

% MEMBERS PERFORMANCE REPORT

JAN 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

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

JAN	ADANA	ANKARA	ANTALYA	BURSA	DENIZLI	EAST MED	ESKISEHIR	GAZIANTEP	ISTANBUL	ISTANBUL ASIA	IZMIR	KOCAELI	TRABZON
IGET	%61.25	%84.24	MD	NA	MD	MD	-	MD	%63.57	%74.69	MD	%87	NA
BD	%43.28	%78.75	MD	NA	MD	MD	-	MD	%63.57	%58.82	MD	%82	NA
IGV	%78	%93.13	MD	NA	MD	MD	%78	MD	%77.27	%62.95	MD	%83.33	NA
OGV	%42.8	%68.75	MD	NA	MD	MD	%67.89	MD	%42.63	%66.19	MD	%87	NA
OGET	%52.18	%62.50	MD	NA	MD	MD	%80	MD	-	%65.64	MD	%79	NA
MKT	%74	%92.50	MD	NA	MD	MD	%77	MD	%74.50	%63.86	MD	%88	NA
TM	-	-	MD	NA	MD	MD	-	MD	-	%15.50	MD	-	NA
FIN	-	-	MD	NA	MD	MD	-	MD	-	%40	MD	-	NA
LC AVERAGE	%77	%74.19	MD	NA	MD	MD	%80	MD	%63.33	%62.50	MD	%84	NA



DEPARTMENT OVERVIEW

JAN	NATIONAL AVERAGE
IGET	%74
BD	%65
IGV	%78
OGV	%62
OGET	%67
MKT	%78
TM	%67
FIN	%76
NATIONAL AVERAGE	%73



THANK YOU!

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

