



POP™

7.0  
PERSONAL ORIENTATION PROFILE

## AN INTEGRATED RECRUITING, SELECTION & COACHING SYSTEM



The world's leading selection tool, the New POP 7.0™, based on the POP™, provides an effective coaching program and an accurate assessment of an individual's performance potential, retention potential, recruiting profile and even their potential effectiveness as a manager.

In addition to all the features of the world's leading sales selection tool, the POP™ 7.0 includes:

- A management snapshot that aids in succession planning
- Extensive post-hire coaching and training guide
- A post-hire candidate feedback report to maximize success

**Put science in your hiring decisions and create a data driven game plan for effective coaching, development and succession planning.**

**SELFMANAGEMENT**  
GROUP

SELECT | DEVELOP | RETAIN | TOP PERFORMERS

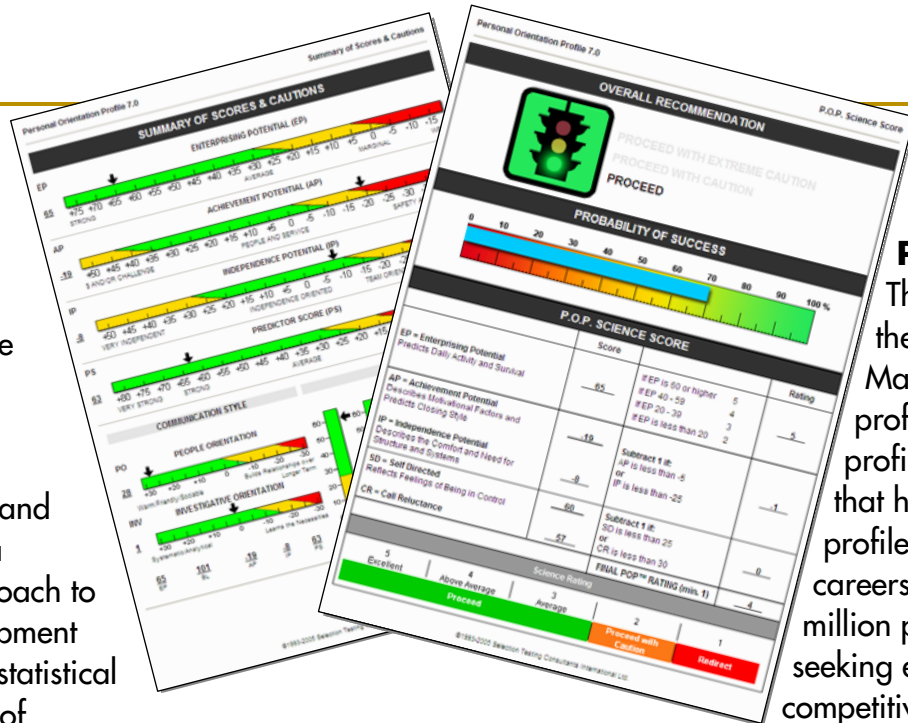
## The new Personal Orientation Profile (POP™) 7.0

is the world's first, fully integrated, on-line recruiting, selection, succession planning and coaching tool. It is a comprehensive approach to selection and development based on advanced statistical methods, principles of psychology, and over 25 years of professional coaching work with top performing executives and elite athletes.

### POP™ 7.0 History

Based on the POP™ developed in the late 1970's and used world wide in the selection of top performing self managers for competitive environments; the new POP™ 7.0 helps managers select top performers and coach and develop those behaviors that will lead to even greater performance.

POP™ 7.0 allows your company immediate use of our insight into competitive selling with the option of building an ideal candidate model for your company through our ongoing validation process to increase candidate flow, increase retention, increase engagement and turn potential into performance through state-of-the-art self-management training and performance coaching programs.



## The Science of Normative Profiling

The POP™ (which is the basis for all Self Management Group profiles) is a personal profiling instrument that has been used to profile and track the careers of over 3.5 million people active or seeking employment in competitive sales careers

such as financial services, insurance sales, automotive sales, real estate, heavy equipment, beverages, security systems, contact centers and many other sales cultures. With this quantity and quality of data, the POP™ has been validated in many sales cultures and used to develop very predictive profiles for not only specific industries but specific companies and even specific management cultures.

**Self Management Group** is a world leader in screening, selecting, training, and retaining top performing self managers. SMG's thoroughly validated assessment tools predict performance and retention. For over 25 years, SMG has partnered with the worlds leading companies, helping them develop high performance, self managed organizational cultures.

### Find Out About the POP™ 7.0 Today

The POP™ and the Self Management Group's many other profiling and training systems are available on-line . Call (416) 746-0444 or (800) 760-9066 or visit our website: [www.self-management.com](http://www.self-management.com)

**SELFMANAGEMENT GROUP**  
 SELECT | DEVELOP | RETAIN | TOP PERFORMERS  
[WWW.SELF-MANAGEMENT.COM](http://WWW.SELF-MANAGEMENT.COM)

**To get started, contact:**  
**John Marshall Ph.D.**  
**416-746-0444 Ext, 230**  
**Jmarshall@self-management.com**