



4ž\$ Ū#v u r6á6 DU%Z !kZ Ā^ QĚ^ u Å! 3İO»4ž\$

世联行二〇二三年可持续发展报告（暨ESG报告）

2023

可持续发展报告（暨ESG报告）



**7 01**

## 1.1

[illegible]

## 1.2

0.01 / / 0.01 /0 1/ щ ї j ъ В  
с

**B** **†**

**C**

### 1.3

Щ Ї      ј ъ г      /      х х      д  
в      с

## 1.4

|  |  |  |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## 1.5

## 1.6

Щ f r r n q 8 -- u u u , u m p j b s l g m l , a m k , a l - ъ с

В с

A.533 + 00/40602



# 02



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報

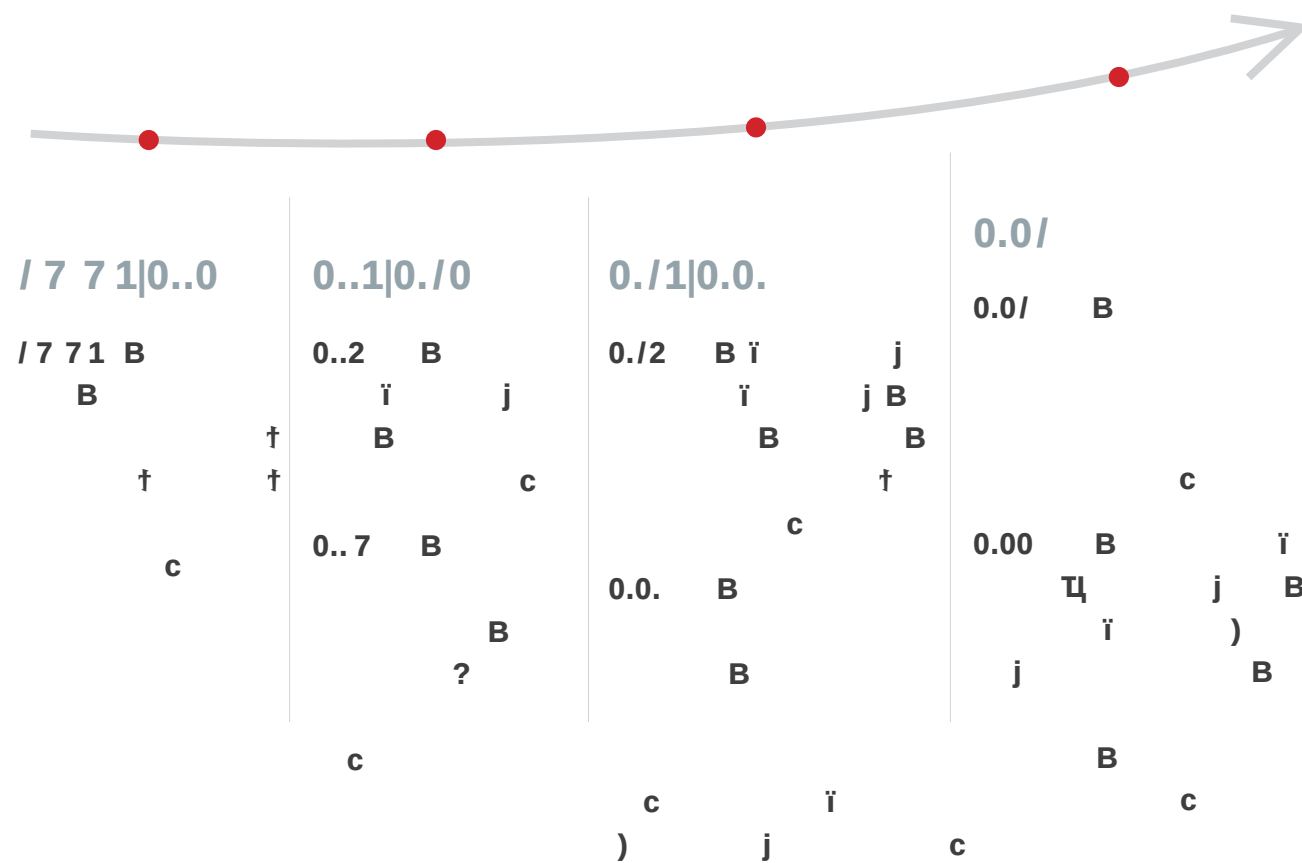
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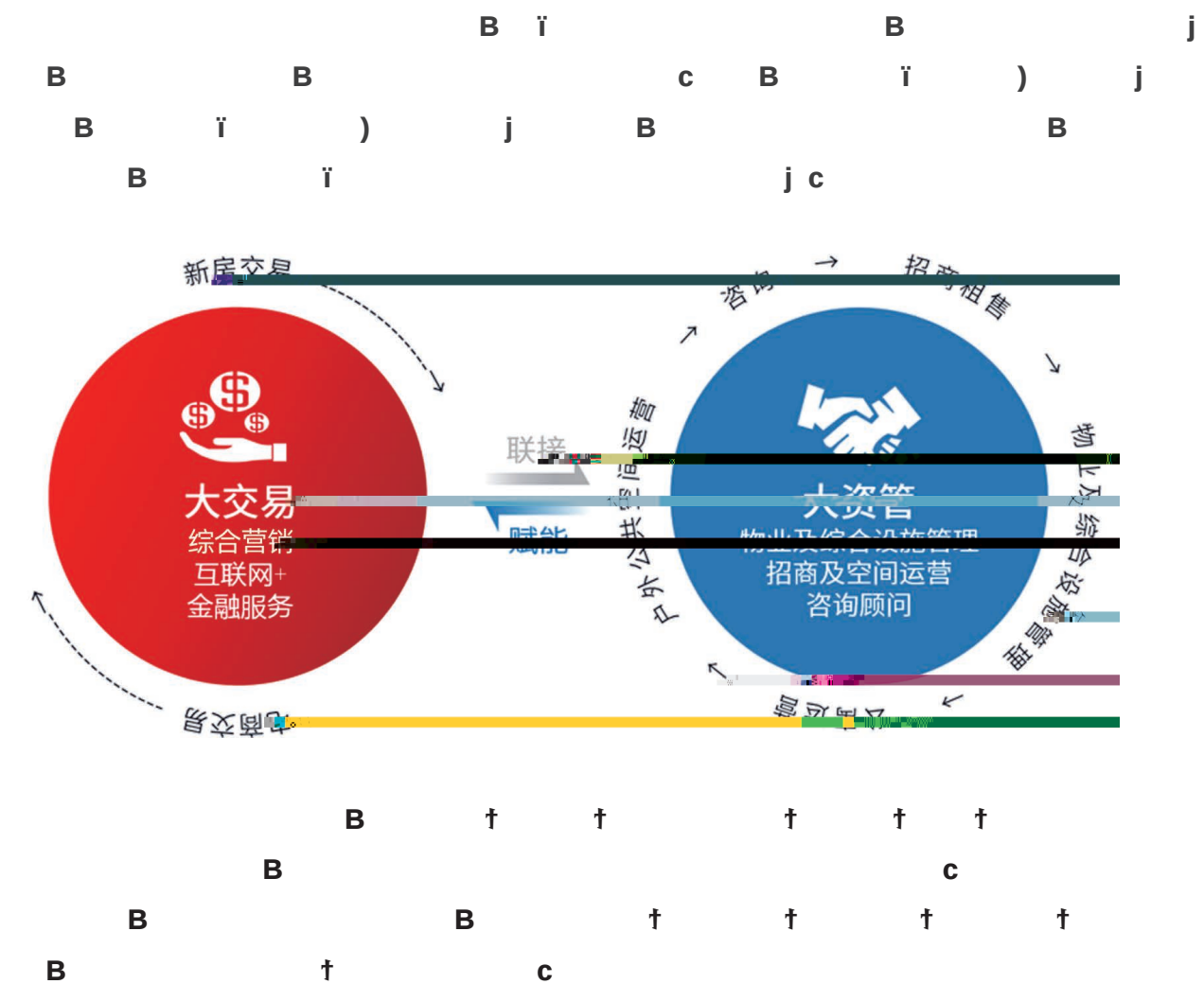
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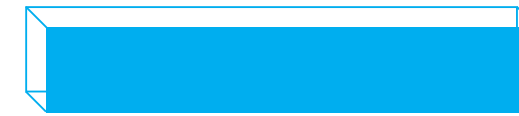
|       |      |     |
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| 30    |      |     |
| 26000 | 1300 |     |
| 220   | 300  | 300 |



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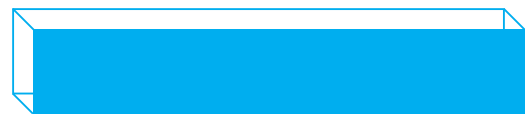
7 03



The diagram consists of five rows of letters. The letters are A, B, and C. The distribution is as follows:

| Row | Letter 1 | Letter 2 | Letter 3 | Letter 4 | Letter 5 |
|-----|----------|----------|----------|----------|----------|
| 1   | A        | B        | C        | B        | A        |
| 2   | A        | B        | C        | B        | A        |
| 3   | A        | B        | C        | B        | A        |
| 4   | A        | B        | C        | B        | A        |
| 5   | A        | B        | C        | B        | A        |

|           | Week 1 | Week 2 | Week 3 | Week 4 |
|-----------|--------|--------|--------|--------|
| Monday    |        |        |        |        |
| Tuesday   |        |        |        |        |
| Wednesday |        |        |        |        |
| Thursday  |        |        |        |        |
| Friday    |        |        |        |        |
| Saturday  |        |        |        |        |
| Sunday    |        |        |        |        |



