





TOURISM INFRASTRUCTURE AND ENTERPRISE ZONE AUTHORITY
Individual Performance Commitment and Review (IPCR)

I, MA. ELENA O. GO, of the BUSINESS DEVELOPMENT DEPARTMENT, Sales Division,
 commit to deliver and agree to be rated on the attainment of the following targets in accordance with the indicated measures for the period
July - December 2019

MA. ELENA O. GO




Ratee

Date: _____

Reviewed by	Date	Approved by	Date
			
EVA MARIE M. VICEDO		MA. EVELYNE A. FRANCISCO	

STRATEGIC OBJECTIVES/ FUNCTIONS	SUCCESS INDICATOR	Actual Accomplishments	RATING				Remarks
			Q1	E2	T3	A4	
Output 1 SO4 : Achieved Financial Viability and Sustainability of TIEZA Assets	Contributed the amount of P2.35M to P3.10M in the overall revenue of TIEZA Operating Properties by December 13, 2019 through group/FTT bookings	Actual contribution amounted to P 1.52M by December 6, 2019		1.000	4.000	2.500	

STRATEGIC OBJECTIVES/ FUNCTIONS	SUCCESS INDICATOR	Actual Accomplishments	RATING				Remarks
			Q1	E2	T3	A4	
CORE SUPPORT FUNCTION	Marketing Plan of Balicasag and Island Dive Resort acted upon by the DivM on 2nd submission and signed within 5-6 WD	Acted upon 2nd submission signed within 1 day	4.000		5.000	4.500	
FINAL AVERAGE RATING			4.000	1.000	9.000	3.500	
Comments and Recommendations for Development Purposes							

Discussed with	Date	I certify that I discussed my I certify that I discussed my assessment of the performance with the employee.	Date	Final Ranking by	Date
 MA. ELENA O. GO		 EVA MARIE M. VICEDO		 MA. EVELYNE A. FRANCISCO	

Legend: 1 - Quality 2 - Efficiency 3 - Timeliness 4 - Average

BUSINESS DEVELOPMENT DEPARTMENT RATING MATRIX

SALES DIVISION

JULY - DECEMBER 2019

MA. ELENA O. GO

INDIVIDUAL LEVEL						
STRATEGIC OBJECTIVE	SUCCESS INDICATORS	Description of Ratings for QUALITY	Description of Ratings for EFFICIENCY	Description of Ratings for TIMELINESS		
SO 4 Achieved Financial Viability and Sustainability of TIEZA Assets	Contribute the amount of P2.35M to P3.14M in the overall revenue of TIEZA Operating Properties by December 13, 2019 through FIT / group bookings	5 - above P3.14M	5 - above P3.14M	5 - by November 29, 2019		
		4 - above P2.35M - P3.14M	4 - above P2.35M - P3.14M	4 - by December 6, 2019		
		3 - P 2.35M	3 - P 2.35M	3 - by December 13, 2019		
		2 - below P2.35M	2 - below P2.35M	2 - by December 20, 2019		
		1 - below P1.88M	1 - below P1.88M	1 - on December 30, 2019		
CORE FUNCTIONS	Marketing Plan of Balicasag Island Dive Resort (BIDR) acted upon by the DivM 7 WD from submission	5 - Upon 1st submission	5 Less than 4 WD upon submission	4-acted upon 5-6 WD from submission		
		4 - Upon 2nd submission	4-acted upon 5-6 WD from submission	3-acted upon 7 WD from submission		
		3 - Upon 3rd submission	3-acted upon 7 WD from submission	2-acted upon 8-9 WD from submission		
		2 - Upon 4th submission	2-acted upon 8-9 WD from submission	1-more than 10WD from submission		
		1 - Disapproval				