

[Dana] PMs Training Cheat Sheet

by [deleted] via cheatography.com/82544/cs/19649/

Finance & Compliance		
GMV & PDM	- Gross Margin	
	Value	
	- Post Driver	
	Margin	
FN PAYMENT	- % Payments	
STATES	state	
	- Payments ov	
	GMV	
FN AGEING	- Debt of	
	alionta	

Fraud & Gateways		
FR BLACKLIST MONITORING	- Pioneers - Blights - Ratio B/P	
FR SIFT SCIENCE MONITORING	- Sift Events - Sift Users - Fr Order Events	
FR CHARGEBACKS MONITORING	- Captured - Chargebacks - Arrival Pattern	
FR ACCEPTANCE KPI	- Payment Method Fail - Fr Order Events - Fr Journey Cancelled	
FR ATO MONITORING	- Pass Events - Pass Users - Detail Devices	
Fraud & Gateways Folder		

Rider

Rider (cont)	
ALL MK DISCOUNTS	- Discounts
	- Revenue
	- RU
	(Recurrent
	Users)
GRW RIDER	- P-Alive
FEATURES	- Frecuency
	- Recency
ALL MK GROWTH	- CAC
INVESTMENT	- TAI
	- U-FI-DO
MK BRAZE RIDERS	- Email
PERFORMANCE	- Push
	- Inapp
Rider Folder	

COMPETITORS	Price and Surge
PRICING	Supplement average
	of the players in
	each market (Uber,
	Easy, Cabify and
	Beat)

Marketplace

Sales

Driver	
KPI DRIVER ENGAGEMENT OP DRIVER	- Drivers Active - Drivers New - % Churn
ENGAGEMENT ANALYSIS	- Drivers - DO - % PDM
ALL OP A&Q DRIVER ACQUISITION - FOUNTAIN	- New Applicants - Approved Applicants - TTA / TTD
DRIVER QUALITY	- % Strange Journeys - % RC Justified - % Acceptance Rate
DRIVER COHORT ANALYSIS	- D-TO-DO - Revenue - Cost
OP CASH SUPPLY	- Cash WH - Cash LF - Cash % Acceptance Rate

Driver Folder

Driver Folder	
Excellence 8	k Support
SUPPORT HEALTH TRACKING	- Ad-hoc analysis to measure the results of Support Team's projects
EX ZENDESK - NPS CONTROL PANEL	- Tickets Volume - Backlog - NPS
EX AIRCALL CONTROL PANEL	- Volumen evolution - % answered calls - Time in conver- sation
EX ZOPIM CONTROL PANEL	Volumen evolution% attendedTMO

VOUCHERS %	- All Users with
DATA	claim
	- NU with claim
	- DO

ALL SL SUCCESS	- Fact.
EXECUTIVES	Cartera
PERFORMANCE	- New
	Clients
	Fact2M
	- New Users
	- Old
	Clients
ALL SL SALES	- Inside
EXECUTIVES	Sales New
PERFORMANCE	Client DO
	- Sales
	Executives
	Score
	- GMV
	Achieved
ALL SL CORPORATE	- Real Price
BUDGET	Real
	Discount
	- Net Sales
ALL SL MODELO DE	- Clients

- Facturación 2M



By [deleted] cheatography.com/deleted-82544/

Published 23rd May, 2019. Last updated 23rd May, 2019. Page 1 of 2.

COMISIONES

Sponsored by **ApolloPad.com**Everyone has a novel in them. Finish
Yours!
https://apollopad.com