

# MANAGEMENTPRO™

MANAGEMENT POTENTIAL PROFILE



The **MANAGEMENTPRO™** is a selection and coaching tool designed specifically to predict management potential and help organizations develop and retain top performing managers.

## MANAGEMENTPRO™

- A normative selection and succession planning tool
- Provides an overview of key characteristics of successful managers
- Identifies performance management and coaching style
- Predicts management performance
- Provides coaching and development strategies
- Provides feedback on matching to mentors, peers and staff

The **MANAGEMENTPRO™** was developed using advanced statistical methods and has evolved into a comprehensive assessment that includes key characteristics, attitudes and the emotional intelligence of top performing managers in a number of organizations and cultures.

The **MANAGEMENTPRO™** is an objective psychometric tool that integrates science into management selection, career development and succession planning. The **MANAGEMENTPRO™** assesses self management potential, motivational structure, organizational fit, people orientation, analytical orientation, self confidence, comfort with conflict, lifestyle management, emotional intelligence and performance management.

The **MANAGEMENTPRO™** predicts

- Recruiting Effectiveness
- Ability to retain top performers
- Performance coaching style
- Potential for developing top performers

The **MANAGEMENTPRO™** provides an overview of the person's management style. This includes a wide variety of competencies such as leadership style, communication style, how goals and strategies are implemented, approach to motivating others, approach to coaching and feedback style. It also assesses and reports on Emotional Quotient which is very important in helping managers understand interpersonal relationships. Such issues as Self Awareness (Mood Labeling and Mood Monitoring), Self Control, Determination, Empathy and Social Judgement are integrated into an overall EQ scale.

Key sales management issues are also assessed and reported. These include recruiting and attraction, sales training and development, sales force growth and performance.



## SELF MANAGEMENT GROUP

The **Self Management Group** is a world leader in screening, selecting, developing, and retaining top performers. For over 30 years, the **Self Management Group** has partnered with leading companies to develop high performance, self managed organizational cultures.

For more information about the **MANAGEMENTPRO™** or our other products and training programs please visit [www.selfmgmt.com](http://www.selfmgmt.com) or call 416.746.0444.