7008000000

270

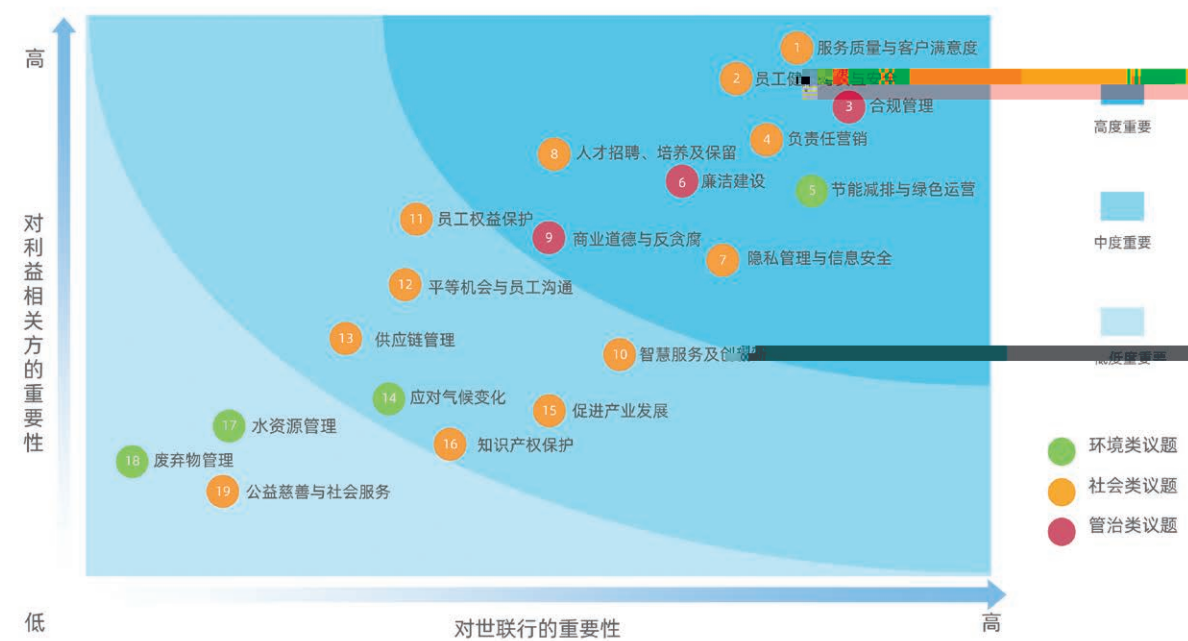
8006600000

6094884000000

700000

|   |                     |
|---|---------------------|
| 1 | † B † C QE c B      |
| 2 | B C QE C QE B c H † |
| 3 | c                   |

A



高度重要性

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9

中度重要性

- 10
- 11
- 12
- 13
- 14
- 15
- 16

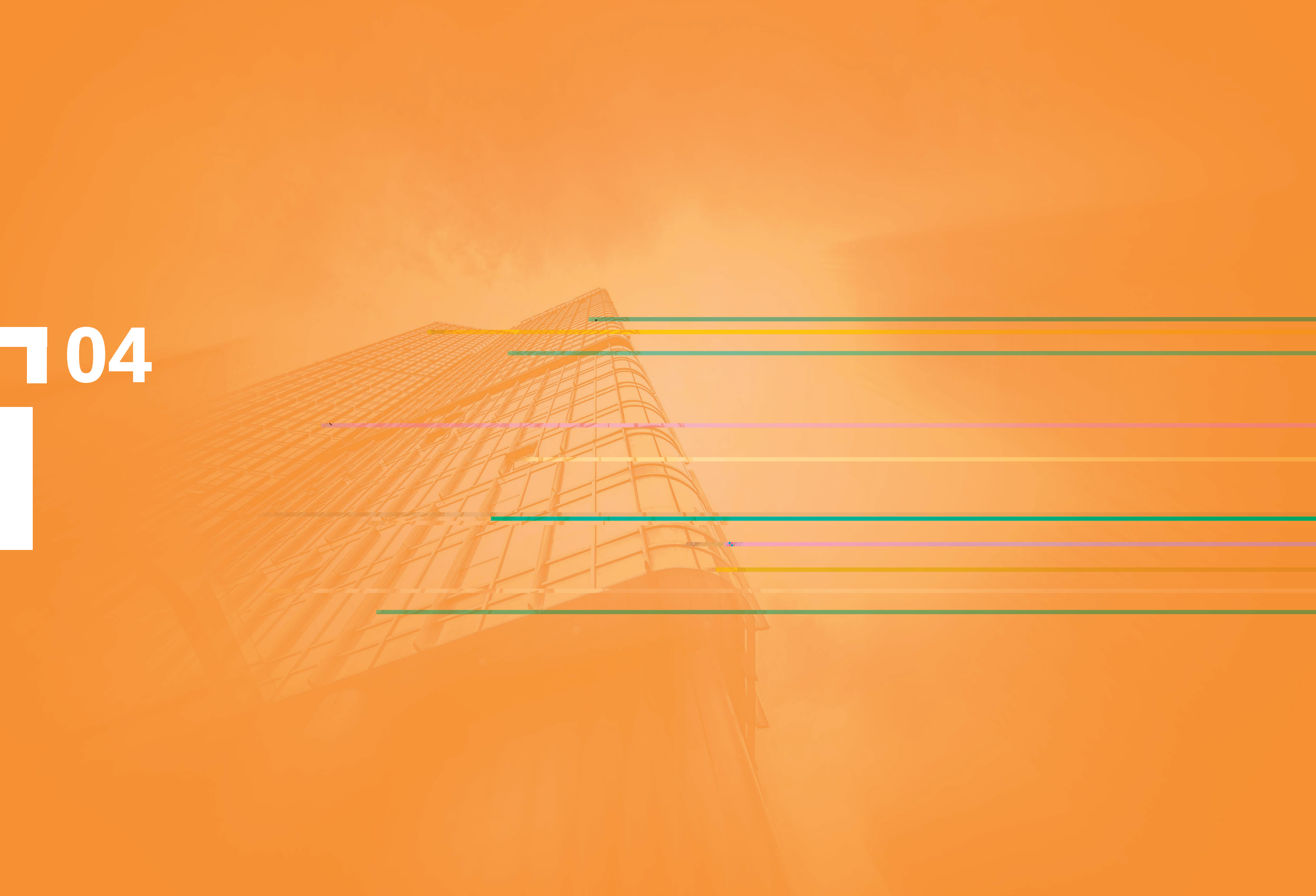
低度重要性

- 17
- 18
- 19

- 
- 
-



04





†      r      A † r      A † r      A † r      A

†      B      B      c

†      †      †      B      †

†      c      B      0      B      B

     B      c



† † B B † †

c B † B

7 // B 4 5 B 1 2 B

0 2 c

|  |  |
|--|--|
|  |  |
|  |  |
|  |  |
|  |  |

|    |  |
|----|--|
|    |  |
| 3. |  |
|    |  |
|    |  |

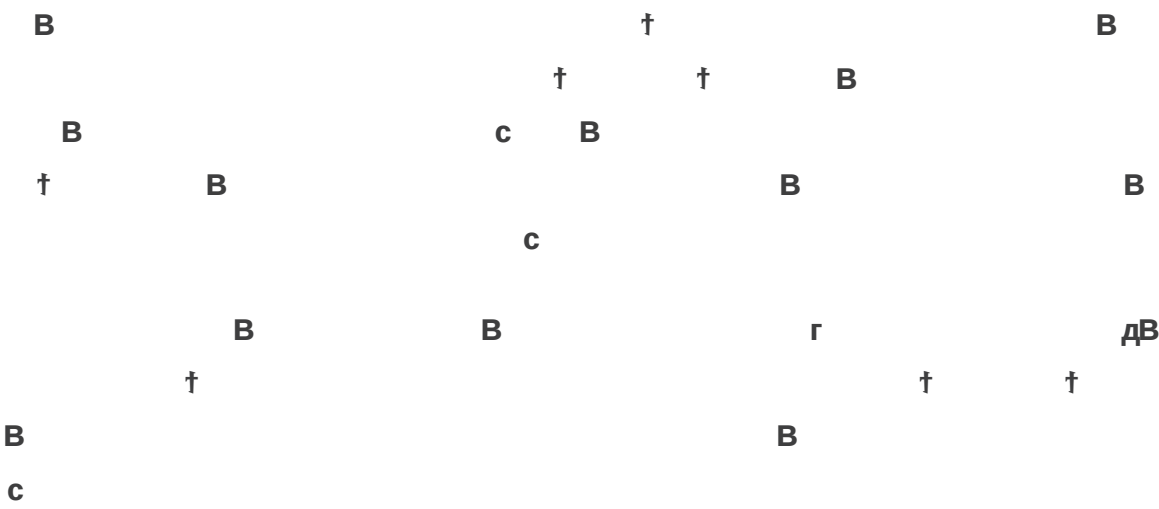
|  |  |  |
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|  |  |  |
|  |  |  |



|  | 6-6 |     |       |     |     | /-/ |
|--|-----|-----|-------|-----|-----|-----|
|  | 6-6 | †   |       |     | /-/ | /-/ |
|  | 6-6 | †   | 7 - 7 |     |     | /-/ |
|  | 6-6 | †   |       | /-/ | /-/ |     |
|  | 6-6 | † † | 7 - 7 | /-/ | /-/ |     |
|  | 6-6 | †   |       | /-/ |     | /-/ |
|  | 6-6 |     |       |     |     | /-/ |
|  | 6-6 | †   | 7 - 7 |     |     | /-/ |
|  | 6-6 |     |       |     |     | /-/ |
|  | 4-4 |     |       |     |     |     |
|  | 4-4 |     |       |     |     |     |



| щ ъ | 2           |
|-----|-------------|
|     | 2           |
|     | 73          |
|     | 42 щ /..# ъ |
|     | /           |
|     |             |







|                                                     |                                                   |
|-----------------------------------------------------|---------------------------------------------------|
| Aw_ l e e s _ l e > u m p j b s l g m l , a m k , a | A x e h s ` _ m > u m p j b s l g m l , a m k , a |
| A.533+00/40454 † /153/03450щ                        | A.533+00/400.6                                    |
| A                                                   | A                                                 |
| 0.06                                                | 0.06                                              |
| /1                                                  |                                                   |



**B** **B** **B**  
**B** **B** † **C**

| 2,4-D Concentration (mg/L) | Height of Seedlings (cm) | Significance Group |
|----------------------------|--------------------------|--------------------|
| Control                    | 9.5                      | A                  |
| 0.01                       | 2.5                      | B                  |
| 0.05                       | 4.5                      | B                  |
| 0.1                        | 3.5                      | B                  |
| 0.5                        | 8.5                      | A                  |
| 1.0                        | 9.0                      | A                  |





0./6 /0 c B r  
Д В ĭ † † j B B c

A ĭ j  
† B B c c  
† B B c c  
† B c c  
† B c

B B † † B  
c B  
B c



B 0.01 B  
† B c B  
B B c

B B  
B B  
c B B c  
B B

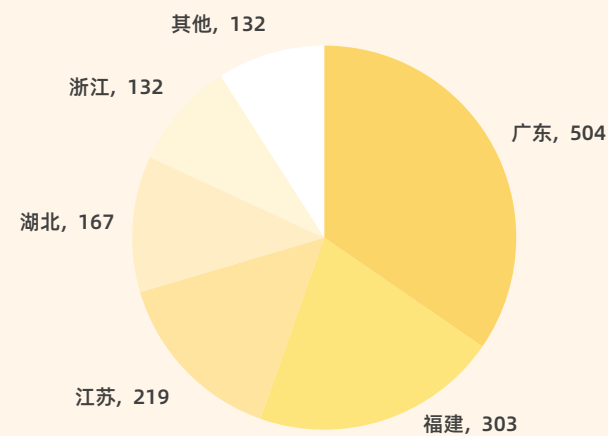


0.01 // B r  
† Д B  
B B  
B c



[illegible][illegible]

