



GALA AWARDS

National Conference 2023
Application Booklet

ABOUT

NatCon 2023 | GALA AWARDS

AIESEC in Sri Lanka has been evolving in 2022 delivering many life changing leadership experiences, implementing a lot of initiatives and ideas to ensure the sustainability and relevance.

It is time to recognize and celebrate what we have done so far as AIESEC in Sri Lanka. The Gala Awards Night at NatCon 2023 will serve as a touchpoint for us to celebrate the strengths and success of AIESEC in Sri Lanka.

We are glad to launch these award applications to all of you to showcase and celebrate your success. The awards will recognise the effort and results achieved from 1st February 2022 to 31st January 2023.

"Audacious Growth Daring to Dream"



APPLICATION INSTRUCTIONS

The document consists all the award criterias and information for all functional, individual and entity awards of the National Conference 2023 Gala Awards. The awards committee will determine the functional, individual and entity awards using the **Award Application**, **GFB Submissions**, **SONA Submissions**, and **EXPA Analytics** and **NLDS 2022 Gala Award Submissions**.

General Information

- If any disciplinary action was taken against a function of an entity, that particular entity will be disqualified for the relevant functional award.
- In case of false reporting, entity will be disqualified/stripped from the award.
- The member status of each entity determines whether the particular entity is eligible for the Most Outstanding LC Award
- In case of false reporting, entity will be disqualified/stripped from the award.
- The decision of the awards committee is final.

Application Submission

- Applications shall be submitted separately for each award (functional, individual & entity) through the link provided for each award.
- Award applications submitted after the deadline is considered invalid.
- Deadline for **Individual Award** Application Submission : **14th March 2023 23.59 h (GMT +5.30)**
- Deadline for **Functional & Entity Award** Application Submission : **16th March 2023 23.59h (GMT +5.30)**



Make sure to read carefully all the guidelines

AWARDS COMMITTEE

Minol Jayakody	MCVP OD
Ayesh Rajapaksha	MCVP DXP
Bawanthi Imasha	MCVP ED
Dinushie Dissanayake	MCVP iGT
Vikum Wijekoon	MCVP IM

Feel free to contact the awards committee for any information / clarification



AWARDS TIMELINE





FUNCTIONAL AWARDS

FRONT OFFICE

Activating Leadership | Incoming Global Volunteer

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. Conversion APL - APD %	05%
D. Conversion FI - CO %	15%
E. Process Time APL-APD (days)	05%
F. # of Openings	10%
G. # of Opportunity Providers *	10%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-igv

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Activating Leadership | Outgoing Global Volunteer

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. Conversion SU - APL %	10%
D. Conversion ACH - APD %	10%
E. Conversion FI - CO %	10%
F. # of B2B Partners Raised *	05%
G. IG & EE Utilization & B2C Campaigns *	10%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-ogv

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Activating Leadership | Incoming Global Talent

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. # of Openings	05%
D. Conversion ACC - APD %	10%
E. Conversion APD - RE %	10%
F. Conversion FI - CO %	10%
G. # of Partners Raised *	10%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-iga

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Activating Leadership | Incoming Global Teacher

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. # of Openings	05%
D. Conversion ACC - APD %	10%
E. Conversion APD - RE %	10%
F. Conversion FI - CO %	10%
G. # of Partners Raised *	10%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-igte

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Activating Leadership | Outgoing Global Talent

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. Conversion SU - APP %	10%
D. Conversion APP - ACC %	10%
E. # of Applicants from External Markets	10%
F. Physical Attraction Campaigns *	10%
G. # of B2B Partners Raised *	05%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-ogta

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Activating Leadership | Outgoing Global Teacher

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations	35%
B. # of Approvals	15%
C. Conversion SU - APP %	10%
D. Conversion APP - ACC %	10%
E. # of Applicants from External Markets	10%
F. Physical Attraction Campaigns *	10%
G. # of B2B Partners Raised *	05%
H. Other Innovations / Initiatives within the Function *	05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-ogte

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

FUNCTIONAL AWARDS

BACK OFFICE

NLEDS

Striving for Excellence | Business Development

Duration : 1st February 2022 - 31st January 2023

A. BD Revenue Confirmed *	20%
B. BD Revenue Recognized *	20%
C. BD Revenue Received *	20%
D. # EY Partnerships *	10%
E. # MoUs Signed *	10%
F. # of Partner NPS Responses *	10%
G. NPS Score *	10%

Business Development Data Sheet needs to be completed and link submitted in the application form.

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-bd

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Excellence in Digital Experience

Duration : 1st February 2022 - 31st January 2023

A. # of SUs for oGV B2C	15%
B. # of SUs for oGT B2C	15%
C. # of oGV Pre-SUs on apply.aiesec.lk	10%
D. # of oGT Pre-SUs on apply.aiesec.lk	10%
E. # oGX Product Promotions on National Platforms *	15%
F. # Internal B2C Campaigns *	10%
G. # iCX Product Promotions on National Platforms *	25%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-dxp

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Acting Sustainably | Finance

Duration : 1st February 2022 - 31st January 2023

A. Net Revenue	30%
B. % Product Revenue (Product Revenue/Total Revenue)	10%
C. Budget Variance	10%
D. Review Pass	10%
E. MOCR ((Cash+Reserves-Liabilities)/avg annual expenses)	10%
F. Average Receivables/Revenue	10%
G. Standards Implementation %	10%
H. Product Profitability - iCX	05%
I. Product Profitability - oGX	05%

Finance Data Sheet needs to be completed and link submitted in the application form.

