



John C. Marshall, Ph.D.:
President
Self Management Group

John is a well recognized and sought after, author, key note speaker, coach, organizational psychologists and innovative thought leader. He is the President and founder of The Self Management Group and has a doctorate in

Psychology from York University where he also worked as an Assistant Professor.

Over a 25 year period, John has helped hundreds of organizations develop into self-managed, high performance cultures. Using advanced statistical methods and principles of applied organizational psychology, tens of thousands of self-management program participants have increased their personal and professional effectiveness by developing the critical success habits that lead to performance and results.

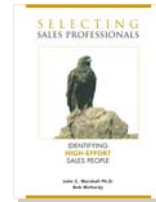
His ground breaking key note presentations have a profound impact on any audience. Participants leave with a new understanding of their strengths and think differently about their commitments, their responsibilities and their role as a partner, mentor, coach or performer.

“John Marshall was hands down the most popular speaker of the conference. Although there were some other speakers that were rated highly on the evaluation form, John's presentation was talked about by almost everyone who I chatted with and even adopted his phraseology.

**- Richard Lande, President, Lande & Associates,
Director CTA Conference**

John's doctoral thesis was on the effects and influences of competitive environments -- which he has first hand knowledge from his background as a hockey player in the Philadelphia Flyers organization (1967-8) and while coaching hockey at York University and in Italy.

John has developed several unique programs which deal with attitude management, motivation, commitment, effort and team development. He authored and co-authored several books and articles on the subjects of organizational growth, training, competition in sports and business. Having sold over 30, 000 copies, each of John's books is supported by a state-of-the-art training program. These include:



**Hiring Winners:
Selecting Sales
Professionals**



**Principles of
Self Management**



**Managing Effort:
Getting Results**



**Personal &
Professional
Longevity Under
Stress**

John was involved in the development of all of SMG's profiles. These profiles and screening tools have evaluated over 3.5 million job seekers and employees. SMG profiles include the Personal Orientation Profile (POP), the Management Pro, the Professional Pro, the Customer Care Pro, the Service Pro, the Supervisor Pro, the Contact Center Pro, the Admin Pro, the EQ Pro, the Franchise Pro, the Career Pathing Guide, the Career Interest Profile, the Career Management Pro, the Quality Service Profile, the Sales Pro, the Sport Profile, the IT Pro, the SMG Organizational Effectiveness Survey, the On-Demand 360° E-Referencing tool, the E-Exit Interview tool, and most recently the Successor Pro and the new enhanced POP 7.0 for selection and development of high performing, self-managed sales professionals.



Self Management Group is a world leader in screening, selecting, training, and retaining high performing self managers. For over 25 years, SMG has partnered with the worlds leading companies to develop high performance, self managed cultures. Call 416-746-0444 to schedule a complimentary demonstration or to book John as a speaker at your next event.