**B** **A**

[illegible]

|      |   |   |   |   |   |  |   |   |      |
|------|---|---|---|---|---|--|---|---|------|
| /0   | B |   |   |   | B |  |   |   |      |
|      | B |   | † | † | † |  | † | c | B    |
| /104 |   | B |   |   | † |  |   |   | 4. c |

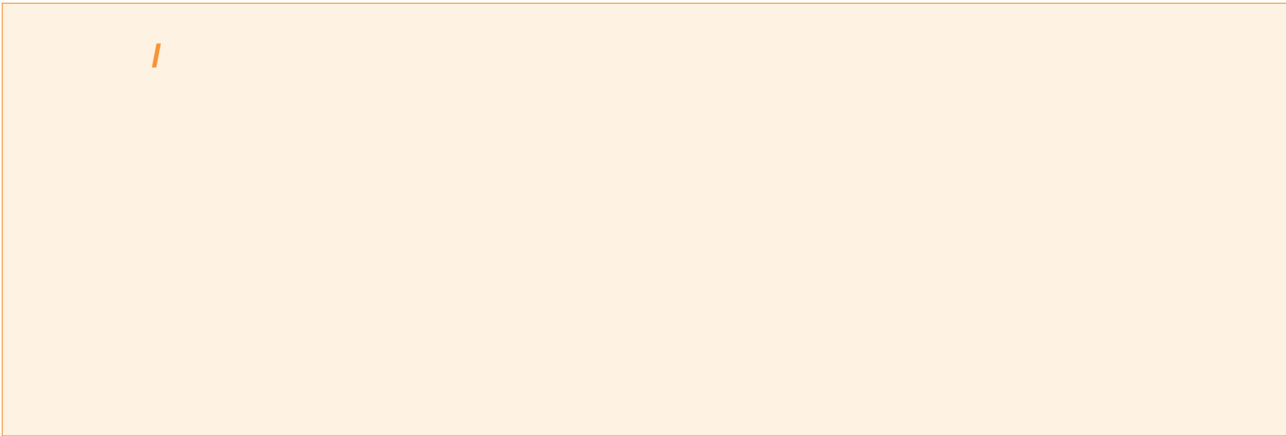
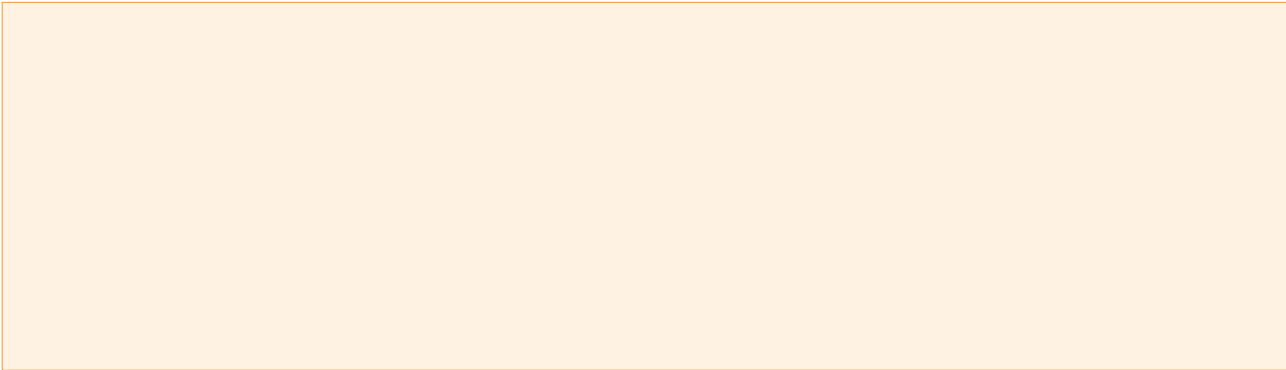
|  |            |       |     |
|--|------------|-------|-----|
|  |            |       |     |
|  | 73& ' 73   | H B c | B H |
|  | 6.& ' + 72 | B     | H c |
|  | 5.& ' + 6. | B H c | B B |
|  | 5.         | H / B | c   |
|  | .          | H     | c   |



