



## PROJECT REPORT

AIESEC FUTURE LEADERS

AIESEC in Untan

Indonesia

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## Foreword

We believe leadership is the fundamental solution and it can be developed in anyone, anywhere. We empower young people to become value-driven leaders who positively impact the world around them. By supporting the 'How' of our organization, we need to create the opportunity to make us more relevant to the world context and to work towards our vision Peace and Fulfillment of Humankind's Potential.

We, from the OGV/EWA department, have finished completing our project, namely AIESEC Future Leaders, which aims to develop the leadership spirit of young people and develop soft and hard skills. Positioning AIESEC Future Leaders as an opportunity to engage more young people with the concept of leadership development with our organization. Showcase the different aspects of the AIESEC experience making leadership accessible - equally for every youth. Allow the organization to gain recognition as a leadership development organization.

Best Regards,

**Dian Flory Charoline**

Organizing Committee President  
AIESEC Future Leaders

## Project Overview

### Project Name:

AIESEC Future Leaders by AIESEC in Untan 2022

### Project Objective:

Positioning AIESEC Future Leaders as an opportunity to engage more young people with the concept of leadership development with our organization. Showcase the different aspects of the AIESEC experience making leadership accessible - equally for every youth. Allow the organization to gain recognition as a leadership development organization.

### The Committees:

Dian Flory Charoline (Vice President of oGV/EwA)

Zulfikar Suardi (Quality and Program Team Leader)

Zahra Safa Marwah Karim (Marketing and Partnership Analytics Manager)

Prana Adilla Azani (Quality and Program Staff)

Miranda Istikarani (Quality and Program Staff)

Stephanie Adinda (Customer Experience Staff)

Ocxynuel Panjaitan (Customer Experience Staff)

### Project Duration:

April 9<sup>st</sup>, 2022 – June 16<sup>st</sup>, 2022

## Project Result

Number of Participants	: 14 people
Number of Participants Revenue	: Rp 2.100.000
Number of Partner Revenue	: Rp 0
Partner	: 5 partner
Speaker	: Mrs. Elvita Bellani Mrs. Stefanny Valencia Halim Mrs. Esty Nadya Rafyanti Mr. Rahman Hakim Mrs. Tiara Salsabilla Mrs. Emmanuella Reika

## Division Job Description, Performance, and Analytics

Head of AFL		
<p><b>Role:</b></p> <ol style="list-style-type: none"> <li>1. Executing team standards</li> <li>2. Arranging program timeline</li> <li>3. Coach onboarding delivery</li> <li>4. Coaching process implementation</li> <li>5. Progress monitoring &amp; evaluation</li> <li>6. Gathering data for evaluation</li> <li>7. Accountability system management</li> <li>8. Activating Leadership Support delivery</li> </ol>		
<p><b>Strength</b></p> <ul style="list-style-type: none"> <li>● careful</li> <li>● not easy to give up</li> </ul>	<p><b>Weakness</b></p> <ul style="list-style-type: none"> <li>● Not strict with the timeline</li> <li>● Lack of tracking</li> </ul>	
<p><b>Feedback and Critics:</b></p> <ul style="list-style-type: none"> <li>● Must be more strict with the timeline that has been set and hold effective meetings</li> </ul>		
Performance Analysis		
Key Performance Index	Target	Actual
# of SU-CO	15	100%
% CR of SU-CO	100%	47%
# of planning done	1	1
% of submission minimums	100%	65%
% of Arranging Program Timeline	100%	100%
% of Coaching Onboarding Process	100%	100%
% of Monitoring & Evaluation	100%	90%
% of Program Ideation Created	100%	75%

