BUSINESS DEVELOPMENT DEPARTIMENT RATING MATRIX SALES DIVISION (January - June 2020)

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	Description of	Ratings for	TIMELINESS	5 by May 29,	2020	4 - by June 5, 20			3 - by June 11 2020	2-by June 19,			07070	5 - by May 29,	2020	4 - by June 5, 20		3-by June 11	2020	2 - by June 19, 2020	1 - on June 26,	2020	5 - by May 29,	2020	4 - by June 5, 20.		3 - by June 11	2 - by June 19, 2020	1 - on June 26,	2020
AL LEVEL	Description of	Ratings for	EFFICIENCY	5 - above P4.540M		4 - above P3.405M 4 - by June 5, 2020	to P4,540M		3 – P. 3,405M	2 - below P3.405M 2 - by June 19,		1 - below P2.724M		5 - above P0.910M 5 - by May 29,		4 - above P0.683M 4 - by June 5, 2020	INC. CO. LOIS	3 - P 0:683M		2 belaw P0.683M	1 - below P0,546W	,	5 - above PD.610M 5 - by May 29,		4 - above 90,457Mi 4 - by June 5, 2020	to PO.610M	3-P 0.457M	2 - below P0:457W	1 - below P0.365M 1 - on June 26,	
INDIVIDUAL LEVEL	Description of	Ratings for QUALITY	,																											
	SUCCESS	INDICATORS			Contributed the	amount of	P3.405M to	PA.540W in the	Overall revenue or TIEZA Operating	Properties by June	TOTAL COCK CONTROL	tountersales/711			Contributed the	amount of	PO.930Min the	overall revenue of	TIEZA Operating	Properties by June	in, zozo tarcuga priline bookings			Contributed the	amount of	PO:457M to	PD.610M-in the overall revenue of	FIEZA Operating. Properties by June	11, 2020 through	sauryana daag
	Description of	Ratings for	TIMELINESS	5 by May 29,	2020	4 - by June 5, 2020			3 - by June 11. 2020	2-by June 19,	2020		2020																	
N LEVEL	Description of	Ratingsfor	EFFICIENCY	5 - above-P5.051M		4 - above P4.539M	to P6.051M		3 - P4.539M	2 below P4.539M		1 - below P3.632M.								de la companya de la										
DIVISION LEVEL	Description of	Ratings for	OUAUTY																											
	SUCCESS	INDICATORS				Contributed the	amount of	P4.539M to	overall revenue of	TIEZA Operating	OLOC 14 JOSO	Jule 11, 2020							_											
	Description of	Ratings for	TIMELINESS.	5 - by May 29,	2020	4-by June 5,	2020		3 - by June 11 . 2020	2- by June 19,	2020	1 - on June 26,	2020						The state of the s									ماران دوا		
DEPARTMENT LEVEL	Description of	Ralings for	EFFICIENCY	5 - above	P6:051M	4 - above	P4.539M to	P6:051M	3 - P4.539M	2 below	P4.539M	1 - below	F3,632M																	
DEPARTM	Description of	Ratings for	CUALITY																											
	SUCCESS	INDICATORS				Contributed the	amount of	06 OF 184 in the	overall revenue of	TIEZA Operating	DCOC EL	NAUA (44.																		
	STRATEGIC	ÓBJECTIVE					SQ-4 Achieved	Financial	Viability and Sustainability of	TIEZA Assets								5												