B B GQM c

B B

† † c



† † †

B †

† B †

† c B B

B † †

B †

B c



г

B

c B

B

1 B 2

Д г

Д г

B

B

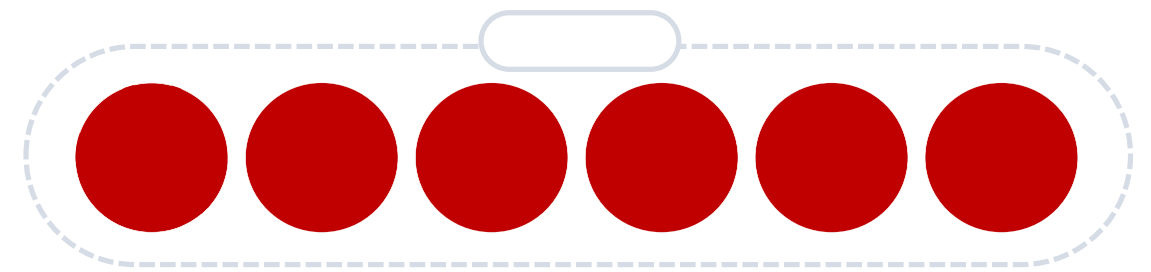
c 0.01 /0 1/ B

B c

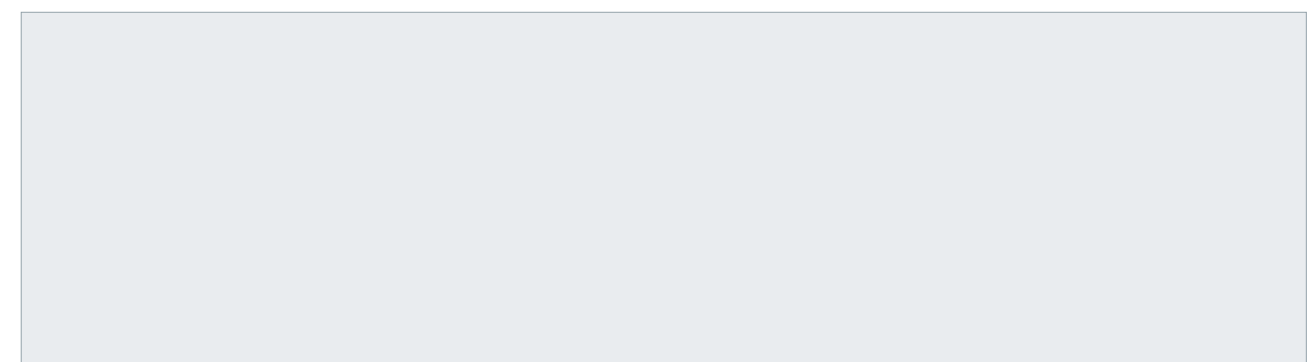


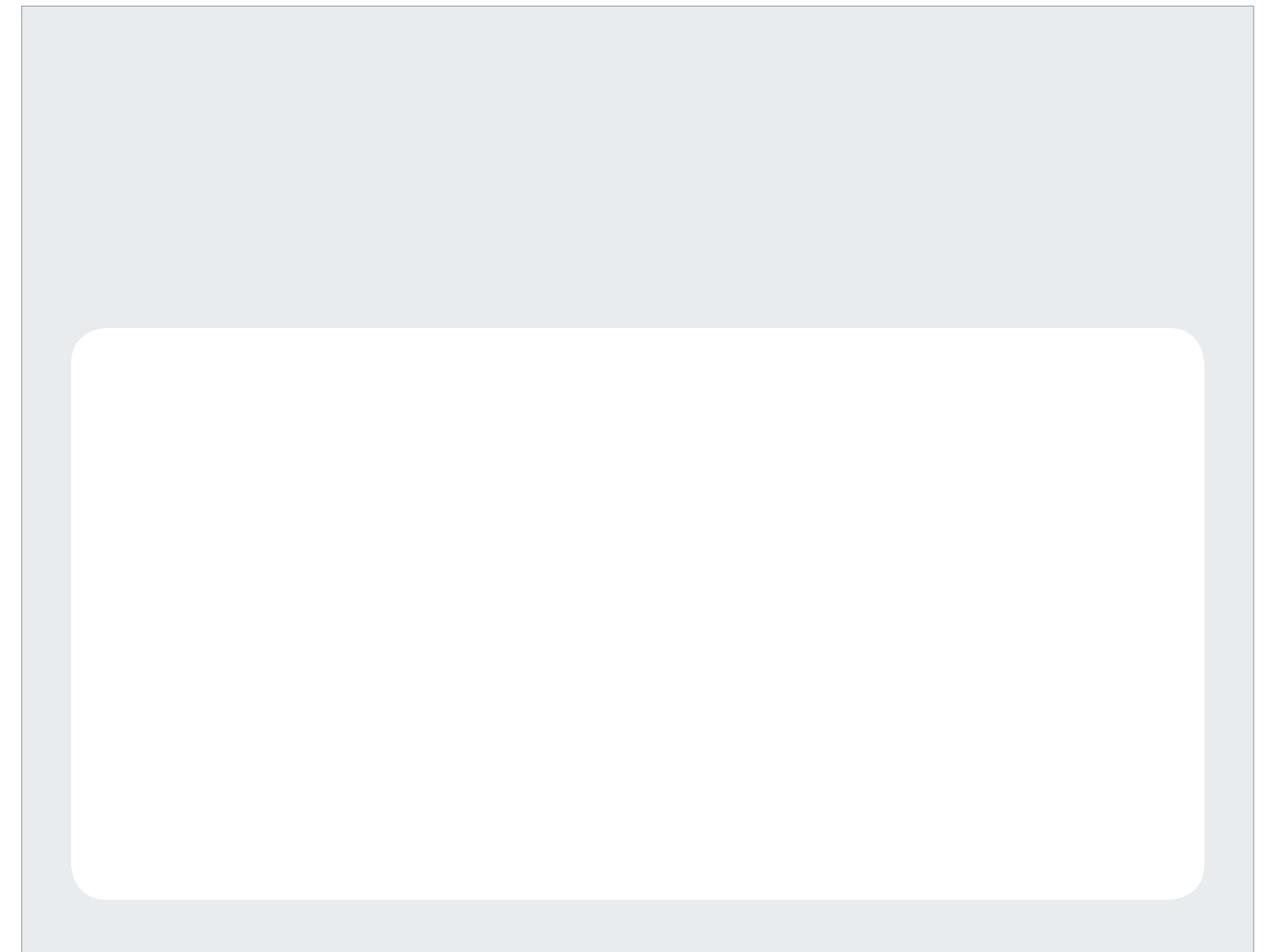
05



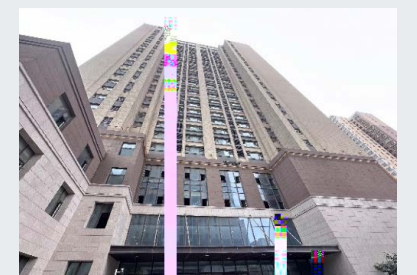
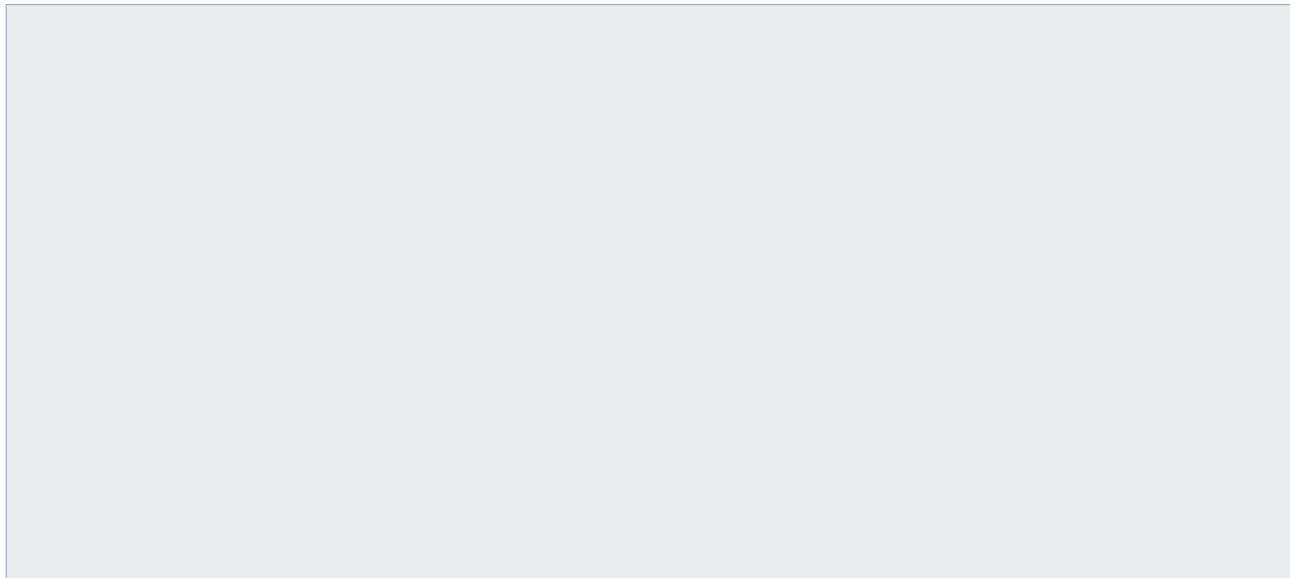
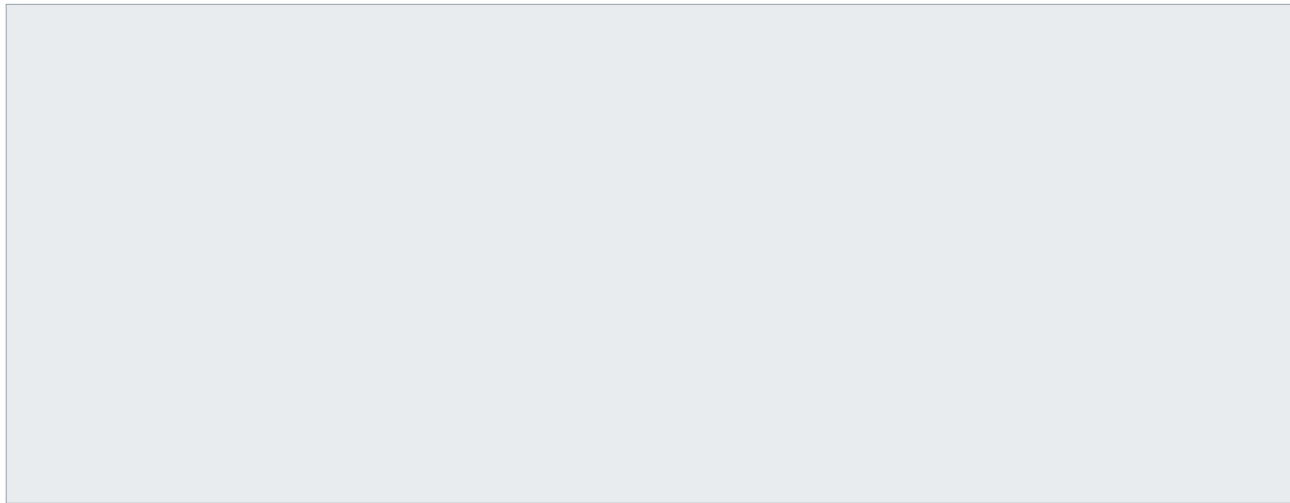


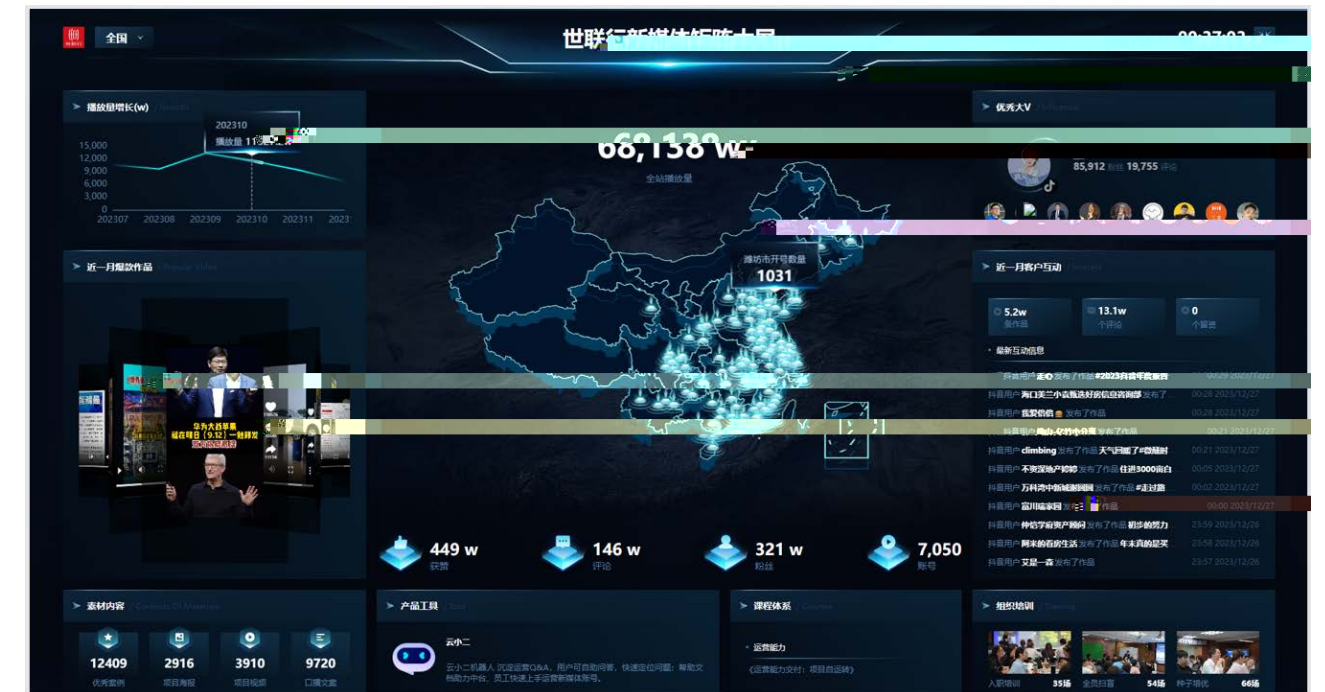
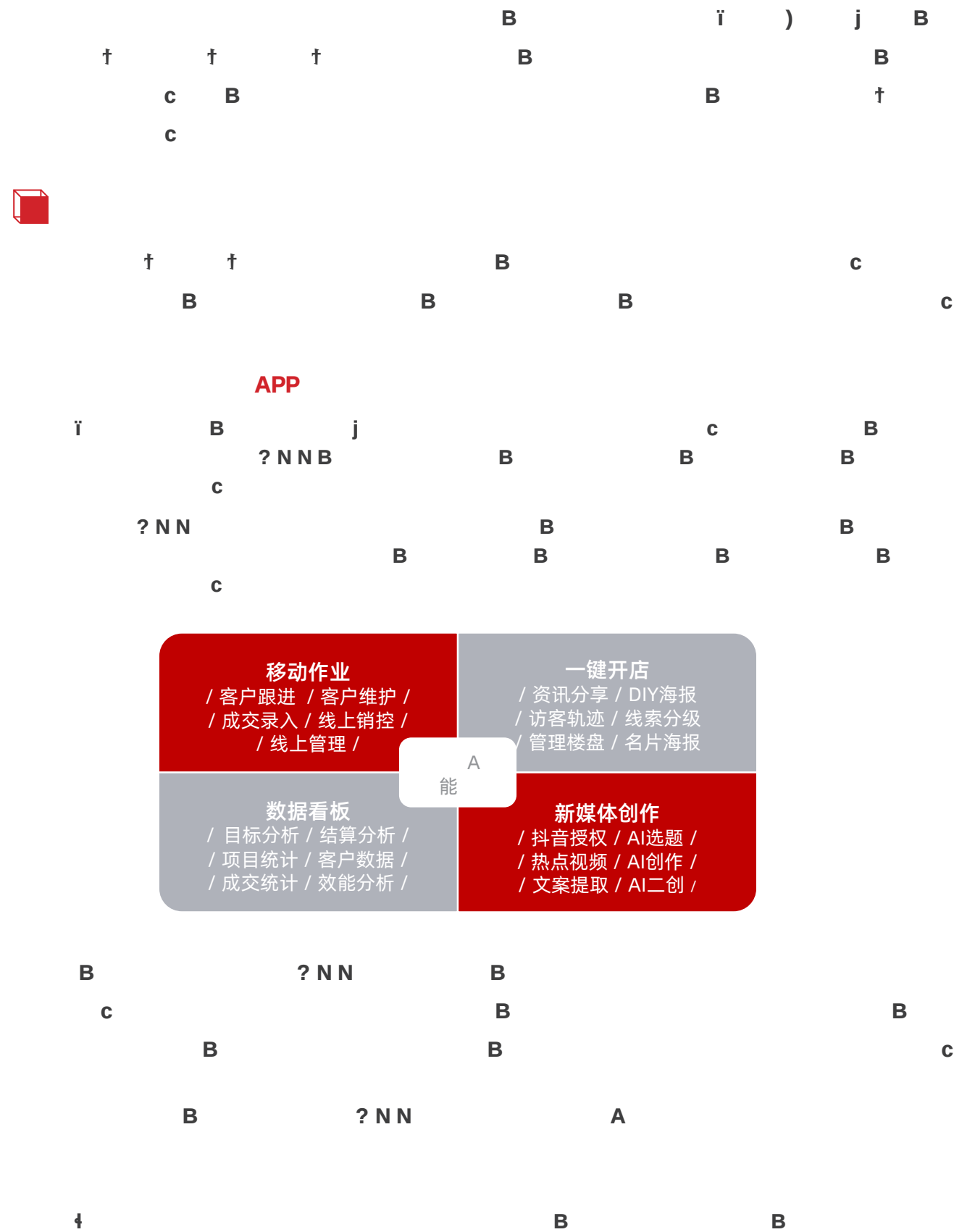