% of Project Cash Flow Management	100%	90%
% of Project Sustainability	100%	65%

### Quality & Program Role

**Role:**

1. Budget plan update
2. Revenue collection and expense tracking
3. Cash on hand + reimbursement report
4. Project cash flow management
5. Project audit preparation
6. Together with national to preparing AFL Youth Today
7. Manage souvenir for stakeholders
8. Preparing all session curricula and objectives
9. Agenda arrangement of AFL activities
10. AFL sessions delivery
11. Preparing LC debrief and national graduation
12. Executing program standards
13. Gathering data for evaluation

**Strength**

- Hard Working
- Fast Respon
- Agile

**Weakness**

- Time management
- Hectic
- Communication with team mates

**Feedback and Critics:**

- Pay more attention to details and improve good teamwork

### KPI Fulfillment

KPI	Target	Actual
% of cash flow compiled	100%	100%
% of program standard fulfilled	1	1
% CR of Participant in each sessions	100%	96%
% of Program Standard implemented	100%	96%
% CR of Session	100%	96%

% of tracker filled	100%	70%
# of Program Evaluation Report	1	1

### Customer Experience

**Role:**

1. Nurturing and filtering participants
2. Ensuring conversion rate attendance
3. Participants engagement during Experience Phases
4. Activating Leadership Support delivery
5. Networking space delivery
6. Delegates experience management (handbook, PGS, initial survey, EDT)

<p><b>Strength</b></p> <ul style="list-style-type: none"> <li>● <b>Contribution</b></li> <li>● <b>Agile</b></li> <li>● <b>Hard Working</b></li> </ul>	<p><b>Weakness</b></p> <ul style="list-style-type: none"> <li>● Less Detail</li> <li>● Lack of communication with team mates</li> </ul>
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**Feedback and Critics:**

- In the future improve communication and good relations with delegates and establish effective relationships with teammates

### KPI Fulfillment

KPI	Target	Actual
% CR of SU-APD	100%	88%
% CR of each AFL sessions/spaces	100%	42%
% of participant engagement strategy executed	100%	40%
% of participants proposed Activating Leadership Support	100%	30%
% of Nurturing participants	100%	45%



% of Ensuring conversion rate attendance	100%	45%
% of Participants engagement during Experience Phases	100%	50%
# of Debrief with AIESEC Conducted	1	1
# of Activating Leadership Support delivered	1	1

Marketing & Partnership Role		
<p><b>Role:</b></p> <ol style="list-style-type: none"> <li>1. Market research &amp; analytics</li> <li>2. Partnership research &amp; analytics</li> <li>3. Marketing strategy</li> <li>4. Partnership Strategy</li> </ol>		
<p><b>Strength</b></p> <ul style="list-style-type: none"> <li>• Creative</li> <li>• Fast Respon</li> <li>• Agile</li> <li>• Hard Working</li> <li>• High Motivated</li> </ul>	<p><b>Weakness</b></p> <ul style="list-style-type: none"> <li>• lack of focus</li> <li>• Not strict to the timeline</li> <li>• Less communication between marketing team</li> </ul>	
<p><b>Feedback and Critics:</b></p> <ul style="list-style-type: none"> <li>•</li> </ul>		
KPI Fulfillment		
KPI	Target	Actual
% of market research & analytics	100%	50%
% of Partnership research & analytics	100%	100%
% of Marketing strategy created	100%	100%
% of Partnership Strategy created	100%	100%

## Activity Plan versus Realisation

Head of AFL			
Plan	Actual	Cause	Recommendation
100% of submission package	100% of submission package	Submit the submission on time	Aware with the the deadline
Able to prepare the team thoroughly	Members are confused in the middle	Lack of education when start the project	Set education regularly
Able to convert all SU to APD	There is a gap in the conversion rate	The length of time used to process SU-APD	Clear timeline in processing time
All delegates realized can be completed	the low conversion rate is because delegates lose motivation during AFL	not strict and not doing regular touchpoints	clear tracking system and also maintain well performance delegates

