



HOME OF THE POP™

PREDICTOR OF POTENTIAL

- #1 Sales Assessment Company
- 40 years in business
- 40+ Countries
- 40+ Languages
- 3500+ Clients

SELF MANAGEMENT GROUP

SMG is a world leader in Screening, Selecting, Developing and Retaining Top Performers. SMG is the home of the POP™ and has become one of the largest assessment companies operating in 40 countries and 40 languages. Proprietary assessments, unique self management training, extensive global cloud database, corporate diagnostics and the introduction of artificial intelligence and bot technology help our clients to utilize the latest in talent management solutions.

POP7.0™

SALES POTENTIAL ASSESSMENT



- ✓ Identify sales success DNA
- ✓ Predict performance and retention
- ✓ Assess prospecting potential and closing style
- ✓ Measure coachability and communication style
- ✓ Measure sales attitudes, confidence and listening style
- ✓ Management snapshot for future sales managers
- ✓ Separate feedback and coaching reports for managers and candidates

The Predictor of Potential (**POP7.0™**) is the Self Management Group's leading assessment for selection, training and coaching of sales people. It has been used worldwide to help organizations build successful sales team and distribution systems.

The **POP7.0™** has evolved through 7 generations of validation and has proven to be predictive across many sales cultures and industries.