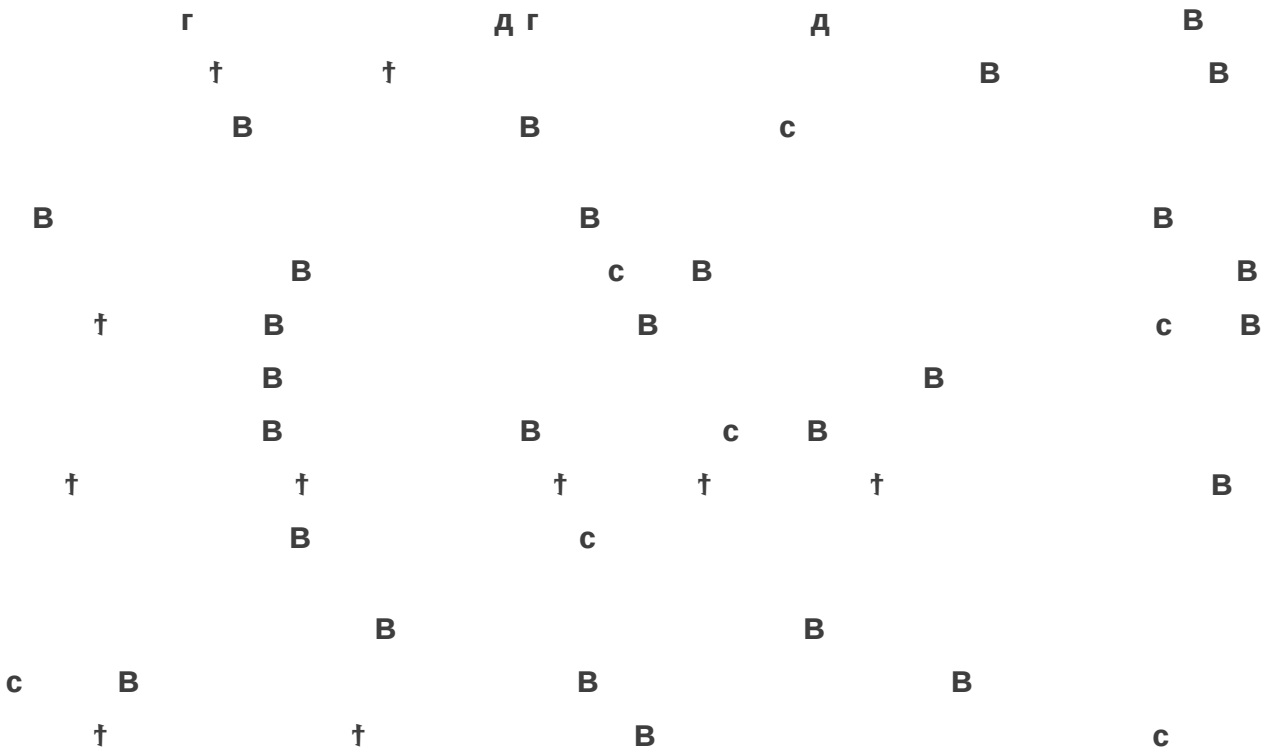
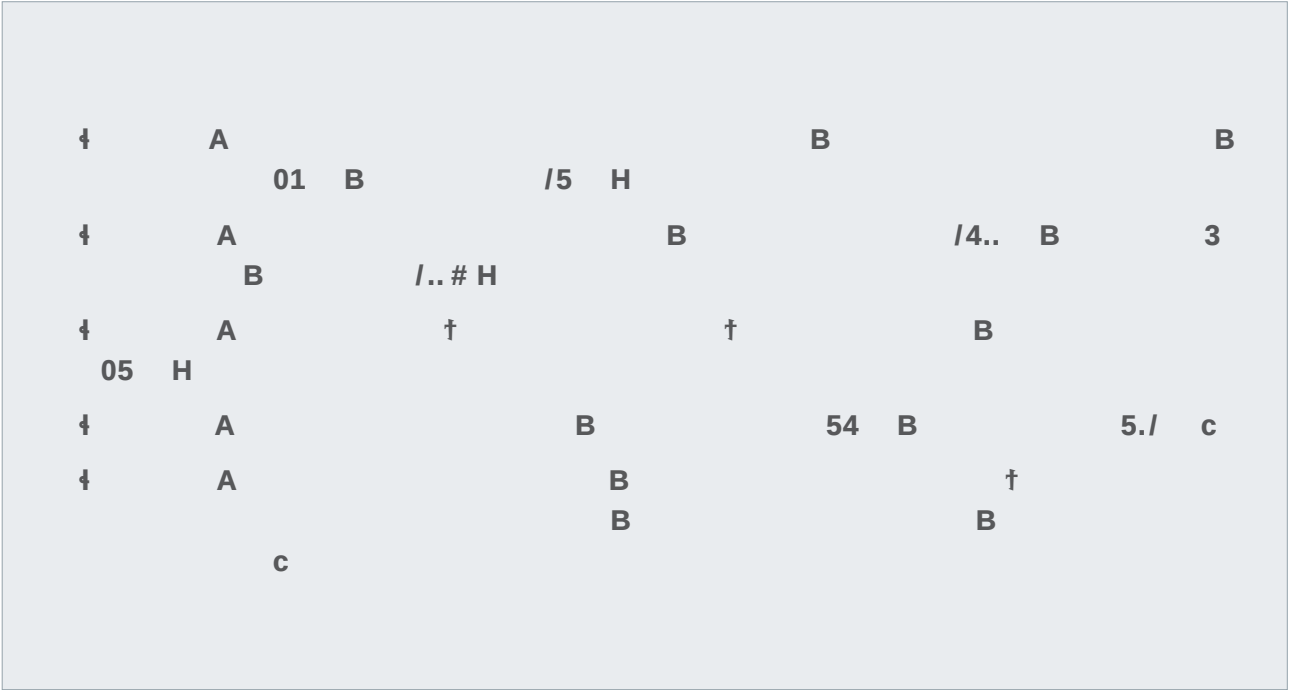




|      |     |     |   |      |   |  |   |   |
|------|-----|-----|---|------|---|--|---|---|
| 0.01 | B   | ? G |   | 54   | B |  | 7 | B |
|      | 145 |     | B | 5400 | c |  |   |   |







招商租赁赋能计划

全国招商租赁业务体系建设系列培训之三

培训时间

5月26日（周五） 下午14:00 - 16:30

培训课程

《写字楼营销推广方式应用》讲师：席冰  
《各行业写字楼租赁客户需求》讲师：李进涛

培训方式

腾讯会议

世联地产

赋能计划

全国招商租赁业务体系建设培训之六

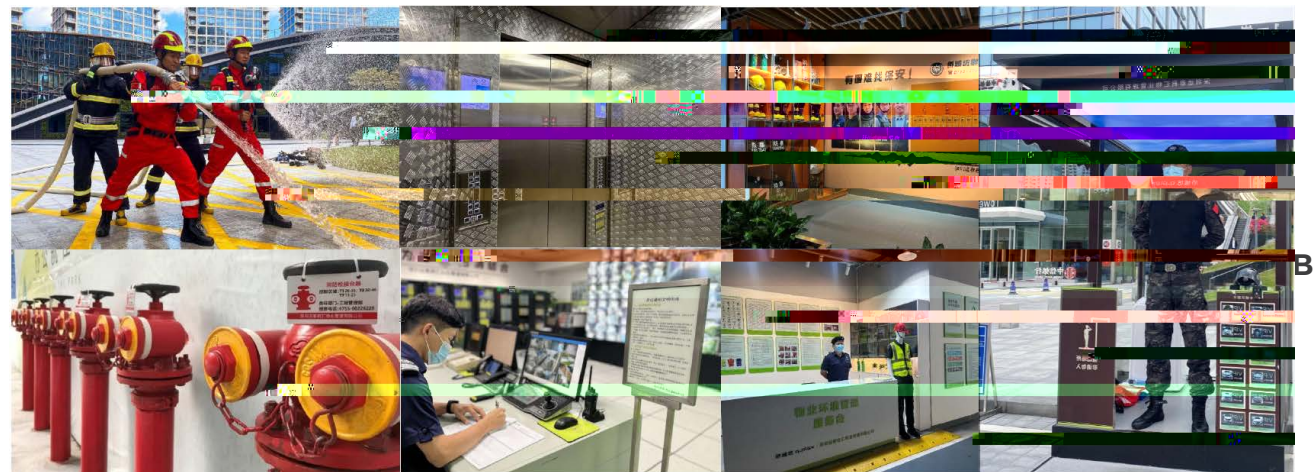
世联武汉写字楼项目招商运营经验交流

讲师：武汉地区-胡贝

Time: 8-31 14:00-15:00

腾讯会议

83-8581386

[illegible]