Quality & Program			
Plan	Actual	Cause	Recommendation
Delegates and coaches can attend in every session	Several delegates and coaches were not attend in every session	Due another business	Invite them through google calendar and inform about the session a week before realization
High engagement between coaches and ocs with coaches	Lack of engagement	OCs and coaches have a lot of business so its difficult for us to set engagement agenda	Make a lead nurturing for the coaches

Get good impression with the speakers	All of the speakers was satisfied with our communication and services	We maintain our communication with the speakers	Still maintain our communication even after their sessions
The speakers and the coaches filled all of the surveys needed	There are 3 speakers didn't fulfill the post-survey and for the coaches, few surveys not fulfilled	No response from the speakers and coaches	More assertive with them

<b>Customer Experience</b>			
Plan	Actual	Cause	Recommendation
Implementing Lead Nurturing Package to participants	One of the Lead Nurture points didn't get implemented	We mostly remind applicants who are not attending AFL through private chat and forgot to screenshot it	Always screenshot any important data and always remember to look at our worksheet
Tracking all participant throughout their AFL journey	Some of the participant goes missing and didn't attend their AFL journey	We lack interaction with the participant so they didn't take AFL seriously	Be interactive and more assertive with them
Encouraging all participant to fulfill their duties as a participant	Most of the participant forget to fulfill their duties	We lack assertiveness to them and lack interactiveness	Be more assertive and remind them their duties as a participant
Maintain our Realized number until Complete	4 of our participants didn't qualify to complete AFL	Lack of assertiveness while interacting with them	Remind them their duties from the beginning and set their mind to completing AFL

<b>Marketing &amp; Partnership Analysis</b>			
Plan	Actual	Cause	Recommendation
We have set a target of 10 partners	We got 5 partners	Because it's slow to start approach partner	Start the approach earlier and be more agile with the partner being approached. Carry out effective synergies and establish good communication with the ERBD department
We have set a target of 30 number sign-up	We got 22 for number sign-up and 14 official participants	It's hard to find people's interest to join afl, there's still not enough boost to share about afl, and most of them still don't know about AIESEC and AFL	Do market research, look for marketing strategies that align with the development of today's youth, and continue to boost to share with the outside community about AIESEC and AFL
Content uploaded based on timeline (content matrix)	Fulfillment content matrix and we can uploaded based on timeline	Effective synergy and good communication with the BM department	Keep up the good synergy

# Event Rundown

## AIESEC Future Leaders | Train To Coach Topic : Onboarding (March 12th 2022)

Time	Duration	Session Name	Session Objectives	Link/Materials needed	Check	Faci	Co Faci	PIC	
15:00	15:20	10	Welcome to Coach 101	<ul style="list-style-type: none"> <li>- Welcoming coaches to Coach 101</li> <li>- Open the Coach 101</li> <li>- Check in</li> <li>- Elaborate the agenda of Train to Coach</li> <li>- Expectation setting for coaches during Coach 101 session</li> </ul>	LINK	<input checked="" type="checkbox"/>	(Zul) Manager of Quality and Program	-	Quality and Program
15:20	15:30	10	AFL Introduction	<ul style="list-style-type: none"> <li>- Brief explanation of AFL Program</li> <li>- Aware coaches about AFL, more and the purpose of the AFL and the role of coaches</li> <li>- Inform the coaches about the AFL journey information</li> </ul>	LINK	<input checked="" type="checkbox"/>	AST	-	Quality and Program
15:30	15:50	20	AFL Technical Program	<ul style="list-style-type: none"> <li>- Inform about the timeline</li> <li>- Explanation of handbook</li> <li>- TIC Coaches</li> </ul>	LINK	<input checked="" type="checkbox"/>	(Zaki) Manager of Customer Relations	-	Quality and Program
15:50	16:10	20	Coaching System	<ul style="list-style-type: none"> <li>- Provide explanation regarding to the coach system</li> <li>- Set expectation from AFL Team for coach</li> <li>- Coach's report tools explanation</li> </ul>	LINK	<input checked="" type="checkbox"/>	(Miranda) Staff of Quality and Program	-	Quality and Program
16:10	16:20	10	Activating Leadership Support	<ul style="list-style-type: none"> <li>- Brief explanation of ALS</li> <li>- Brief explanation of what's AFL UNTAN further actions for AFL participants</li> </ul>	LINK	<input checked="" type="checkbox"/>	(Della) Staff of Quality and Program	-	Quality and Program
16:20	16:40	20	Q&A	Q&A Sessions for coaches	LINK	<input checked="" type="checkbox"/>	(Zul) Manager of Quality and Program	-	Quality and Program
16:40	16:50	10	Closing	<ul style="list-style-type: none"> <li>- Satisfaction survey</li> <li>- Check out</li> <li>- Closing</li> </ul>	LINK	<input checked="" type="checkbox"/>	(Zul) Manager of Quality and Program	-	Quality and Program

