

# SELFMANAGEMENT GROUP

SELECT | DEVELOP | RETAIN | TOP PERFORMERS

## SMG RELEASES THE POP 6, FOR SELECTING SALES PEOPLE:

### A STATE-OF-THE-ART, PERFORMANCE PREDICTING PSYCHOMETRIC ASSESSMENT

Toronto, Ont. – January/05 – The Self Management Group (SMG) is pleased to announce the introduction of Version 6.0 of its signature profiling tool, the Personal Orientation Profile which is well known as the POP™ to competitive sales around the world.

SMG is now working with major international clients in the Americas, Europe and the Pacific Rim and has introduced this latest version of the POP to meet the needs of its rapidly growing client community.

The continuing world wide growth of SMG has made the evolution of the POP essential. Now, the best features of the existing versions have been consolidated into the new standard which has been translated into many new languages. The new POP includes all the familiar features that current users have requested but also includes Lifestyle Management, Listening Style and an enhanced version of the Call Reluctance scale.

Current POP users do not have to change versions but if they do, these features will be available at no additional charge.

The entire SMG website and the POP Version 6.0 is now available in English, French, Spanish, Mandarin, Dutch, Polish, Greek, Czech, Slovak, Hungarian and Romanian. Future translations of the POP will also be based on Version 6.0.

### ABOUT THE SELF-MANAGEMENT GROUP:

The Self-Management Group helps organizations attract, screen, select, develop, and retain self-managed, top performers. 25 years of research have helped us pinpoint the factors that lead to performance. SMG services are available around the world in 23 languages. For more information about this program and Self-Management Group products and services go to [www.self-management.com](http://www.self-management.com) or call 1-800-760-9066 Ex 223 and ask for Jay Kipps

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**for immediate release**

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