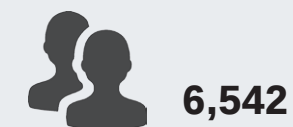
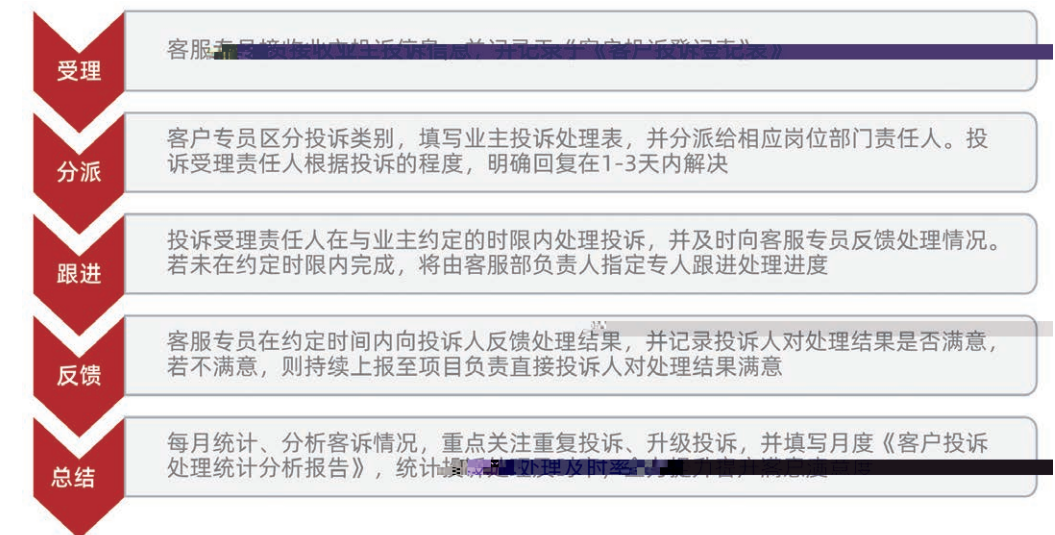
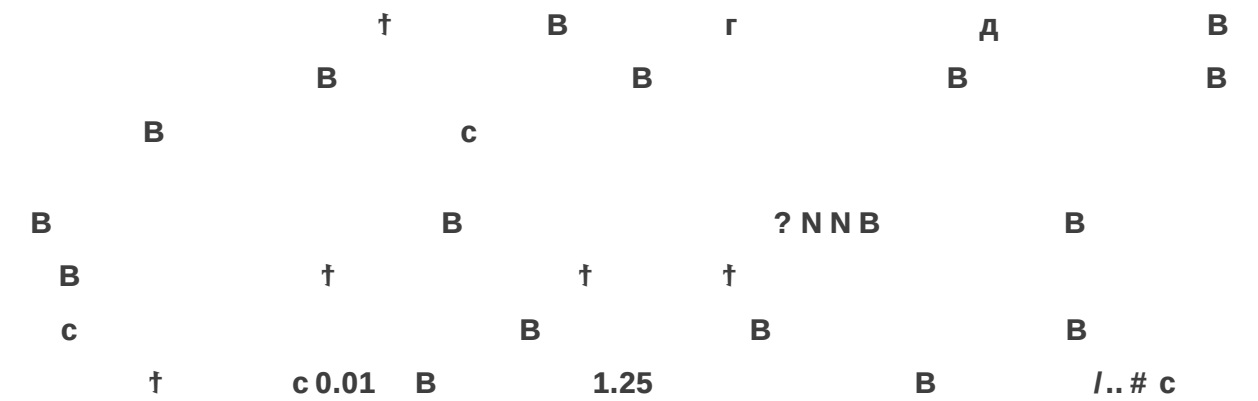
```

graph TD
    C1((C)) --- B1((B))
    C1 --- B2((B))
    B1 --- B3((B))
    B2 --- B4((B))
    B3 --- C2((C))
    B4 --- C3((C))
    C2 --- B5((B))
    C3 --- B6((B))

```







|                                                                                    |                                                |                                                  |                                      |
|------------------------------------------------------------------------------------|------------------------------------------------|--------------------------------------------------|--------------------------------------|
|                                                                                    |                                                |                                                  |                                      |
| A<br>B<br><br>A<br>H<br>†<br><br>A<br>H<br>†<br><br>A<br>H<br><br>A<br>B<br>c<br>† | A<br>H<br>A<br>H<br>A<br>H<br>A<br>B<br>B<br>c | B<br>H<br><br>B<br>B<br>H<br>H<br><br>H<br><br>c | A<br>H<br>†<br>A<br>H<br>†<br>A<br>c |

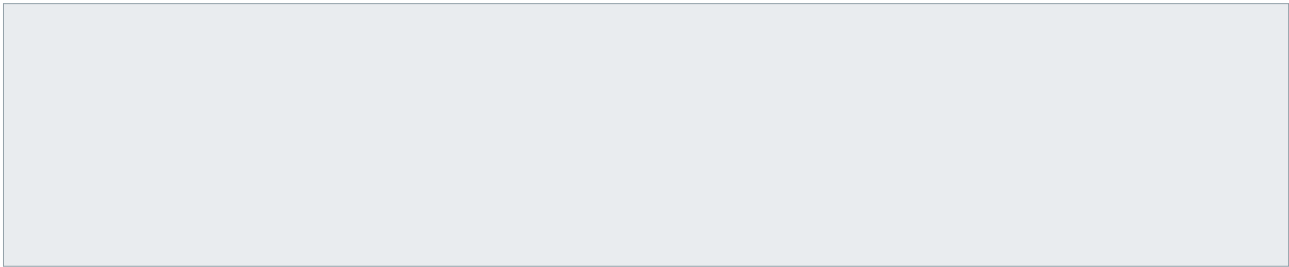
**B**

**/.**   **B**                      **/1**   **B**                      **B**

**C**

|   |       |
|---|-------|
| ↓ | ↓ TGN |
| ↓ | ↓     |
| ↓ | ↓     |
| ↓ | ↓ ↑   |
| ↓ | ↓     |

[illegible]



B

B

г GMQ 7../

Д † г GMQ05../

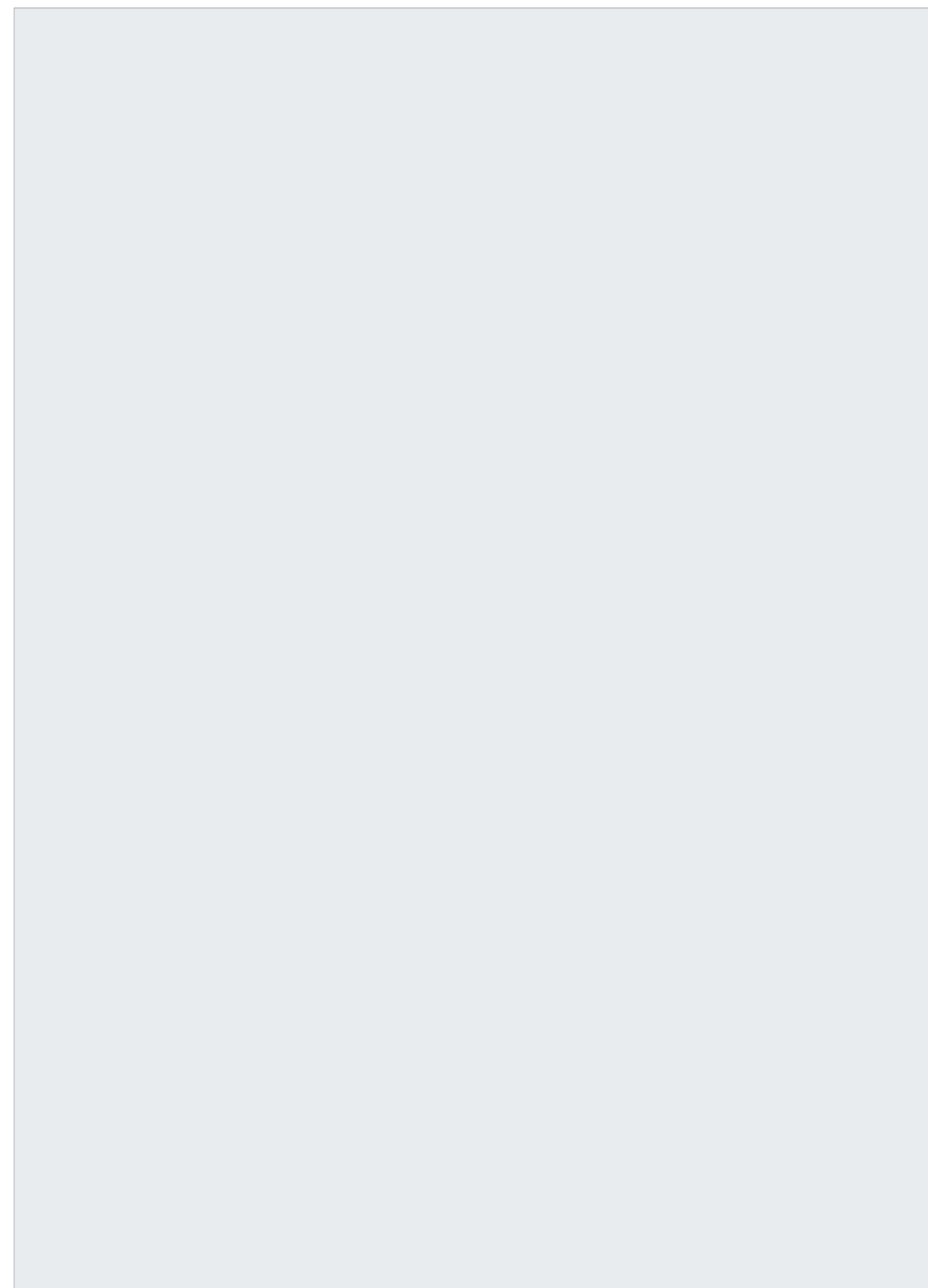
Д c B

B

B

c



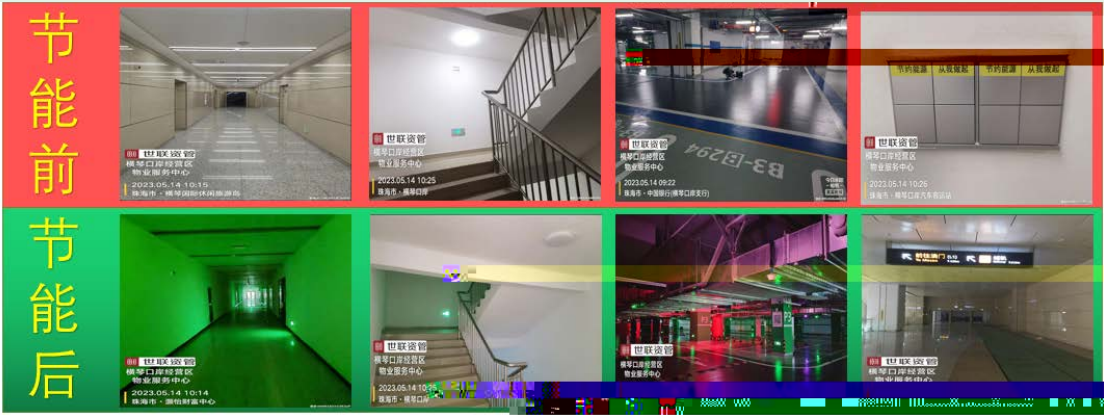


06











B B † B c B  
B B † B c B  
B B † B c B  
B † B c

|  |                |
|--|----------------|
|  | † B B<br>† B † |
|  |                |
|  |                |
|  |                |



B † † B  
B c B †

| † † †<br>† B<br>† JCB<br>B 3.# | † M? †<br>† B<br>† | † j B<br>† j<br>† B | † r † dB<br>B<br>† |
|--------------------------------|--------------------|---------------------|--------------------|



Д r B r Д r † † j  
Д B B † † B  
† B c B c B

[illegible][illegible][illegible]

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|--|--|--|--|
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|  |  |  |  |
|  |  |  |  |
|  |  |  |  |