Time	Duration	Session Name	Session Objectives	Link/Materials needed	Check	Faci
15:00	15:05	5	Open Zoom Room	<ul style="list-style-type: none"> <li>- Play song</li> <li>- Link Attendance form</li> </ul>	<input checked="" type="checkbox"/>	
15:05	15:10	5	Delegates engagement	Roll Dance	<input type="checkbox"/>	
15:10	15:13	3	Attendance form (2nd)	<ul style="list-style-type: none"> <li>- Play song</li> <li>- Link Attendance form</li> </ul>	<input checked="" type="checkbox"/>	MC
15:13	15:20	5	Dooring	<ul style="list-style-type: none"> <li>- Welcoming participants</li> <li>- MC Introduction</li> <li>- Check in (through chat)</li> <li>- Agenda</li> </ul>	<input checked="" type="checkbox"/>	
15:20	15:30	10	Partners	<ul style="list-style-type: none"> <li>- Partner space</li> </ul>	<input checked="" type="checkbox"/>	
15:30	15:40	10	AIESEC Explanation	<ul style="list-style-type: none"> <li>- Bring back participants to remind AIESEC in a nutshell, LOQ, AIESEC Value and AIESEC Way</li> <li>- Explain AFL in general (briefly)</li> </ul>	<input checked="" type="checkbox"/>	VP
		5		<b>TRANSITION</b>	<input checked="" type="checkbox"/>	MC
15:41	15:57	15	Introduction to AFL technical program	<ul style="list-style-type: none"> <li>- Introduce and inform the participants regarding all the information needed (journal, handbook, etc)</li> <li>- Participants MOU</li> <li>- Explain and elaborate the Calendar (agenda, events, and timeline)</li> </ul>	<input checked="" type="checkbox"/>	CR
15:57	16:07	10	Internal Registration	<ul style="list-style-type: none"> <li>- Explain the rules and standards of AFL for the participants</li> <li>- Participant principles explanation (participant do and don't)</li> </ul>	<input checked="" type="checkbox"/>	CR
		5		<b>TRANSITION</b>	<input checked="" type="checkbox"/>	MC
16:10	16:25	15	Coaching System Briefing	<ul style="list-style-type: none"> <li>- Coaching system explanation</li> <li>- Coach introduction and Coaches allocation</li> <li>- Coach and coaches do and don't</li> </ul>	<input checked="" type="checkbox"/>	Quality
16:25	16:40	15	Q&A	<ul style="list-style-type: none"> <li>- Question and Answer space</li> </ul>	<input checked="" type="checkbox"/>	MC
		5		<b>TRANSITION TO BREAK OUT ROOM (ASSIGN AUTOMATICALLY)</b>	<input checked="" type="checkbox"/>	
16:45	17:15	30	Get to know your coach!	<ul style="list-style-type: none"> <li>- Breakout room to bound the coach and the coaches</li> </ul>	<input checked="" type="checkbox"/>	MC
		5		<b>TRANSITION (ask 3 delegates to tell his/her coach name, team members, and experience so far)</b>	<input checked="" type="checkbox"/>	
17:20	17:23	3	Call to action!	Feedback Form & CTA	<input checked="" type="checkbox"/>	MC
17:23	17:25	2	Documentation	Documentation	<input checked="" type="checkbox"/>	
17:25	17:30	5	Closing	Remind delegates to come tomorrow for first biweekly session	<input checked="" type="checkbox"/>	

