

% MEMBERS PERFORMANCE REPORT

NOVEMBER 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

| SPTEMBER | ADANA | ANKARA | ANTALYA | BURSA | DENIZLI | EAST MED | ESKISEHIR | GAZIANTEP | ISTANBUL | ISTANBUL ASIA | IZMIR | KOCAELI | TRABZON |
|------------|--------|--------|---------|--------|------------|------------|-----------|------------|----------|---------------|--------|---------|---------|
| IGET | %66.25 | %72.14 | %66.67 | %70 | MISSED DDL | MISSED DDL | %75 | MISSED DDL | %45 | %49.68 | %53.22 | %83.88 | %73.75 |
| BD | %80 | %75.91 | %68 | %45.50 | MISSED DDL | MISSED DDL | %53 | MISSED DDL | %90 | %48.02 | %46.93 | %63 | - |
| IGV | %81 | %70 | %79 | %68 | MISSED DDL | MISSED DDL | %72 | MISSED DDL | %73.75 | %65.83 | %55.94 | %75.88 | %47.43 |
| OGV | %77.92 | %66.37 | %71.33 | %51 | MISSED DDL | MISSED DDL | %61 | MISSED DDL | %73 | %66.72 | %52.61 | %75.67 | %80 |
| OGET | %78.75 | %39.69 | %69 | %31 | MISSED DDL | MISSED DDL | %67 | MISSED DDL | %48 | %45.75 | %50.90 | %74.55 | %75 |
| MKT | %68 | %66.82 | %65 | %41 | MISSED DDL | MISSED DDL | %86 | MISSED DDL | %33 | %36.80 | %60.21 | %79.60 | %68 |
| TM | - | - | %85 | - | MISSED DDL | MISSED DDL | - | MISSED DDL | - | %88.84 | %57.67 | - | %55 |
| FIN | - | - | %87.5 | - | MISSED DDL | MISSED DDL | - | MISSED DDL | - | %55.23 | %32.50 | %60 | - |
| LC AVERAGE | %75.92 | %66.20 | %70.39 | %55 | MISSED DDL | MISSED DDL | %68 | MISSED DDL | %52 | %53.32 | %51.61 | %76 | %66.62 |



DEPARTMENT OVERVIEW

| MAY | NATIONAL AVERAGE |
|------------------|------------------|
| IGET | %65.55 |
| BD | %63.37 |
| IGV | %68.83 |
| OGV | %67.55 |
| OGET | %57.96 |
| MKT | %60.44 |
| TM | %71.50 |
| FIN | %58.80 |
| NATIONAL AVERAGE | %63.52 |



BEST LCs

LC AVERAGE
Kocaeli

iGET
Kocaeli

BD
Istanbul

iGV
Adana

oGV
Trabzon

oGET
Adana



BEST LCs

Marketing
Eskişehir

TM
Istanbul Asia

Finance
Antalya



THANK YOU!

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