† CQE † c CQE CQE B B

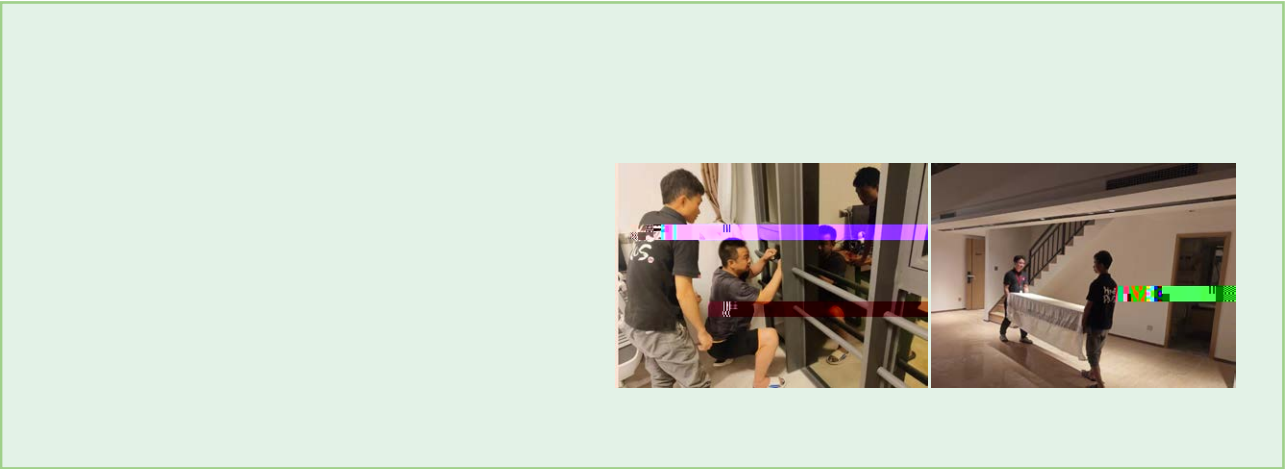
В г Д В † †  
с В В  
В с  
В В В В В В  
† † В В

|  |                      |             |
|--|----------------------|-------------|
|  | щ † † † † ъ<br>† В с | †<br>† В    |
|  | В В В В В            | †<br>†<br>† |
|  | В В В В В            | † В         |
|  | В В В В В            | † CQE       |
|  | В † В В В            | † †         |

|  |            |       |
|--|------------|-------|
|  | В † В<br>с | † В В |
|  | с В В      |       |

В В ĩ † j с † †  
с В В В В В †  
с

|   |                      |
|---|----------------------|
| 1 | В В В † †<br>В В В с |
| 2 | † В В                |
| 3 | В В с                |



07





† B † † † †

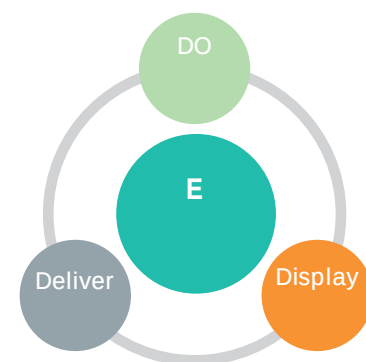
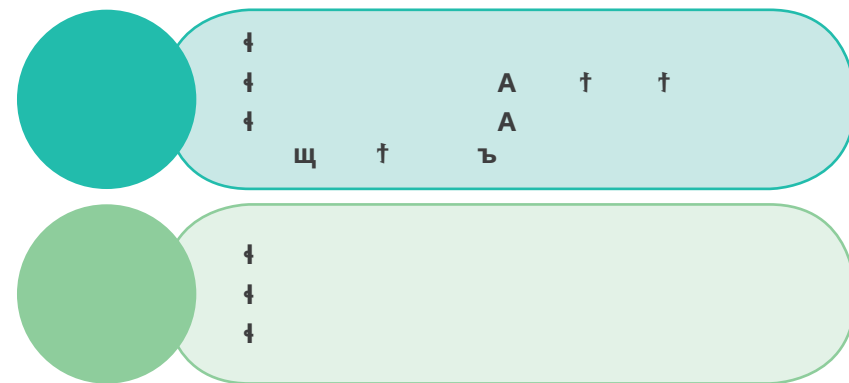
† c B

B B c B

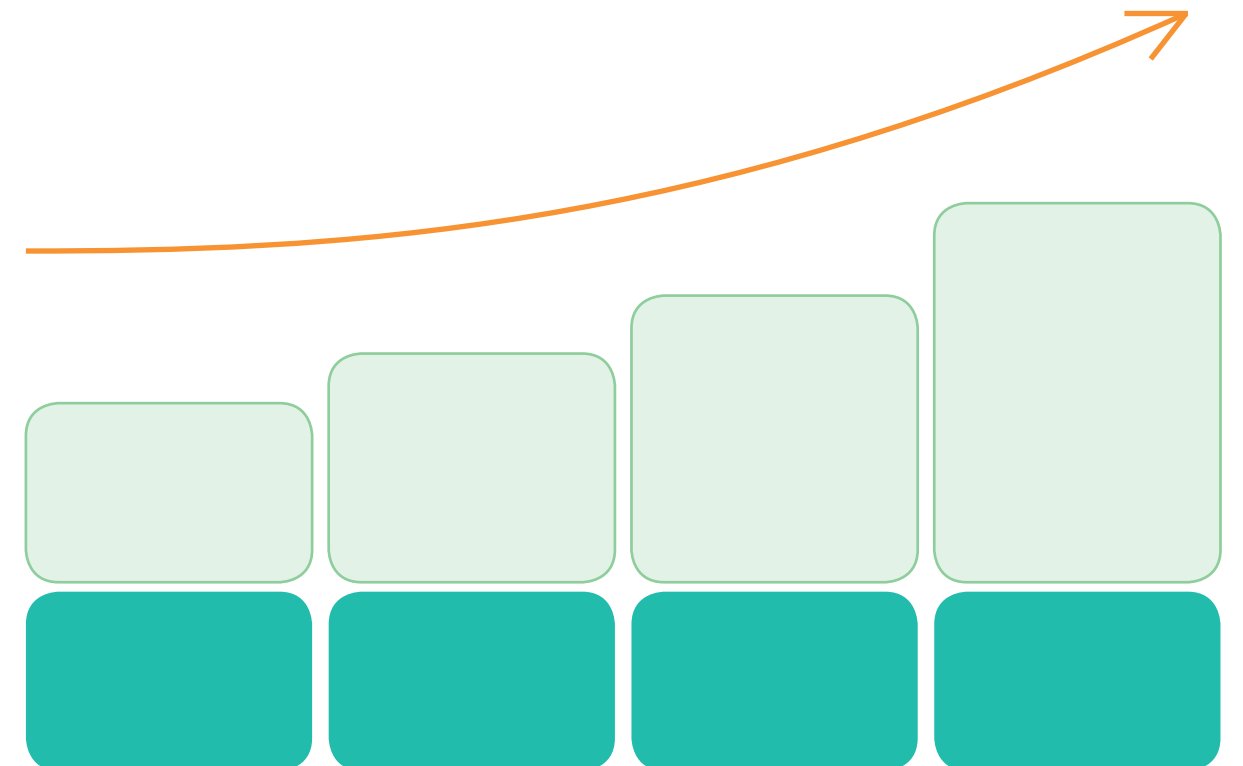


0.01

|   |  |  |    |  |  |  |  |  |
|---|--|--|----|--|--|--|--|--|
| % |  |  |    |  |  |  |  |  |
|   |  |  | 1. |  |  |  |  |  |
|   |  |  |    |  |  |  |  |  |

[illegible]

A diagram showing a sequence of nodes connected by arrows. The nodes are labeled with 'B' and 'c'. The sequence starts with 'B', followed by '†', '†', '†', '†', 'c', 'B', '†', 'B', 'c', 'B', '1+ / 0', 'B', 'B', 'B'.



The diagram illustrates the distribution of letters across two groups. On the left, the Cyrillic letters are distributed as follows:

- Б**: 6 occurrences (top-left)
- В**: 7 occurrences (top-middle)
- С**: 8 occurrences (middle-left)
- Щ**: 9 occurrences (bottom-left)

On the right, the Latin letters are distributed as follows:

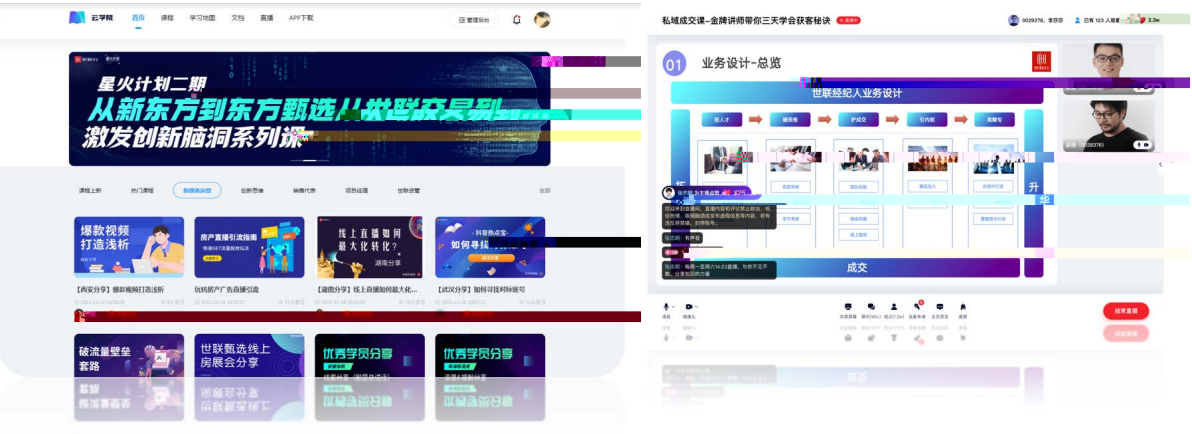
- R**: 6 occurrences (top-right)
- T**: 7 occurrences (middle-right)
- S**: 8 occurrences (bottom-right)
- D**: 9 occurrences (far bottom-right)