### 1st Biweekly Session Agenda

Date	Saturday, 7 April 2022			MC		
Time	14:30 - 16:45 WIB			Speaker		
PIC	Zulfikri (Quality Improvement)			Operator		
Day/Week	There's no dry run			Check		
PPT Link	[PPT BI WEEKLY]			Facilitator		
Time	Duration	Session	Session Objectives	Link/Materials needed	Check	Facil
14:30 - 14:40	5	Open Zoom Room	Accepted delegates			-
14:45 - 14:50	5	Delegates engagement	Engage with delegates and speakers		<input checked="" type="checkbox"/>	MC
14:50 - 14:55	5	Attendance form (2nd)	- Play song - Live Attendance form		<input checked="" type="checkbox"/>	-
14:55 - 15:00	5	Get to know participants	Ask participants to share, interact with 1-2 participants chosen randomly		<input checked="" type="checkbox"/>	MC
15:00 - 15:05	5	Opening	- Check in		<input checked="" type="checkbox"/>	MC
15:05 - 15:15	10	Speakers Introduction	- Speakers Introduction - Documentation Session		<input checked="" type="checkbox"/>	MC
15:15 - 15:30	15	Speaker's Session	Speaker's time to deliver session		<input checked="" type="checkbox"/>	Speaker
15:30 - 15:40	10	QnA	- Unmute/Chat - Slide when time is up!		<input checked="" type="checkbox"/>	MC
15:40 - 15:45	5	Roll	Reverts and Rejoin from Inclusion (Last CTA and Next Active)		<input checked="" type="checkbox"/>	MC
15:45 - 16:30	45	Call to action/ and feedback form	- CTA Deadline: 15:04 jam - Each tag, lobby, etc can best CTA dan in via tag @biweek_untan - Fill in feedback form		<input checked="" type="checkbox"/>	MC
16:40 - 16:45	5	Closing	- Closing - Engagement to next session		<input checked="" type="checkbox"/>	MC

### 2nd Biweekly Session Agenda

Date	Saturday, 23 April 2022			MC		
Time	14:30 - 16:45 WIB			Speaker		
PIC	Mikanda (Quality Improvement)			Operator		
Day/Week	There's no dry run			Check		
PPT Link	[PPT BI WEEKLY]			Facilitator		
Time	Duration	Session	Session Objectives	Link/Materials needed	Check	Facil
14:30 - 14:40	5	Open Zoom Room	Accepted delegates			-
14:45 - 14:50	5	Delegates engagement	Engage with delegates and speakers		<input checked="" type="checkbox"/>	MC
14:50 - 14:55	5	Attendance form (2nd)	- Play song - Live Attendance form		<input checked="" type="checkbox"/>	-
14:55 - 15:00	5	Get to know participants	Ask participants to share, interact with 1-2 participants chosen randomly		<input checked="" type="checkbox"/>	MC
15:00 - 15:05	5	Opening	- Check in		<input checked="" type="checkbox"/>	MC
15:05 - 15:15	10	Speakers Introduction	- Speakers Introduction - Documentation Session		<input checked="" type="checkbox"/>	MC
15:15 - 15:30	15	Speaker's Session	Speaker's time to deliver session		<input checked="" type="checkbox"/>	Speaker
15:30 - 15:40	10	QnA	- Unmute/Chat - Slide when time is up!		<input checked="" type="checkbox"/>	MC
15:40 - 16:30	50	Call to action/ and feedback form	- CTA Deadline: 15:04 jam - Each tag, lobby, etc can best CTA dan in via tag @biweek_untan - Fill in feedback form		<input checked="" type="checkbox"/>	MC
16:40 - 16:45	5	Closing	- Closing - Engagement to next session		<input checked="" type="checkbox"/>	MC





