

POP™

PERSONAL ORIENTATION PROFILE



The **Personal Orientation Profile (POP™)** has been used to select competitive sales people for over 20 years. It has been validated in a wide variety of competitive sales cultures and has been shown to predict performance and retention.

The **POP™** provides sales management with feedback, interview questions and coaching suggestions on:

business development	motivational structure	closing style
approach to structure	communication style	probable performance levels
probable retention	self confidence	managing call reluctance

The POP™

- Identifies potential for competitive sales
- Measures self-management potential and pro-activity
- Measures achievement motivation and closing style
- Measures independence and need for structure
- Provides coaching insights to improve development and retention
- Provides useful career counselling feedback to candidate
- Is objective, comprehensive and thoroughly validated
- Is available on-line

Profiling for Selection, Performance and Retention in Competitive Sales

The **POP™** has an enviable record as an important part of selecting individuals who will be top performers and survive in highly competitive sales environments. A significant number of successful competitive sales management teams use the **POP™** as an integral part of their selection process.

SELFMANAGEMENT
GROUP
Australia

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The POP™ has become an industry standard because of its demonstrated predictive capabilities and its ability to identify the characteristics associated with strong sales performance. In addition, the POP™ has been shown to improve retention significantly in sales cultures with high turnover.

The POP™ has been validated in many sales cultures and used to develop very predictive profiles for specific industries and specific companies. The generic POP™ allows your company immediate use of our insight into competitive selling with the option of building the right profile for your company through the ongoing validation process.

Find Out About POP™ Today

POP™ and Self Management Group Australia's many other profiling and training systems are available on-line. For further details call Wally Barnier on 0412 625 393 or email info@selfmanagementgroup.com.

The Self Management Group is an organisation specialising in the screening, selection, development, and retention of top performers for roles in sales, service and management.

Self Management Group Australia is a distributor of The Self Management Group's psychometric profiles outside of Canada.



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