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-finance

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Enjoying Participation | People Management

Duration : 1st February 2022 - 31st January 2023

A. % MXP Implementation	10%
B. % MX Standard Completion	20%
C. # of Medium Term Advancements *	10%
D. # of National/International Opportunity Advancements	10%
E. LPS Score	15%
F. Response Rate of MX Survey	15%
G. Conversion RE - FIN % *	10%
H. Physical Membership Engagement Initiatives *	10%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-pm

* Proof Document Submission is Required (specific requirements are mentioned in the application link)

Excellence in Marketing

Duration : 1st February 2022 - 31st January 2023

- | | |
|--|-----|
| A. # Brand Campaigns run on National Platforms * | 30% |
| B. # Event Promotions Carried out on National Channels * | 10% |
| C. # Impact Showcasing Activities * | 20% |
| D. Contribution to the Growth of the ASL digital platforms * | 25% |
| E. Internal Marketing Actions * | 05% |
| F. Functional Membership Engagement & Development * | 05% |
| G. National Brand Strategizing * | 05% |

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-mkt

Excellence in Expansions Management

Duration : 1st February 2022 - 31st January 2023

- | | |
|--|-----|
| A. # of REs Obtained by Initiative Groups & SLCs | 25% |
| B. # of APDs Obtained by Initiative Groups & SLCs | 20% |
| C. # of Product Marketing Campaigns by Initiative Groups * | 10% |
| D. # of Events Conducted by Initiative Groups * | 05% |
| E. Partnership Income through Initiative Groups * | 10% |
| F. % Implementation of IG Education Cycle * | 05% |
| G. # of Schools with MoUs Signed * | 05% |
| H. # of Schools with School Boards Appointed * | 10% |
| I. # of Schools with Opening Session/Project Initiated * | 10% |

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-em

Excellence in External Relevance

Duration : 1st February 2022 - 31st January 2023

A. # of Youth Engagement *	12%
B. # of Signups Towards ELD from the Initiatives *	20%
C. Revenue from Entity Initiatives *	05%
D. # of EwA Initiatives *	08%
E. # Companies Raised & Engaged Participants for H4TF *	05%
F. # of National PR MoUs *	15%
G. # of online/offline/blog/digital (tv/radio) representation *	20%
H. # of External representations *	08%
I. # of PR Initiatives *	05%
J. # of AIESEC Brand Survey Responses	02%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-er

ENTITY AWARDS

MOST OUTSTANDING LOCAL ENTITY

Duration : 1st February 2022 - 31st January 2023

A. # of Realizations (Divided Equally for iGT,iGV,oGV,oGT) | 40%

B. # of Approvals (Divided Equally for iGT,iGV,oGV,oGT) | 15%

C. # of Approvals from Initiative Groups | 05%

D. # of Entity Partners (EY Partners) | 04%

E. Business Development Revenue Recognized (LKR) | 07%

F. Entity Net Profit | 07%

G. Membership LPS & Response Rate | 07%

H. National Campaign Contribution (Product) | 05%

I. National Campaign Contribution (Brand) | 05%

J. Entity Initiatives & Innovations Implemented * | 05%

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-ley

INDIVIDUAL AWARDS



EMERGING YOUNG LEADER

AIESEC Experience Less Than 1 Year

as of 31st January 2023

ELIGIBILITY - All AIESECers with an AIESEC experience of less than one (1) year.

- A. Key Contributions & Notable Achievements during Team Member Role**
- B. Key Contributions & Notable Achievements during Team Leader Role (LB & above)**
- C. National/International Contribution**
- D. Conference Participation**
- E. Innovative Ideas/Initiatives Implemented (document comprised of proof)**

Each Entity can submit up to 3 nominees and in case of having more than 3 responses first 3 responses will be considered

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-eyl

BEST YOUNG LEADER

AIESEC Experience More Than 1 Year

as of 31st January 2023

ELIGIBILITY - All AIESECers with an AIESEC experience of more than one (1) year.

- A. Key Contributions & Notable Achievements during Team Member Role**
- B. Key Contributions & Notable Achievements during Team Leader Role (LB & above)**
- C. National/International Contribution**
- D. Conference Participation**
- E. Innovative Ideas/Initiatives Implemented (document comprised of proof)**

Each Entity can submit up to 3 nominees and in case of having more than 3 responses first 3 responses will be considered

Deadline : 16th March 2023

Application Link : 360.aiesec.lk/r/natcon23-awards-byyl



audacious GROWTH daring to DREAM

MC 22.23

Good Luck!

We are waiting for your applications!

-MC LIONS 22.23

Sincerely
Sri Lankan