### 5th Biweekly Session Agenda

Date	Saturday 4th June 2022				MC	Speaker	Observer
Time	14.30 - 16.45 WIB				Wendiana Satrio Fadhila	Tina Satrioika	Orizkaul Pradiputra
PK	Mikrodata (Quality&Progress)						
Dry Run	Thema: weekly run						
PPT Link	<a href="#">PPT 05/06/2022</a>						
Time	Duration	Session	Session Objectives	Link/Materials needed	Check	Facil	
14.30	14.40	5	Open Zoom Room	Accepted delegates		-	
14.40	14.50	5	Delegates engagement	Engage with delegates and speakers		<input checked="" type="checkbox"/>	MC
14.50	14.55	5	Attendance form (2nd)	- Play song - Link Attendance form		<input checked="" type="checkbox"/>	-
14.55	15.00	5	Get to know participants	Ask participants to introduce, interact with 1-2 participants chosen randomly		<input checked="" type="checkbox"/>	MC
15.00	15.05	10	Opening	- Check in		<input checked="" type="checkbox"/>	MC
15.05	15.10	5	Speakers introduction	- Speakers introduction - Documentation Session		<input checked="" type="checkbox"/>	MC
15.10	15.50	40	Speaker's Session	Speaker's time to deliver session		<input checked="" type="checkbox"/>	Speaker
15.50	16.20	30	QnA	- Urmuna/Chat - Stop when time is up!		<input checked="" type="checkbox"/>	MC
16.20	16.25	5	RnR	Reveries and Recognition from induction (Best CTA and Most Active)		<input checked="" type="checkbox"/>	MC
16.25	16.30	5	Call to action and Feedback form	- CTA Deadline: 16:24 jam Teach you kalau kita cari best CTA dan in via tag @aiesec_untan - Fill in feedback form		<input checked="" type="checkbox"/>	MC
16.40	16.45	5	Closing	All links provided at QR and shortened link - Closing - Engagement to next session		<input checked="" type="checkbox"/>	MC

### 6th Biweekly Session Agenda

Date	Saturday 4th June 2022				MC	Speaker	Observer
Time	14.30 - 16.45 WIB				Zahra Salsy Hanisah Kusni	Emmanueli Indika	Orizkaul Pradiputra
PK	Data (Quality&Progress)						
Dry Run	Thema: weekly run						
PPT Link	<a href="#">PPT 05/06/2022</a>						
Time	Duration	Session	Session Objectives	Link/Materials needed	Check	Facil	
14.30	14.40	5	Open Zoom Room	Accepted delegates		-	
14.40	14.50	5	Delegates engagement	Engage with delegates and speakers		<input checked="" type="checkbox"/>	MC
14.50	14.55	5	Attendance form (2nd)	- Play song - Link Attendance form		<input checked="" type="checkbox"/>	-
14.55	15.00	5	Get to know participants	Ask participants to introduce, interact with 1-2 participants chosen randomly		<input checked="" type="checkbox"/>	MC
15.00	15.05	10	Opening	- Check in		<input checked="" type="checkbox"/>	MC
15.05	15.10	5	Speakers introduction	- Speakers introduction - Documentation Session		<input checked="" type="checkbox"/>	MC
15.10	15.50	40	Speaker's Session	Speaker's time to deliver session		<input checked="" type="checkbox"/>	Speaker
15.50	16.20	30	QnA	- Urmuna/Chat - Stop when time is up!		<input checked="" type="checkbox"/>	MC
16.20	16.25	5	RnR	Reveries and Recognition from induction (Best CTA and Most Active)		<input checked="" type="checkbox"/>	MC
16.25	16.30	5	Call to action and Feedback form	- CTA Deadline: 16:24 jam Teach you kalau kita cari best CTA dan in via tag @aiesec_untan - Fill in feedback form		<input checked="" type="checkbox"/>	MC
16.40	16.45	5	Closing	All links provided at QR and shortened link - Closing - Engagement to next session		<input checked="" type="checkbox"/>	MC

