

PRODUCT CATALOGUE



SELFMANAGEMENT 
GROUP
SELECT | DEVELOP | RETAIN | TOP PERFORMERS

TABLE OF CONTENTS

ABOUT THE SELF MANAGEMENT GROUP	4
SCREENING TOOLS	5
POPSCREEN™	5
SALESSCREEN™	6
SERVICSCREEN™	7
INSCREEN™	8
MPPSCREEN™	9
SUPERVISORSCREEN™	10
LABOURSCREEN™	11
FORKLIFTSCREEN™	12
COGNITIVESKILLSINVENTORY™	13
FRANCHISESCREENPLUS™	14
HOSPITALITYSCREEN™	15
SELFEMPLOYMENTSCREEN™	16
TRUCKINGSCREEN™	17
SIMULATIONS	18
RETAILSIMULATIONPRO™	18
CONTACTCENTERSIMULATION™	19
ENHANCED SCREENING TOOLS	20
SALESSCREEN 2.0™	20
MANAGEMENTSCREEN 2.0™	21
SERVICSCREEN2.0™	22
HOSPITALITYSCREEN2.0™	23
CONTACTCENTERSCREEN 2.0™	24
PROFILES	25
POP7.0™	25
SALESPRO™	26
SUCCESSORPRO™	27
MANAGEMENTPRO™	28
SUPERVISORPRO™	29
EQPRO™	30
PROFESSIONALPRO™	31
FRANCHISEPRO™	32
TRUSTPRO™	33
ADMINPRO™	34
CUSTOMERCAREPRO™	35
INTEGRITYPRO™	36
SERVICEPRO™	37
ITPRO™	38

TABLE OF CONTENTS

CONTACTCENTERPRO™	39
CONTACTCENTERLEADERPRO™	40
HEALTHCAREPRO™	41
HRPRO™	42
HR TOOLS	43
e-REFERENCING™	43
e-EXIT™	44
TEAMPRO™	45
OESPRO™	46
360PRO™	47
ORGANIZATIONALTRUSTINDEX™	48
CAREER MANAGEMENT TOOLS	49
CAREERMANAGEMENTPRO™	49
CAREERINTERESTPRO™	50
THEHABITSOFSALESPROFESSIONALS™	51
THEHABITSOFMANAGERS™	52
SELFEMPLOYMENTPRO™	53
STRESSPRO™	54
VITALITYPRO™	55
ATHLETIC TOOLS	56
SPORTSPRO™	56
GOLFPRO™	57
TRAINING & DEVELOPMENT	58
PERSONAL EFFECTIVENESS – DEVELOP YOURSELF™	58
PERFORMANCE COACHING – DEVELOP OTHERS™	58
LEADERSHIP – DEVELOP YOUR ORGANIZATION™	58
TEAM BUILDING – DEVELOP YOUR TEAM™	59
LIFESTYLE MANAGEMENT– PERSONAL/PROFESSIONAL LONGEVITY UNDER STRESS™	59
SUSTAINING PERFORMANCE – MAKING HABITS HABITUAL™	59
HIRING WINNERS – CREATE A PROACTIVE RECRUITING CULTURE™	60
PRACTICE MANAGEMENT DIVISION – PLANNING FOR GROWTH™	60
ATTRACTING HIGH QUALITY CANDIDATE - BUILDING A RECRUITING PIPELINE	60

ABOUT THE SELF MANAGEMENT GROUP

Self Management Group, a world leader for over 30 years, is a single vendor, fully integrated talent management solution. Our validated assessment tools and performance coaching systems are suitable for selection, succession planning, leadership development, career management, training and coaching.

Profiling & Predicting Performance: Millions of normative assessments and a deep understanding of best practices allow us to accurately predict performance and retention while dramatically increasing results and candidate flow. Our wide range of role specific, validated assessment tools are suitable for selection, succession planning, leadership development, career management and coaching. Over the past three decades, our success has been built on a proven formula for the selection, development and retention of "self-managing" sales professionals, service representatives, IT professionals, managers and leaders.

Our 30 years of research with the world's leading organizations has shown that self-management is the #1 competency of all top performers.

Self Management Group Attraction, Screening and Selection: Our clients worldwide use our recruitment and selection system, to recruit, screen, select and retain top performers. Our core products are our normative, psychometric profiles that were developed in the 80's and offered online since the 90's and are now used in over 40 countries and in over 30 languages. We now offer systems and tools to manage all aspects of the talent management life cycle. Self Management Group's unique, proprietary assessment profiles, extensive data base and wide range of diagnostic tools helps organizations to use science and advanced statistical methods to measure and track the ROI of organizational initiatives.

Self Management Group Training & Coaching Workshops: We are the world leader in Self-Management training. Self-Management is at the core of all of our workshops and consulting services. Our training and coaching improves the effectiveness of all layers of an organization and leads to improved performance and results. Our process includes pre and post diagnostics to demonstrate learning and assess ROI. Our unique approach is proven effective at every level of an organization and includes leading edge training and coaching workshops for employees, managers, coaches, leaders and senior executives.

POPSCREEN™

The **POPSCREEN™** is used by many sales organizations to identify and screen for candidates who will perform and survive in a highly competitive sales environment. By assessing the inherent talent, effort history and fit to the position, the **POPSCREEN™** is able to screen out those candidates who lack the potential for success in competitive sales.

The **POPSCREEN™** allows the hiring organization to rank candidates on their probable success. The **POPSCREEN™** also allows for screening of candidates without the need for reading resumes.

- Determines suitability for competitive sales positions
- Identifies high potential sales representatives and agents
- Screens and eliminates candidates lacking essential background
- Organizes candidate information in a consistent fashion to provide an overall rating on talent, effort history and fit to sales
- Identifies self-managers likely to develop into sales leaders
- Provides information for candidate/manager matching

Language Availability

Questionnaire:

English	Indonesian	Spanish (Spain)
Arabic	Korean	Taiwanese
Chinese (Simplified)	Malay	Tamil
Chinese (Traditional)	Portuguese	Vietnamese
French	Spanish (Latin America)	

Report:

English	Korean	Spanish (Spain)
Chinese (Simplified)	Malay	Taiwanese
Chinese (Traditional)	Portuguese (Br)	Tamil
French	Spanish (Latin America)	Vietnamese

Click here to view product sheet.

<http://selfmgmt.com/ps/POPSCREEN.pdf>

SALESSCREEN™

The **SALESSCREEN™** was developed to assess the preliminary fit of a candidate to relationship and consultative sales positions. The **SALESSCREEN™** is intended to help high volume organizations pre-qualify and parse down their applicant pools by screening out candidates with low probability for success.

Language Availability

Questionnaire:

English	Greek	Slovak
Bulgarian	Hungarian	Spanish (Spain)
Chinese (Simplified)	Polish	Spanish (Latin America)
Czech	Romanian	
Dutch	Russian	

Report:

English	Greek	Slovak
Bulgarian	Hungarian	Spanish (Spain)
Chinese (Simplified)	Polish	Spanish (Latin America)
Czech	Romanian	
Dutch	Russian	

Click here to view product sheet.

<http://selfmgmt.com/ps/SalesScreen.pdf>

SERVICSCREEN™

The **SERVICSCREEN™** provides a quick, efficient and cost effective solution when an employer is looking to screen a large number of potential candidates for service roles. It is a process customized to the service industry that integrates structured interview with psychometric profiling.

Language Availability

Questionnaire:

English

Spanish (Spain)

Dutch

Spanish (Latin America)

French

Report:

English

Spanish (Spain)

Dutch

Spanish (Latin America)

French

Click here to view product sheet.

<http://selfmgmt.com/ps/ServiceScreen.pdf>

INSCREEN™

The **INTEGRITYSCREEN™** is a psychometric assessment that helps organizations attract and screen individuals with a high level of integrity, honesty and sound moral reasoning.

The **INTEGRITYSCREEN™** helps an organization focus recruiting and selection resources on individuals who have the potential to behave in an ethical manner and enhance the perceived integrity levels of your organization.

Language Availability

Questionnaire:

English

French

Spanish (Latin America)

Report:

English

French

Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/integrityscreen.pdf>

MPPSCREEN™

The **MANAGEMENTSCREEN™** provides an efficient and economical solution to the challenge of targeting and screening a high number of potential recruits. It is a process customized to management and supervisory positions that integrates structured interviewing with psychometric profiling.

The **MANAGEMENTSCREEN™**

- Uses management specific criteria to assess talent, work history and probability of success
- Uses a series of standardized, objective and validated questions
- Provides data which can be measured and integrated with selection, development and retention processes as the basis for continuous improvement

Language Availability

Questionnaire:

English	Dutch	Russian
Chinese (Traditional)	French	Spanish (Latin America)
Czech	Indonesian	

Report:

English	Dutch	Spanish (Latin America)
Chinese (Traditional)	French	
Czech	Indonesian	

Click here to view product sheet.

<http://selfmgmt.com/ps/ManagementScreen.pdf>

SUPERVISORSCREEN™

The **SUPERVISORSCREEN™** is a psychometric tool that is widely used to attract and screen top performing supervisors. It is an efficient, cost-effective process to help an organization focus on candidates with the highest management potential.

The **SUPERVISORSCREEN™** provides an efficient and economical solution to the challenge of targeting and screening a high number of potential recruits. It is a customized process that provides a quick snapshot of the candidate's potential for a supervisor role. The screening system can be customized and tracked to ensure the appropriate flow of quality candidates to the next step in the selection process.

The **SUPERVISORSCREEN™** is used when hiring:

- Supervisors
- Team Leaders
- Lead Hands
- Assistant Managers
- Operations Supervisors

Language Availability

Questionnaire:

English
Spanish (Latin America)

Report:

English
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/SupervisorScreen.pdf>

LABOURSCREEN™

The **LABOURSCREEN™** is the latest innovation in recruiting for the supply chain sector. This proprietary, on-line screening system helps companies to increase candidate flow around the clock. The system can instantly be implemented to accommodate peak season periods and is easily customized to any commercial environment.

The **LABOURSCREEN™** is used when hiring:

- General Laborers
- Pickers / Packers
- Line Workers
- Assemblers
- Plant / Warehouse Workers
- Seasonal Staff

Language Availability

Questionnaire:

English
French
Hindi

Italian
Punjabi
Russian

Spanish (Latin America)
Tamil
Ukrainian

Report:

English
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/LabourScreen.pdf>

FORKLIFTSCREEN™

Employers and Hiring Managers looking for a high speed, cost effective solution to attract and hire qualified forklift /equipment operators that will perform and maintain safe attitudes and behaviors; use the **FORKLIFTSCREEN™**

This proprietary, on-line screening system, increases flow, attracts and tracks applicants around the clock, without overwhelming your HR team. It can instantly be implemented to accommodate peak season periods and is easily customized to any commercial environment.

Determine the ability, potential and attitudes of both new applicants and current employees before you invest in further training. Reduce risk and legal exposure by understanding an applicant's safety mindset, before making them a forklift operator.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/ForkLiftScreen.pdf>

COGNITIVESKILLSINVENTORY™

The **COGNITIVESKILLSINVENTORY™** measures a number of key IQ constructs. This assessment uses a typical timed IQ methodology to assess a candidate's proficiency in spelling, mathematics, applied problem solving and reading / comprehension.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/CognitiveSkillsInventory.pdf>

FRANCHISESCREENPLUS™

The **FRANCHISESCREENPLUS™** is a robust psychometric screening product that is intended to help high volume franchise-based organizations assess the preliminary fit of potential franchisees. The assessment measures a prospective franchisee's entrepreneurial disposition, previous work experience and overall attitude towards running a franchise operation in order to assess their overall fit.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/franchisescreenplus.pdf>

HOSPITALITYSCREEN™

The **HOSPITALITYSCREEN™** is a psychometric tool that is used to attract and screen the character traits, attitudes, talent and potential of top performing hospitality professionals. It is an efficient, cost-effective process to help an organization focus on candidates with the highest potential.

It is suitable for assessing the characteristics critical to success for:

- Food Service Staff
- Maintenance Staff
- Housekeeping
- Front Desk Staff
- Guest Service Agents
- Concierge
- Gift Shop Staff

Language Availability

Questionnaire:

Arabic	Punjabi
Chinese (Simplified)	Russian
English	Spanish (Latin America)
French	Tagalog
Hindi	

Report:

Chinese (Simplified)	Punjabi
English	Spanish (Latin America)
French	Tagalog
Hindi	

Click here to view product sheet.

<http://selfmgmt.com/ps/HospitalityScreen.pdf>

SELFEMPLOYMENTSCREEN™

If you have an entrepreneurial business opportunity, the Self-Employment Program is designed to attract a wide range of candidates to you with the offer to complete this powerful on-line personal profile. The **SELFEMPLOYMENTSCREEN™** analyzes the key inherent characteristics and attitudes that influence entrepreneurial success and can help predict which of the four major entrepreneurial business environments a person is most naturally suited to: agent/representative, consulting/contract, franchises or small business.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/SelfEmploymentScreen.pdf>

TRUCKINGSCREEN™

The **TRUCKINGSCREEN™** is a recruiting tool that helps companies hire the ‘right’ drivers for their company.

- Available 24/7
- Effective when recruiting or screening large numbers (volume)
- Fast, Affordable and Easy to Use
- Determines basic skills (language, comprehension, math)
- Uses a survey to assess previous driving experience and desired position
- Can be customized to a company’s unique driver needs
- Can be accessed at any truck stop across North America

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/Trucking%20Screen.pdf>

RETAILSIMULATIONPRO™

A virtual assessment of retail professionals, the **RETAILSIMULATIONPRO™** provides pre-hire testing to the retail market.

The **RETAILSIMULATIONPRO™** tests a candidate on the hard skills required to work in a retail environment, measuring how well the candidate can greet a customer, use a computer, perform basic math, and handle typical in-store situations.

The **RETAILSIMULATIONPRO™**:

- Improved Screening of Candidates
- Improved Retention
- Improved Performance
- Continuous Improvement/Validation

Language Availability

Questionnaire:

English

French

Spanish (Latin America)

Report:

English

French

Click here to view product sheet.

<http://selfmgmt.com/ps/Retail%20Simulation.pdf>

CONTACTCENTERSIMULATION™

The **CONTACTCENTERSIMULATION™** is an online employee screening tool that helps contact centers make better hiring decisions and impact their bottom line by selecting candidates that are more likely to perform and deliver results. The **CONTACTCENTERSIMULATION™** allows the candidate to experience a "day in the life" at your contact center and "test drive" what it feels like to perform in a sales or customer service role.

During the call center simulation test, the candidate is required to make decisions and handle in-bound calls similar to those experienced by agents in your environment. While the candidate previews the career opportunity, the hiring manager instantly receives a report on the candidate's ability to manage the tasks required for success in the role.

Language Availability

Questionnaire:

- English
- Dutch
- French
- Spanish (Latin America)
- Spanish (Spain)

Report:

- English
- Dutch
- French
- Spanish (Latin America)
- Spanish (Spain)

Click here to view product sheet.

<http://selfmgmt.com/ps/contactcentersimulator.pdf>

SALESSCREEN 2.0™

The **SALESSCREEN2.0™** is a more robust version of the original **SALESSCREEN™** that incorporates a larger and more comprehensive assessment of a candidate's sales DNA. The **SALESSCREEN2.0™** provides a lengthier candidate report, including developmental suggestions and customized interview guides.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/SalesScreen2.0.pdf>

MANAGEMENTSCREEN 2.0™

The **MANAGEMENTSCREEN2.0™** is a more robust version of the original **MANAGEMENTSCREEN™** that incorporates a larger and more comprehensive assessment of a candidate's leadership DNA.

The **MANAGEMENTSCREEN2.0™** provides a lengthier candidate report, including developmental suggestions and customized interview guides, and can be used and benchmarked for various management levels within an organization (front line – executives).

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/managementscreen2.0.pdf>

SERVICSCREEN2.0™

The **SERVICSCREEN2.0™** is a more robust version of the original Service Screen that incorporates a larger and more comprehensive assessment of a candidate's service DNA.

The **SERVICSCREEN2.0™** assesses the character traits , attitudes and experience of individuals applying to service-related positions. This robust, yet highly cost-effective, assessment is perfect for organizations looking for candidates who possess a strong customer service disposition.

Language Availability

Questionnaire:

English
Arabic

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/ServiceScreen2.0.pdf>

HOSPITALITYSCREEN2.0™

The **HOSPITALITYSCREEN2.0™** is a cutting edge psychometric assessment tool that helps organizations screen, select and properly place candidates in a number of key hospitality positions. The assessment has been specifically designed to differentiate between front and back of the house positions, again providing an objective process by which to screen and place candidates effectively.

Language Availability

Questionnaire:

English
Arabic
Dutch
French
Spanish (Latin American)

Report:

English
Dutch
French
Spanish (Latin American)

Click here to view product sheet.

<http://selfmgmt.com/ps/HospitalityScreen2.0.pdf>

CONTACTCENTERSCREEN 2.0™

The **CONTACTCENTERSCREEN2.0™** is a psychometric tool that is widely used to attract, screen and retain contact center agents. It is an efficient, cost-effective process to help an organization focus on candidates with the highest potential in a sales/service agent role.

Language Availability

Questionnaire:

English
Arabic
Chinese (Simplified)
Dutch
French
German
Spanish (Latin American)

Report:

English
Chinese (Simplified)
Dutch
French
Spanish (Latin American)

Click here to view product sheet.

<http://selfmgmt.com/ps/ContactCenterScreen2.0.pdf>

POP7.0™

The **PERSONALORIENTATIONPROFILE™ (POP™)** has been used for recruiting and selecting sales people for nearly three decades. The **POP™** has been validated in a wide variety of sales cultures throughout North America, Asia and in other parts of the world and is used to discover self-managers who will be consistent top performers. It has been proven effective in predicting both performance and retention. Use the **POP™** for selecting sales positions where compensation is primarily based on commission.

The **POP™** provides sales management with feedback, interview suggestions, retention strategies 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
- Essentials of Self-Management

More than just a sales skills assessment, the **POP™** is one of the world's leading sales employee selection tools and is the instrument of choice for many of the most competitive financial services sales forces.

Language Availability

Questionnaire:

English	Dutch	Korean	Slovak
Assamese	French	Malay	Spanish (Latin America)
Arabic	German	Malayalam	Spanish (Spain)
Bahasa -	Greek	Marathi	Taiwanese
Indonesian	Gujarati	Oriya	Tamil
Bengali	Hindi	Polish	Telugu
Bulgarian	Hungarian	Portuguese(Br)	Thai
Chinese(Simplified)	Italian	Punjabi	Turkish
Chinese(Traditional)	Japanese	Romanian	
Czech	Kannada	Russian	

Report

English	French
Bahasa - Indonesian	Korean
Chinese (Simplified)	Polish
Chinese (Traditional)	Spanish (Latin America)
Dutch	Spanish (Spain)

Click here to view product sheet.

<http://selfmgmt.com/ps/POP7.pdf>

SALESPRO™

The **SALES**PRO™ is used to select and develop relationship building sales professionals. The **SALES**PRO™ identifies the individual's fit to sales positions ranging from service based selling to competitive selling and has been used in a wide variety of sales cultures including Financial Services, Industrial, Warehousing and Logistics, Pharmaceutical, Consumer Goods and Transportation Sales.

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

- Best fit to a sales culture
- Motivational structure
- Self-confidence
- Business development
- Approach to structure
- Closing style
- Communication style
- Managing call reluctance (prospecting, handling rejection, etc.)

Language Availability:

Questionnaire:

English
Chinese (Simplified)
Dutch
French
French (France)
Spanish (Latin America)

Report:

English
French
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/SalesPro.pdf>

SUCCESSORPRO™

The **SUCCESSORPRO™** is a selection and coaching tool designed specifically to help producers quickly and efficiently select Successors, Associate Agents and Junior Agents to create a multi-functioning performance team.

Language Availability

Questionnaire: English

Report: English

Click here to view product sheet.

<http://selfmgmt.com/ps/SuccessorPro.pdf>

MANAGEMENTPRO™

The **MANAGEMENTPRO™** is a state of the art profiling tool that assesses the potential for success and suitability to a career in a management or leadership role. It assesses the factors that allow managers and leaders to effectively manage people and performance.

The **MANAGEMENTPRO™**:

- Is an essential selection and succession planning tool
- Provides an overview of personality traits as they apply to management roles
- Assesses emotional intelligence
- Assesses leadership style, comfort with conflict, lifestyle management and much more
- Provides coaching and development strategies
- Provides feedback on matching to mentors, peers and staff

The **MANAGEMENTPRO™** also provides each individual with an overview of strengths and some career counseling on what to seek and what to avoid in their future career paths.

Language Availability

Questionnaire:

English	Greek	Russian
Arabic	Hindi	Slovak
Bengali	Hungarian	Spanish (Latin America)
Bulgarian	Japanese	Spanish (Spain)
Chinese (Simplified)	Kannada	Taiwanese
Chinese (Traditional)	Korean	Tamil
Czech	Marathi	Telugu
Dutch	Polish	Thai
French	Punjabi	Turkish
German	Romanian	Vietnamese

Report:

English	German	Russian
Bulgarian	Greek	Slovak
Chinese (Simplified)	Hungarian	Spanish (Latin America)
Chinese (Traditional)	Japanese	Spanish (Spain)
Czech	Korean	Taiwanese
Dutch	Polish	Thai
French	Romanian	

Click here to view product sheet.

<http://selfmgmt.com/ps/ManagementPro.pdf>

SUPERVISORPRO™

The **SUPERVISORPRO™** is a state-of-the-art psychometric profiling tool that provides critical insight into the attitudes and source traits that lead to success in supervisory and team leader roles.

The **SUPERVISORPRO™**:

- Predicts performance and retention
- Provides critical information that a hiring manager can use in making hiring, training and promotion decisions
- Provides an overview of character traits as they apply to successful supervisors
- Provides coaching and development strategies
- Provides feedback on matching to mentors, peers and staff
- Provides career management information
- Provides information that can be used to attract top candidates
- Is available on-line and provides instant results

The **SUPERVISORPRO™** also provides an overview of the person's style as a supervisor. 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, feedback style and the propensity for achievement and self-management.

Language Availability

Questionnaire:

English

French

Spanish (Latin America)

Report:

English

Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/SupervisorPro.pdf>

EQPRO™

Employers are increasingly recognizing the importance of emotional intelligence as a major factor in workplace success. Emotional intelligence (EQ) involves the ability to recognize and manage one's own emotions and the feelings and emotions of others. Self Management Group has made it easy to select high EQ individuals by developing the **EQPRO™** for use in personnel selection and development.

The **EQPRO™** provides an assessment of an individual's ability to process emotional information and apply the information effectively.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/EQPro.pdf>

PROFESSIONALPRO™

The **PROFESSIONALPRO™** is the profile for professional positions whether they consult with individuals or provide enterprise solutions. It assesses consulting style, results orientation, communications style and other key competencies as well as self-management, motivation, team orientation, comfort with conflict, confidence, lifestyle management, approach to networking, listening style and emotional intelligence.

The **PROFESSIONALPRO™** provides detailed feedback to both the individual for personal growth and the individual's manager for selection, coaching and fit to projects and teams.

Language Availability

Questionnaire:

English
Arabic
Chinese (Simplified)
Chinese (Traditional)
Dutch
French
German
Italian
Spanish (Latin America)

Report:

English
Dutch
French
German
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/ProfessionalPro.pdf>

FRANCHISEPRO™

The **FRANCHISEPRO™** is designed to assist franchise systems in the selection of franchisees who are most likely to be successful while integrating with the system. It reports on the traits and attitudes that have been shown to be relevant to success in operating various types of franchises and shows the individual's best fit to different types of franchises.

Language Availability

Questionnaire:

English
French
Indonesian

Report:

English
French
Indonesian

Click here to view product sheet.

<http://selfmgmt.com/ps/FranchisePro.pdf>

TRUSTPRO™

The **TRUSTPRO™** identifies an individual's propensity toward trust and diagnoses what the individual does to impede or facilitate it in their business relationships. The customized, detailed reporting system helps leadership to coach and develop this critical skill.

This proprietary "trust assessment" assists organizations in diagnosing the critical issue of trust in order to provide targeted and precise trust training and coaching and to maximize the level of trust of all employees in an organization. The result is improved performance, increased engagement, and more successful business relationships.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/TrustPro.pdf>

ADMINPRO™

The **ADMINPRO™** is a psychometric profiling tool that measures the potential for success and suitability to specific careers in an administrative environment including the following:

- Agent
- Associate Agent
- Office Manager
- Marketing Assistant
- Administrative Assistant
- Agency Staff Support

Language Availability

Questionnaire:

English

French

Report:

English

French

Click here to view product sheet.

<http://selfmgmt.com/ps/AdminPro.pdf>

CUSTOMERCAREPRO™

The **CUSTOMERCAREPRO™** is designed for the selection, training and coaching of people for customer service, hospitality and other roles that require first-rate client/customer relationship management. It assesses character traits, relevant attitudes, emotional intelligence, listening style and comfort while networking and provides interview and coaching suggestions.

Language Availability

Questionnaire:

English
Arabic
Chinese (Simplified)
Chinese (Traditional)
Dutch
French
Italian
Korean
Spanish (Latin America)

Report:

English
French
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/CustomerCarePro.pdf>

INTEGRITYPRO™

The **INTEGRITYPRO™** helps de-select problematic candidates and helps organizations consistently hire high-performers with integrity. The scenario section allows hiring managers to assess a candidate's likelihood to engage in unethical behaviors and provides feedback on how a candidate cognitively distinguishes "right" from "wrong".

The **INTEGRITYPRO™** can help organizations:

- Reduce legal vulnerability
- Reduce losses due to theft
- Measure a candidate's honesty
- Identify and measure individual work ethic
- Assess the behaviors and attitudes that lead to performance
- Help select ethical top performers who will grow your business
- Predict counterproductive behavior (e.g., lateness, leaving early, etc.)

Language Availability

Questionnaire:

English
French

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/IntegrityPro.pdf>

SERVICEPRO™

The **SERVICEPRO™** is a revolutionary recruiting tool that has been shown to be extremely effective in recruiting individuals in a wide variety of warehouse and plant cultures where individuals are required to deal with internal departments and team members.

The **SERVICEPRO™** is used for:

- Dispatchers
- Shippers and Receivers
- Forklift/Machine Operators
- Team Leaders

Language Availability

Questionnaire:

English

French

Spanish (Latin America)

Report:

English

French

Click here to view product sheet.

<http://selfmgmt.com/ps/ServicePro.pdf>

ITPRO™

The **ITPRO™** is a leading edge profiling tool that identifies the inherent personal strengths, attitudes and aptitudes that will help individuals become more effective and productive in evolving IT departments.

The **ITPRO™**:

- Identifies inherent potential and best fit within the IT culture
- Identifies self-management and adaptability
- Assesses motivation, team orientation, comfort with conflict and more
- Gives management the information needed to match individuals more effectively to projects
- Provides valuable coaching and development strategies for IT management
- Is objective, comprehensive and economical
- Can be customized for your organization

The **ITPRO™** provides management and individual detailed feedback on Self-Management potential; Motivational Structure; Fit to Environment; Comfort with Conflict; Communication Style; Self-Confidence; Lifestyle Management and Commitment to Career with appropriate coaching suggestions in these areas.

Language Availability

Questionnaire:

English

French

Spanish (Latin American)

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/ITPro.pdf>

CONTACTCENTERPRO™

The **CONTACTCENTERPRO™** is a normative psychometric profile designed to help select and retain call center professionals based on their approach to customer service, decision making, attitude about their role, their success with scripts and structure and other factors essential in a contact center culture.

Language Availability

Questionnaire:

English	French (France)
Arabic	German
Chinese (Simplified)	Korean
Chinese (Traditional)	Spanish (Latin America)
French	

Report:

English
French

Click here to view product sheet.

<http://selfmgmt.com/ps/ContactCenterPro.pdf>

CONTACTCENTERLEADERPRO™

High performing contact center agents do not necessarily make good team leaders. Now you can predict performance as a team leader and provide the self-awareness required to turn leadership potential into leadership performance.

Language Availability

Questionnaire:

English

Chinese (Simplified)

French

Report:

English

Chinese (Simplified)

Click here to view product sheet.

<http://selfmgmt.com/ps/ContactCenterLeaderPro.pdf>

HEALTHCAREPRO™

The **HEALTHCAREPRO™** is a normative psychometric profile designed to help recruit, select and retain top performing health care professionals. It assesses several key characteristics that have proven to be effective in predicting the patient care experience. The **HEALTHCAREPRO™** can help patient focused health care organizations increase engagement, reduce “early burn out” and maximize the patient experience.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/HealthcarePro.pdf>

HRPRO™

The **HRPRO™** is a normative psychometric assessment that has been validated and benchmarked specifically for key Human Resources positions. This assessment tool will allow organizations to not only identify and select the highest quality candidate for each position, but can also be used for coaching, development and team dynamics related initiatives within the HR department.

Language Availability

Questionnaire:

English

Dutch

French

Spanish (Latin America)

Report:

English

French

Click here to view product sheet.

<http://selfmgmt.com/ps/HRPro.pdf>

e-REFERENCING™

On-Demand **360°REFERENCING™** is a customized on-line, high-speed reference checking and reporting system that quickly provides Hiring Managers with comprehensive, measurable and accurate references for their candidates.

Reference Checking is the only part of the hiring cycle where a Hiring Manager has the opportunity to externally verify what a candidate has been telling them. It is crucial that this process is conducted and that it encourages honest information from references.

360°REFERENCING™ Benefits:

- Confidential on-line interface delivers honest references
- Provides measurable data on key, job relevant attributes
- High-speed process reduces time required to perform reference checks
- Helps you hire good candidates quickly without skipping due diligence
- Reduces the legal risks associated with reference checking
- Produces candid self-analysis of candidate's perceived performance
- Produces follow-up interview questions based on reference scoring

Language Availability

Questionnaire:

English
Spanish (Latin America)

Report:

English
Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/Ereferencing.pdf>

e-EXIT™

The **e-EXITINTERVIEW™** is a customizable web based assessment that provides candid information on how people feel about their performance and their working conditions. It includes a powerful "Executive Summary" and a detailed retention analysis that clearly illustrates the reason people are leaving the organization within a specified time frame. The **e-EXITINTERVIEW™** is ideal for businesses experiencing high turnover or businesses with seasonal positions. It is also suitable for organizations looking to capture mission critical information before people leave to move on to other opportunities.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/exitinterview.pdf>

TEAMPRO™

The **TEAMPRO™** is an essential component of any Talent Management System. Based on Web 2.0 technology, the **TEAMPRO™** is ideal for HR Professionals, Project Managers, Coaches, Managers, Sales Professionals and Sports Teams who are looking to have a better understanding of their team and individual team members' strengths and how they can be leveraged to create a powerful synergistic performance environment.

The **TEAMPRO™** allows you to:

- Maximize the performance of your existing team
- Create a new team
- Grow or streamline your team
- Plan for change of team composition or leadership

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/TeamPro.pdf>

OESPRO™

The **ORGANIZATIONAL EFFECTIVENESS SURVEY™ (OESPRO™)** is a web-enabled tool that allows any organization to self-assess by finding out what everyone thinks.

The **OESPRO™** is designed to help executives and leaders of any organization evaluate how well it is doing. This diagnostic tool is very cost effective, easily customized and implemented. Developed by senior managers with decades of business experience, this tool helps focus on corporate strengths and identifies growth opportunities.

The **OESPRO™** surveys the following:

- Values
- Organizational Culture
- Leadership
- Accessibility of Customer Service
- Working Environment
- Quality of Labor Force
- Performance Management
- Training and Development
- Employee Self Worth
- Ethics
- Stability of Organization
- Quality of Customer Service
- Product Quality
- Quality of Management
- Premises and Facilities
- Career Opportunities
- Compensation/Earning Potential
- Information Technology

Language Availability

Questionnaire:

English

French

Spanish (Latin America)

Report:

English

Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/OESPro.pdf>

360PRO™

The **360PRO™** is a leadership behaviour assessment that provides leaders and managers with structured, constructive feedback regarding key leadership competencies, strengths and style. Each person being evaluated receives a report detailing their strengths and those areas that require development.

The **360PRO™** can also be customized to measure specific facets of your organization's working environment and structured management model.

Language Availability

Questionnaire:

English
French
Dutch

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/360Pro.pdf>

ORGANIZATIONALTRUSTINDEX™

The **ORGANIZATIONALTRUSTINDEX™** is a web based assessment system that provides a comprehensive and multidimensional look at the current levels of trust within your organization.

The resulting data can be used to identify the strengths and growth opportunities within your organization and inform future engagement initiatives. Used both as a pre and post analysis, high performing organizations looking to build cultures based on trust use the **ORGANIZATIONALTRUSTINDEX™** to measure the effectiveness of their trust building strategies.

The **ORGANIZATIONALTRUSTINDEX™** measures employees' perceptions of:

- Ethics/Integrity
- Transparency
- Benevolence
- Predictability

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/OrganizationalTrustIndex.pdf>

CAREERMANAGEMENTPRO™

The **CAREERMANAGEMENTPRO™** will provide you with key insights into yourself and your personal strengths as you make important career decisions. Your natural suitability to a specific career can be evaluated in advance as well as any developmental needs before you make the commitments that you will have to make to succeed in your chosen career. Using this information as part of a focused research and information gathering process will help you make your career decisions.

The **CAREERMANAGEMENTPRO™** is a normative psychometric tool that provides an assessment of your personality traits as compared to the general public and then relates them to job families and career paths that could be good fits for you. The **CAREERMANAGEMENTPRO™** will help you understand the relationship between your personal strengths and the profile of individuals in a wide variety of career paths.

Language Availability

Questionnaire:

English
Arabic

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/CareerManagementPro.pdf>

CAREERINTERESTPRO™

The **CAREERINTERESTPRO™** is designed to evaluate the various things that an individual is interested in and enjoys doing. The **CAREERINTERESTPRO™** also asks the individual to evaluate his/her competency level in a variety of activities. By combining these interests, preferred activities and competencies, the **CAREERINTERESTPRO™** provides a report that provides possible matches to various career possibilities.

Language Availability

Questionnaire:

English
Arabic

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/CareerInterestPro.pdf>

THEHABITSOFSALESPROFESSIONALS™

THEHABITSOFSALESPROFESSIONALS™ is a diagnostic assessment tool that helps sales and account representatives to focus their daily effort on the activities proven to increase sales performance and results.

Language Availability

Questionnaire:

English

Arabic

French

Spanish (Latin America)

Report:

English

French

Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/Habits%20of%20Sales%20Professionals.pdf>

THEHABITSOFMANAGERS™

THEHABITSOFMANAGERS™ is a diagnostic tool that provides insight into the critical habits associated with top performing managers. It is an excellent self-coaching tool to assist professional growth as well as to provide leaders with a focused game plan to facilitate development and organizational effectiveness.

Language Availability

Questionnaire:

English

Spanish (Latin America)

Report:

English

Spanish (Latin America)

Click here to view product sheet.

<http://selfmgmt.com/ps/Habits%20of%20Managers.pdf>

SELFEMPLOYMENTPRO™

If you have ever thought about self-employment then, the **SELFEMPLOYMENTPRO™** will be highly effective in identifying the ideal self-employed business and strategy for you. The report provides detailed insight into how your characteristics will influence your success in a self-employed career.

Language Availability

Questionnaire:

English
French

Report:

English
French

Click here to view product sheet.

<http://selfmgmt.com/ps/SelfEmploymentPro.pdf>

STRESSPRO™

The **STRESSPRO™** is a motivating, online stress management system based on 27 years of research. It helps the individual to become a more vital, effectively healthy self-manager of the stress & satisfaction in their lives.

Language Availability

Questionnaire:

English
French

Report:

English
French

Click here to view product sheet.

<http://selfmgmt.com/ps/StressPro.pdf>

VITALITYPRO™

The **VITALITYPRO™** is an expanded version of the **STRESSPRO™** for the workplace that helps an individual develop and maintain a healthy, productive lifestyle within a demanding career.

The **VITALITYPRO™**:

- Available on-line, 24/7, with no special software requirements
- Individual scores compared to over 190,000 adults on 12 key resilience factors
- Complimentary, personalized diagnostic available instantly in real time in French and English
- Includes a "Top Priorities Report" and a "Full Report" to facilitate lifestyle planning
- Personalized feedback and Lifestyle planning system highlights strengths and lifestyle vulnerabilities
- Balance sheet approach includes Personal Vitality Index, Work-Life Balance Index and Work Engagement Index

Language Availability

Questionnaire:

English
Arabic
French
Dutch

Report:

English
Arabic
French
Dutch

Click here to view product sheet.

<http://selfmgmt.com/ps/VitalityPro.pdf>

SPORTSPRO™

The **SPORTSPRO™** is designed to provide the athlete with insight into his/her strengths and how to capitalize upon them. It is divided into several sections that describe his/her character and personal approach to sport, competition and other issues important in athletic success. We also intend for some of the feedback provided here to be useful in other areas of life including education and career.

A second report, the Coaching Report, is designed to help a coach gain insight into the development and growth of an athlete. It is divided into several sections which describe the athlete's character and attitudes and provide suggestions on how to coach and mentor the athlete so that he/she may achieve his/her fullest potential both in sport and in life.

Language Availability

Questionnaire:

English
Dutch

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/SportsPro.pdf>

GOLFPRO™

The **GOLFPRO™** is designed to provide the athlete with insight into his/her strengths and how to capitalize upon them. It is divided into several sections that describe the golfer's character and personal approach to golf, competition and other issues important to enjoying and succeeding in golf.

Language Availability

Questionnaire:

English

Report:

English

Click here to view product sheet.

<http://selfmgmt.com/ps/GolfPro.pdf>

PERSONAL EFFECTIVENESS – DEVELOP YOURSELF™

Self-Awareness and Self-Development

Personal effectiveness is the key to success and a fulfilling life. Our approach shows the individual how to recognize and build on their strengths to increase self-confidence, set higher expectations and improve performance. Participants will learn how to make decisions, the power of self-commitment and the five-step self-management system.

Click here to view product sheet.

Full Day - <http://selfmgmt.com/ps/Personal%20Effectiveness%20Full%20Day.pdf>

Half Day - <http://selfmgmt.com/ps/Personal%20Effectiveness%20Half%20Day.pdf>

PERFORMANCE COACHING – DEVELOP OTHERS™

Managing Effort: Getting Results

Improve the skills and capabilities of managers and coaches. This program is about getting results through a unique coaching system called “Managing Effort”. It will explain the critical elements of performance and show you how to gain commitment to essential processes and behaviors. It sets out a straight forward process for getting your people to become more personally effective by accepting responsibility for their own effort and results.

Click here to view product sheet.

<http://selfmgmt.com/ps/Managing%20Effort.pdf>

LEADERSHIP – DEVELOP YOUR ORGANIZATION™

Leading Individuals, Teams and Organizations

Create a high performance culture that increases empowerment and pro-active behavior and where potential self managers grow and flourish. Leaders grow through increased self-awareness of leadership style, strengths and growth opportunities. This program promotes and reinforces organizational growth by setting a clear purpose and vision, developing the people and establishing key processes.

Click here to view product sheet.

<http://selfmgmt.com/ps/Leadership.pdf>

TEAM BUILDING – DEVELOP YOUR TEAM™

Select and Develop High Performing Teams

Improve performance and results through more effective team work. Building effective teams starts with the right people and involves establishing the performance challenge, expectations around trust, respect and communications as well how we support and reinforce each other. Our focus on self-awareness, team-awareness and individual competence allows the team to build on the complimentary strengths of its individual members.

Click here to view product sheet.

<http://selfmgmt.com/ps/Team%20Building.pdf>

LIFESTYLE MANAGEMENT– PERSONAL/PROFESSIONAL LONGEVITY UNDER STRESS™

Our stress and lifestyle management program has helped thousands of individuals integrate a demanding career with an active, fulfilling lifestyle. It has also been proven to be extremely effective at preventing the re-occurrence of any previous stress related issues. Through our exclusive D.E.L.I. approach, participants are introduced to over 100 proven stress management techniques to develop their own unique program by selecting the techniques that can be integrated into a balanced lifestyle. The goal of the lifestyle plan is to prevent burn out and maximize the ROE (Return On Energy) from all number 1 commitment areas.

Click here to view product sheet.

<http://selfmgmt.com/ps/Heart%20and%20Stroke.pdf>

SUSTAINING PERFORMANCE – MAKING HABITS HABITUAL™

Most training programs are effective at teaching skills and competencies but struggle with the issue of “How to make the training stick” or “How to get the participants to use their new skills”. This program is based on over 30 years of experience in helping individuals implement new habits into their daily experiences and subsequently increase and sustain performance. As a result, this is an essential complement to all existing and future training programs. Making habits habitual is a proven strategy to maximize the ROI on your training budget. Our proprietary 6 level application of reinforcement theory unlocks the key to making habits habitual.

Click here to view product sheet.

<http://selfmgmt.com/ps/Sustaining%20Performance.pdf>

HIRING WINNERS – CREATE A PROACTIVE RECRUITING CULTURE™

One of the 7 characteristics of top Talent Management companies is the ability to attract and hire top performers. A proactive recruiting culture provides a competitive advantage by focusing all available resources on attraction and getting all individuals to assume responsibility for recruiting. This is a ‘best practices’ workshop that explores not only the most up-to-date sourcing strategies but also identifies the predictive criteria to screen out unqualified candidates. All screened candidates are then assessed through a user friendly Selection Rater that offers a 3 dimensional snapshot of a candidate and predicts both performance and retention. The Selection Rater helps hiring managers interview effectively and integrate the objective science of assessments with the intuitive findings from both structured and unstructured interviews.

Click here to view product sheet.

<http://selfmgmt.com/ps/HW.pdf>

PRACTICE MANAGEMENT DIVISION – PLANNING FOR GROWTH™

With over 30 years of experience and a leader in helping Financial Institutions around the world, Self Management Group introduces its new Practice Management Division. The Division’s main focus is to help field leaders enhance productivity, profitability and career development through ongoing consulting, programs, tools and resources.

Click here to view product sheet.

<http://selfmgmt.com/ps/Practice%20Division%20Management.pdf>

ATTRACTING HIGH QUALITY CANDIDATE - BUILDING A RECRUITING PIPELINE

This “Best Practices” workshop focuses exclusively on the attraction of high quality candidates. All participants will be introduced to the latest strategies used by top recruiting organizations including cold, warm, and hot sources. The work shop will present effective case studies with actual results that will allow participants to develop their own proven recruiting action plan. Perhaps the most unique feature of the program is putting “Action into Your Action Plan”. Most programs end with the Action Plan whereas this program introduces our proprietary “Making Recruiting Habits Habitual” component to ensure implementation of the plan.

Click here to view product sheet.