGV	42%	87%	75%	92%	MISSED DDL	64%	88%	37%	51%	58%	60%	77%	60%
OGV	30%	85%	74%	54%	MISSED DDL	76%	72%	51%	74%	75%	50%	63%	60%
OGET	56%	72%	73%	80%	MISSED DDL	-	80%	45%	56%	45%	55%	80%	-
MKT	45%	44%	75%	61%	MISSED DDL	71%	81%	21%	60%	80%	56%	76%	87%
TM	-	80%	88%	80%	MISSED DDL	71%	-	-	46%	85%	40%	65%	70%
FIN	47%	70%	95%	80%	MISSED DDL	-	82%	-	-	85%	50%	78%	-
LC AVERAGE	45%	70%	79%	70%	MISSED DDL	71%	78%	43%	61%	71%	51%	71%	68%



DEPARTMENT OVERVIEW

MAY	NATIONAL AVERAGE
IGET	67%
BD	63%
IGV	66%
OGV	64%
OGET	58%
MKT	63%
TM	69%
FIN	73%
NATIONAL AVERAGE	66%



BEST LCs

LC AVERAGE

Antalya & Eskisehir

iGET

Istanbul

BD

Antalya



iGV

Bursa

oGV

Ankara

oGET

Bursa, Eskisehir,
Kocaeli

BEST LCs

Marketing
Trabzon

TM
Antalya

Finance
Antalya



THANK YOU!

If you have questions, please contact MCVP TM Rita Azevedo or Püren Kıracıç.