DATE	3/10/2020	OVERALL TIME	2 hours	
Block	Time	Duration	Agenda	Agenda Details
Opening		2	Official Opening	Official Opening Speech from MC
			3 Official Speech	Official Opening Speech from LCP/LCVP
			5 Check in	Check in by MC
Main Session		20	Session 1 : Let's Dive Into Our Home	Speaker from IR Partners Deliver the Session
		10	QnA	Answer Session and Moderator's Conclusion
		10	Ice Breaking	MC Leads Ice Breaking Session
		20	Session 2 : Youth's Life In Transition	Speaker from IR Partners Deliver the Session
Engagements		10	QnA	Answer Session and Moderator's Conclusion
		10	Discussion Space	Discussion Space lead by MC
Closing		5	Check Out	Check Out by MC
		5	Documentation & Closing	Documentation Session and Closing by MC
		100		

Time	Duration	Session Name	Session Objectives	Link/Materials needed	Check	Facil
14:55 - 15:00	05	Open Zoom Room	Assess Delegates		<input checked="" type="checkbox"/>	Operator
15:00 - 15:05	5	Delegate engagement	Get 2-3 participants to interact (ask how they feel about today's session, etc.)		<input checked="" type="checkbox"/>	MC
15:05 - 15:15	10	Opening	1. Official opening by MC 2. Check in 3. Opening Speech from LCP and LCVP		<input checked="" type="checkbox"/>	MC
15:15 - 15:20	5	Session 1 Intro	Reviewing an of session 1-4th, such as Diversity, Coaching Session, Marketplace, A&S		<input checked="" type="checkbox"/>	QnA
15:20 - 15:40	20	Coaching Report	Development report from Coaches in each group		<input checked="" type="checkbox"/>	Coach
15:40 - 16:10	30	Reviewing Delegates' Journey	1. To review their goals from PGO and show how far they have achieved it. 2. To make the participants realize about what kind of experience they got and turn it into a development challenge		<input checked="" type="checkbox"/>	OC
16:10 - 16:20	10	Ice Breaking	Agree rule		<input checked="" type="checkbox"/>	MC
16:20 - 16:30	10	Sharing Session	1. Sharing and closing speech from coach(es) 2. Sharing and closing speech from participants 3. Sharing and closing speech from OC Program		<input checked="" type="checkbox"/>	OC, Coach, Delegates
16:30 - 16:40	10	Feedback	1. Giving reviews and recognition for best participants. 2. Giving reviews and recognition for best groups, etc.	Leaflet	<input checked="" type="checkbox"/>	MC
16:40 - 16:50	10	Real Survey / Final Survey Software	1. To measure participants development (SDA) 2. To measure overall performance of DCA 3. To measure IRI & LPI 4. Giving feedback for coach, groupmate, and overall session. 5. Overall rating for AIESEC Future Leaders program standards		<input checked="" type="checkbox"/>	MC
16:50 - 17:00	10	Discussion and Closing	Reminder to attend National Graduation Check out (2-3 orang) 3 min Use Feedback form 3 min Reminder to attend National Graduation 1 min Closing 1 min.	Not grad: 16 July 2022	<input checked="" type="checkbox"/>	MC

## Income Statement

### Revenue

No.	Item	Price	Quantity	Total
1.	Project's Fee	Rp. 150.000,-	14	Rp. 2.100.000,-
<b>Total</b>				<b>Rp. 2.100.000,-</b>