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	Description of Ratines for	TIMELINESS	5- Signed within it WD	4-within 2-3 WD	3-within 4-5.WD	2-within 6-7 WD	1-more than 7 WD	5- Submitted	every 2nd Monday	or the rollowing	4 Tuesday/1 day	astel Myou	3-Wednesday/2, days, after Mon	2- Thursday	1-Friday or beyond	5- Signed within 1- 2 WD	4-within 4-3 WD	3-within 5-6 WD	2-within 6-7 WD.	1-more than 7 WD	5-Signed within 1-	2 WD	4-within.4-3 WD	3-within 5-6 WD	2-within 6-7 WD	1-raore than 7 WD
EVEL.	Description of Ratings for	EFFICIENCY							3																	
INDIVIDUAL LEVE	Description of Ratines for	QUALITY	5 - Acted upon by the DM upon 1st submission	4 - Acted upon 2nd submission	3 - Acted upon 3rd submission	2 - Acted upon 4th submission	1 - Disapprovat	5 - Acted upon by	the DivM upon 1st	BOISSIDIO	4 - Acted upon 2nd	HOISEII UMD	3 - Acted upon 3rd submission	2 - Acted upon 4th submission	1 - No submission	5 - Acted upon by the DIM upon 1st submission	4 - Acted upon 2nd submission	3 - Acted upon 3rd submission	2 - Acted upon 4th submission	1 - Disapproval	5 - Acted upon by	the DM upon 1st submission	4 - Acted upon 2nd	3 - Acted upon 3rd	2 - Acted upon 4th submission	1 - Disapproval
	SUCCESS INDICATORS			Tourism/Travel			Signed within 3 WD				Sales Reports	d		submission				budget for 2020 acted upon by the DM 5-6					zozi room rates of	Ė	-	***************************************
	Batios for	TIMELINESS	5'- Signed within 1 day	4-within 2 days	3-within 3 days	Z-within 4 days	1-more than 4 days	5- Submitted	every 3rd	following month	4-Tuesday		3-Wednesday	2- Thursday	1.Friday or beyond	5-Signed Within 1- 2 WD	4-within 4-3-WD	3-within 5-6 WD	2-within 6-7 WD	1-more than 7 WD	5- Signed within 1	2 WD	4-within 4-3 WD	3-within 5-6 WD.	2-within 6-7 WD	1-more than 7 WD
EVEL	Description of Ratings for	EFFICIENCY				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,																				
DIVISION LEVEL	Description of Ratings for	QUALITY	5 - Acted upon by the 1st submission	4 - Upón Znd submission	3 - Upon 3rd submission	2 - Upon 4th submission	1 - Disapproval	5 - Acted upon by	the DM upon 1st	Suppliesion	4 - Acted upon 2nd	UDRANSADII	3 - Acted upon 3rd submission	2 - Acted upon 4th submission	1 - No submission	5 - Acted upon by the DM upon 1st* submission	4 - Acted upon 2nd submission	3 Acted upon 3rd submission	2 - Acted upon 4th	1 - Disapproval	5 - Acted upon.by	the DIM upon 1st submission	4 - Acted upon 2nd	3 - Acted upon 3rd	2 - Acted upon 4th	1 - Disapproval
	SUCCESS INDICATORS			and Sponsorship in Tourism/Travel		Sued	within 3 W.D		-	•••	Sales Reports		×24	submission				budget for 2020 acted upon by this DM 5-6 WD	from submission				recommend 2020-2021			
	Description of Ratines for	TIMELINESS	5 - Signed within I day	4-within 2 days	3-within 3 days	2-within 4.days	1-more than 4 days				······································								•							
TLEVEL	Description of Ratings for	EFFICIENCY																								
DEPARTMENT LEVE	Description of: Ratings for	QUALITY	5 - Acted upon. by the 1st submission	4× Upon 2nd submission	3 - Upon 3rd submission	upon 2nd submission	t - Disapproval			4																
	SUCCESS		Approval of Participation and		Trade/Corporate: Events acted upon by	the ACOO with within 3rd submission and																				
	STRATEGIC			CORE FUNCTIONS:	Entities' Pramotions Program							CORF RUNITIONS	Sales Report				· PROTERMENT	Budget Monitoring						CORE FUNCTIONS: Room Rates		