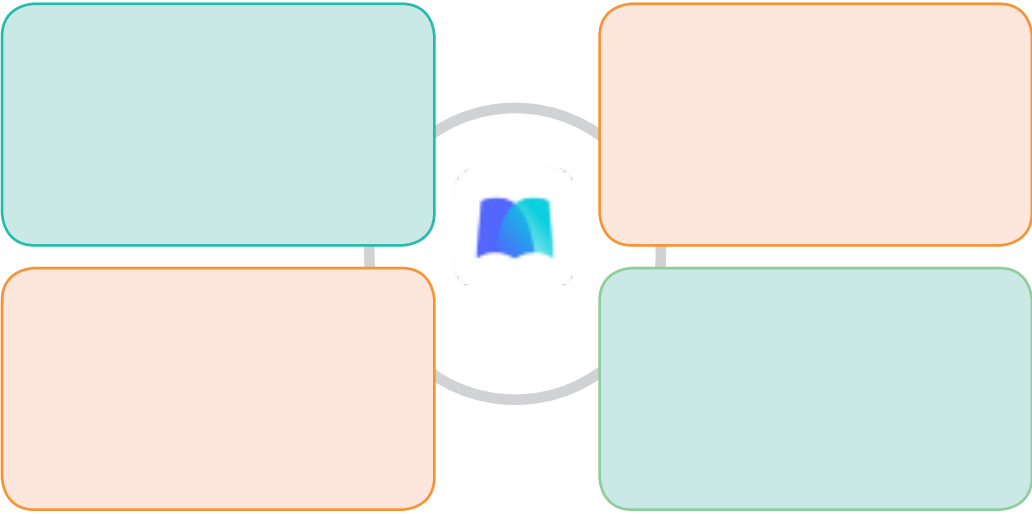
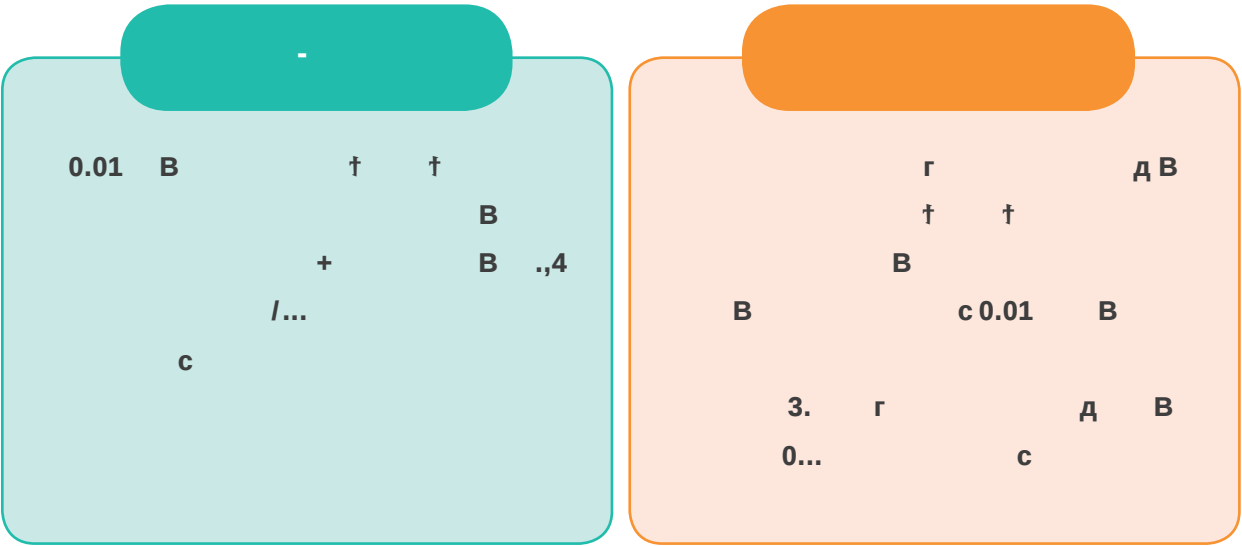
|  |  |   |  |
|--|--|---|--|
|  |  | # |  |
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|  |  |   |  |
|  |  |   |  |

|  |  |  |  |
|--|--|--|--|
|  |  |  |  |
|  |  |  |  |



|             |   |           |           |
|-------------|---|-----------|-----------|
|             |   |           |           |
| 0.01<br>I K | 0 | 0.01<br>† | 1<br>†    |
| 0.01<br>I.  |   |           | 0.01<br>† |
|             |   |           | /0        |

B † B  
B c







| 时间  | 内容                      |
|-----|-------------------------|
| 第一天 | 上午 优秀主持人即兴能力构建          |
|     | 客户第一                    |
|     | 下午 七步成诗法、情景、分析问题        |
| 第二天 | 上午 团队故事、MSE 练习          |
|     | 下午 七步成诗法、storyline、工作设计 |
|     | 晚上 团队创作型模拟              |
| 第三天 | 上午 团队创作汇报与点评            |
|     | 下午 产品发布会                |
|     | 晚上 团队作业、实践案例之商务汇报       |
| 第四天 | 上午 团队创作汇报与点评            |
|     | 下午 金宇博案例 SCQA           |
|     | 晚上 客户参观                 |
| 第五天 | 上午 团队作业、实践案例之商务汇报       |
|     | 下午 团队汇报                 |
|     | 晚上 团队作业、实践案例之商务汇报       |
| 第六天 | 上午 汇报点评                 |
|     | 下午 汇报点评                 |



[illegible]



# 世联汇刊

标准/品质/EHS/降本/创新/优秀案例

## 世联资管物业及综合设施管理品质运营知识平台

客户满意是公司生存的基础，品质管理的目标就是让客户满意，下游客户对阶段性的产品和服务满意，这是品质管理的基础。

品质管理

产品/服务的特性满足并超越客户需要的能力

|          |                                                                     |
|----------|---------------------------------------------------------------------|
| 一次性把事情做好 | 低品质就是一次把事情做好，不能一次把事情做好，低品质和运营成本，一次把事情做好是品质。                         |
| 全员参与     | 员工的态度决定了品质，品质是公司全员每一个人的责任，这里没有来客都是船员，品质取决于公司全员每一个人的努力。              |
| 预防为主持续改进 | 品质不是检验和测试出来的，是在基于预防和持续改进的过程中产生的。只有通过过程的执行、改进、固化、再执行的不断循环，才能达成卓越的品质。 |

好的服务

不好的服务

- ✓ 一个满意客户会转告平均5人
- ✓ 100个满意客户会带来25个新客户
- ✓ 有效解决客户需求，90%客户会再次合作
- ✓ 开发新客户比维持老客户多花费5倍的成本

- 一个不满客户会转告平均11人
- 20%的不满客户会转告20人
- 一次不好的服务需要12次好的服务来弥补
- 4%的不满客户发生产抱怨，其余则沉默离开

每个员工都应该理解自身的岗位职责，在岗位上尽职尽责，以及偏离品质要求而导致的结果。

### 品质管理的意义

- 品质管理是企业赖以生存和发展的保证，是开拓市场的生命线
- 品质管理是形成客户满意的必备因素，高品质服务会给公司带来较高的利润回报
- 品质管理是公司品牌的保护伞，严抓品质管理可以提高品牌美誉度

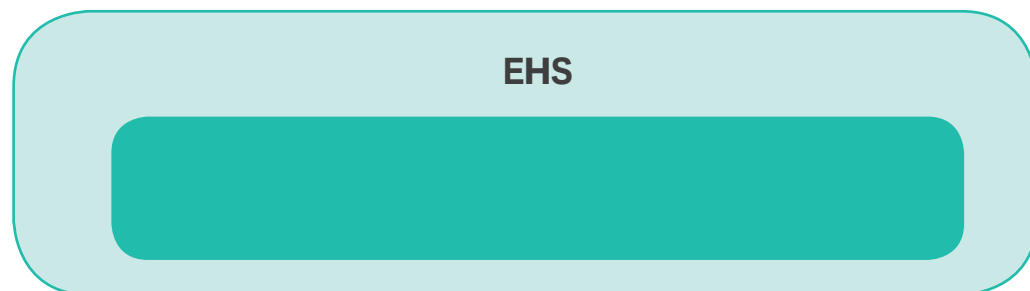
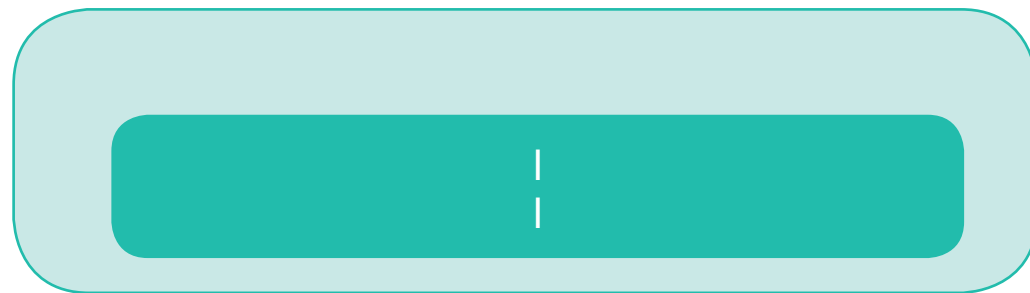
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The diagram illustrates a six-step risk management process:

- 专项培训** (Specialized Training): 组织开展安全分线等级管控培训 (Organize safety division level control training).
- 危险源辨识** (Hazard Identification): 开展项目管辖范围危险源辨识工作 (Conduct hazard identification work within the project jurisdiction).
- 风险评价** (Risk Assessment): 对辨识出的安全风险进行评价 (Evaluate the identified safety risks).
- 制定措施** (Formulate Measures): 制定安全风险管控措施并监督措施的有效执行 (Formulate safety risk control measures and supervise the effective implementation of the measures).
- 风险清单** (Risk List): 制定《危险源辨识及风险评价清单》 (Formulate the 'Hazard Identification and Risk Assessment List').
- 风险公示** (Risk Disclosure): 较大及以上风险公示：开展岗位人员风险培训 (Disclosure of major and above risks: Conduct risk training for personnel in various positions).





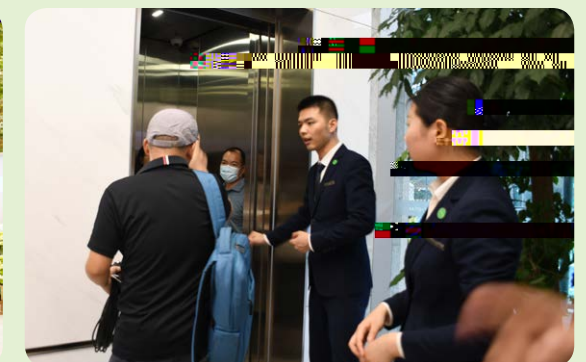


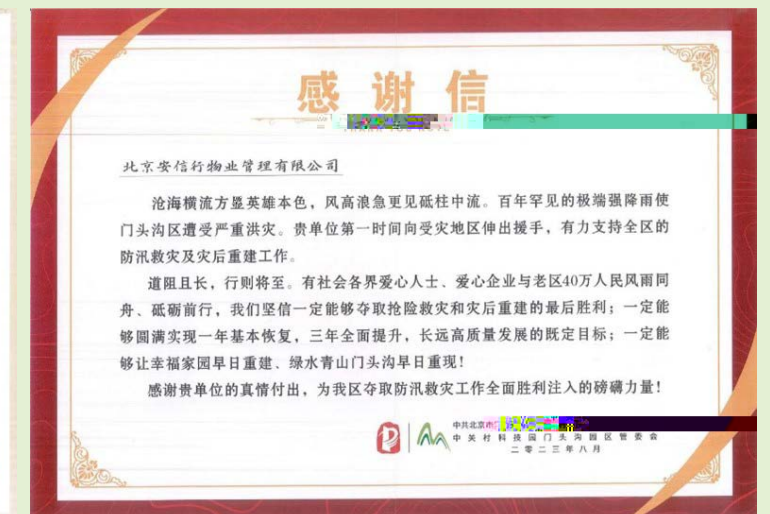


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