### Cost

No.	Item	Price	Quantity	Total
1.	Merchandise			
	a. Speaker	Rp. 25.000,-	4	Rp. 100.000,-
	b. Coach	Rp. 18.000,-	4	Rp. 72.000,-
	c. Delegate	Rp. 16.000,-	10	Rp. 160.000,-
2.	Certificate Paper	Rp. 2.000,-	17	Rp. 34.000,-
3.	Packaging			
	a. Box Speaker	Rp. 4.300,-	3	Rp. 12.900,-
	b. Box Coach	Rp. 1.700,-	2	Rp. 3.400,-
	c. Box Delegate	Rp. 1.400,-	10	Rp. 14.000,-
	d. Ribbon	Rp. 5.000,-	1	Rp. 5.000,-
	e. Bubble Wrap S	Rp. 2.000,-	4	Rp. 8.000,-
	f. Bubble Wrap L	Rp. 5.000,-	1	Rp. 5.000,-
	g. Paper Bag	Rp. 10.000,-	2	Rp. 20.000,-
	h. Tape	Rp. 10.000,-	1	Rp. 10.000,-
4.	Delivery Fee			
	a. Shopee	Rp. 53.000,-	1	Rp. 53.000,-
	b. Speaker I	Rp. 25.000,-	1	Rp. 25.000,-
	c. Speaker II	Rp. 25.000,-	1	Rp. 25.000,-
	d. Speaker III	Rp. 40.000,-	1	Rp. 40.000,-
	e. Coach I	Rp. 46.000,-	1	Rp. 46.000,-
<b>Total</b>				<b>Rp. 633.300,-</b>

**Income**

<b>Revenue</b>
Rp. 2.100.000,-
<b>Expense</b>
Rp. 633.300,-
<b>Profit</b>
Rp. 1.466.700,-

P.S. You can just screenshot from the budget realization and paste them here. But please be neat 😊

## Project Evaluation

Things to Stop	Things to Continue	Things to Start

## Documentation





## Member Testimonial

“It was a big challenge for me during AFL preparation-realization, I got a lot of new things for more than 6 months. And I feel a change in myself, especially in the courage to speak in front of many people, gain leadership skills and many more. And from AFL I learned how to shape a project by maintaining its quality. Being an oc quality and program brings a lot of positive impacts for me”

Prana Adilla Azani  
OC Quality and Program

“Being an OC Quality and Program taught me a lot of lessons. I can feel my rapid development. It boosted my confidence, communication skill, leadership through my position as Team Leader and also by dealing and communicating with the speakers and the coaches. I also learn about project management, quality management and many more. I can do my job desc smoothly because of my OCP and my teammates. They were so agile and responsible.”

Zulfikar Suardi  
OC Quality and Program

“It has been a great pleasure to be a part of AFL and working with my amazing team mates. Throughout AFL I’ve learned a lot about dealing with certain problems and learned a lot about management too. But a part that’s very challenging for me is how to manage all of our customer’s data and how to engage with them so that we’d be able to create a strong bond. And that challenge helps me improving myself especially with speaking publicly and learn how to engage with people.”

Stephanie Adinda  
OC Customer Experience

“Its been the best experience for me to be a part of AFL team. I have learned many things by joining the AFL team, such as teammates who help each other and are fun for sure. Being an oc quality and program has taught me a lot to be able to improve and develop myself to be better.”

Miranda Istikarani  
OC Quality and Program

“This is the best experience to be OC Marketing AFL Summer Peak by AIESEC in Untan. I was faced with many situations and problems that I had to solve on my own. I learned how to relate and establish good communication with other people especially in my team, namely oGV/EwA. I am grateful and grateful for having been given the opportunity to have such an extraordinary lesson. And I'm ready to explore my potential even further.”

Zahra Safa Marwah Karim  
OC Marketing



Approved by

President AIESEC in Untan

  


Talitha Adna

Vice President Finance, Governance, and



Putri Kamilia Miranti

Project Quality and Control Manager



Adila Amri