

# MEMBER PERFORMANCE REPORT-FEBRUARY18



# 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

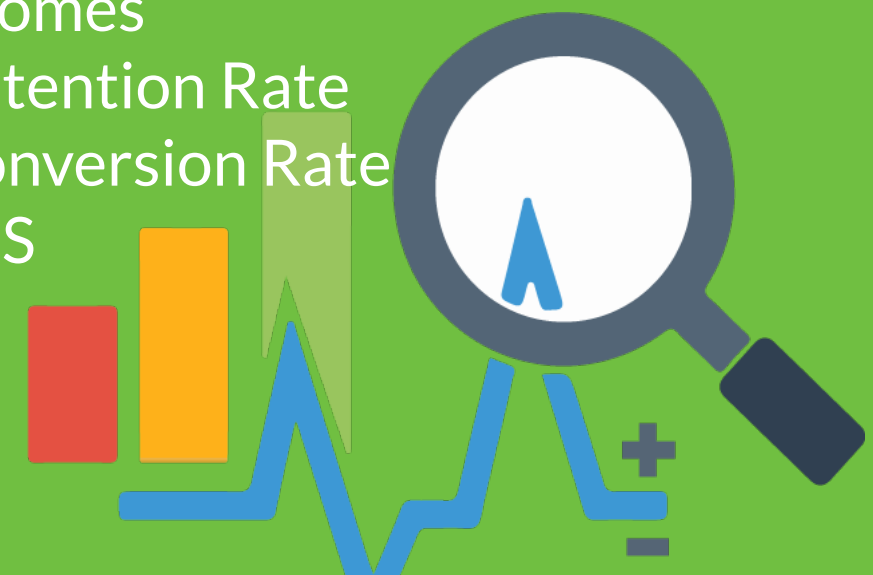
## TARGET-BASED

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

FEB	ADANA	ANKARA	ANTALYA	BURSA	DENIZLI	EAST MED	ESKISEHIR	GAZIANTEP	ISTANBUL	ISTANBUL ASIA	IZMIR	KOCAELI	TRABZON
IGET	MD	%81	%68	%60	NA	%76	%69	%43	%40	%68	%71	%83	NA
BD	MD	%71	%75	%65	NA	-	%79	%48	%40	%63	%73	%89	NA
IGV	MD	%92	%79	NA	NA	%70	%68	%52	%93	%77	%73	%82	NA
OGV	MD	%70	%74	%69	NA	%52	%70	%52	%60	%73	%79	%86	NA
OGET	MD	%57	%73	%85	NA	%51	%70	%40	%62	%77	%73	%84	NA
MKT	MD	%90	%69	%64	NA	%75	%62	%36	%83	%73	%74	%89	NA
TM	MD	-	-	-	NA	-	-	%84	-	-	-	-	NA
FIN	MD	-	-	-	NA	-	-	-	-	-	%92	-	NA
LC AVERAGE	MD	%80	%73.09	%71	NA	%65	%68	%50	%69	%71	%77	%85	NA



# DEPARTMENT OVERVIEW

FEB	NATIONAL AVERAGE
IGET	%66
BD	%67
IGV	%76
OGV	%69
OGET	%67
MKT	%71
TM	NA
FIN	NA
NATIONAL AVERAGE	%69

# THANK YOU!

If you have questions, please  
contact;

**MCVP TM Püren Pınar KIRAÇ.**