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QUALITY GENETICENCY TIMELINESS CARTER Upon by the DAM upon 134 and about within 1 and documentation of Times upon 12 and documentation upon 13 and documen	STRATEGIC	SUCCESS	Description of Ratings for	Description of Ratings for		SUCCESS INDICATORS	Description of Ratings for	Description of Ratings for	Description of Rations for	SUCCESS INDICATORS		Description of Ratings for	Description of Ratines for
1-2 WO from			QUALITY	EFFICIENCY	TIMELINESS		QUALITY	EFFICIENCY	TIMELINESS		QUALITY	EFFICIENCY	TIMELINESS
the Down upon 1st the Down upon 1st the Down upon 1st submission where 2019 Annual authoristic authoristic authorist Data of TIE2A acted upon 3rd acted acted 3rd acted upon 3rd acted acted acted 3rd acted 3							5 - Acted upon by		5-Signed within		5 - Acted upon by		5- Signed within 1-
Prepare 2019 Annual Adverted Data of Tiezza Submission operating entities. Adverted Upon 3rd Submission operating entities. Adverting SWD Submission of Submission operating entities. Adverting SWD Submission on adverting SWD Submission operating entities. Adverting SWD Submission on adverting SWD Submission operating entities. Adverting SWD							the DIVM upon 1st		1-2 WD from		the DivM upon 1st		2 WD from
Prepare 2019 Annual definition and prepare 2019 Annual definition and percent part of TiEzA bubmission operating entities, acted upon on 3rd acted upon on 3							submission		submission		submission		submission
Market Data of TIEZA submission operating entities, 3 3-within 5 WD accordance such mission of submission of greating entities, 3 3-within 5 WD accordance submission, signed submission, signed submission, signed submission, signed submission, signed by the Disapproval and documentation of TIEZA, Taxala and documentation approved by the Disapproval and approved by the Disapproval and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and approved by the Botting submission, with a setting and a setting anamed and a setting and a setting and a setting and a setting and							4 - Acted upon 2nd		4- within 3-4 WD	Prepare 2019 Annual	4 - Acted upon 2nd		4- within 3-4 WD
acted upon 3rd submission a submission submission a submission and						Market Data of TIEZA	submission		from submission				from submission
submission, signed submission sub	CORE FUNCTIONS :					operating entites,	3 - Acted upon 3rd		3-within 5 WD		3 - Acted upon 3rd		3-within 5 WD
submission within S WD submission signed within S WD 2-within 6.7 WD Submission within S WD 2-within 6.7 WD submission within S WD 2-within 6.7 WD submission within S WD 1 Disapproval within S WD 2 - Acted upon 4th within S WD submission within S WD 1 Disapproval within S WD 2 - Acted upon 4th within S WD 1 Disapproval within S WD 2 Disapproval within S WD 3 Disapproval within S WD	Market Data Report					acted upon on 3rd	submission				submission		
within 5 WD submission from submission from submission from submission submission within 5 WD submission submission within 5 WD submission submission, w/a editing submission,						submission, signed	2 - Acted upon 4th		2-within 6-7 WD	_	2 - Acted upon 4th		2-within 6-7 WD
1-Disapproval 1-Disapprova						within 5 WD	submission		from submission		submission		from submission
WD from Submission S - acted upon by the DM upon 1st and documentation of 4 - with 2 editing TIEZA, Travel and							1 - Disapproval		1- more than 7		1 - Disapproval		1- more than 7
Submission Secreted upon by the DM upon 1st t									WD from				WD from
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Video/Photo coverage and documentation of TIEZA, Travel and focumentation of TiezA, Travel and Tourism related events 4 - with 2 editing 4 - within 2 WD TIEZA, Travel and TiezA, Travel and Tourism related events Tourism related events and approved b the DM w/in 3 WDs upon submission, w/ 3 editing editing 2 - with 4 editing 3 - with 3 editing 3 - with 3 editing I - more than 4 editing editing 1 - beyond 5 days 1 - beyond 5 days 1 - beyond 5 days							the DM upon 1st		w/in 1 WD from				1 WD from date of
and documentation of 4 - with 2 editing and documentation of 4 - with 2 editing from coverage from scepted and approved b the DM w/m 3 WOs upon submission, w/ 3 editing authors and approved by the color and approved by the col							editing		date of coverage	Video/Photo coverage and documentation of	editing		coverage
Tourism related events 3 - with 3 editing Tunctions accepted Tunctions accepted							4 - with 2 editing		4 - within 2 WD		4 - with 2 editing		4 - within 2 WD
/ functions accepted and approved by the and approved by the submission, w/ 3 editing submission, w/ 3 editing abunission, w/ 3 editing abunission, w/ 3 editing abunission, w/ 3 editing adulting actions accepted and approved by the analysis and app	CORE FUNCTIONS:					Tourism political enterty			from coverage	Tourism related events			from coverage
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							1 - more than 4		1 - beyond 5 days		1 - more than 4		1 - beyond 5 days
							editing				editing		

Final-8/25/2020-attachIPCR-Target

EVA MARIE M. VICEDO

Date:

Mathanewerso MA. EVELTINE A. FRANCISO

Date: