
Things We Have In Common

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Objective Management Group Assessment Answers

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Objective Management Group Assessment Answers

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Answers vs. Findings - Objective Management Group

Here at Alignment Group we firmly believe that the Objective Management Groups sales candidate assessment, created by Dave Kurlan, is the best tool for the job. In the second part of this two part series, we discuss how to effectively read, understand, and use the sales candidate assessment.

The OMG Sales Candidate Assessment (Part 2) - Alignment Group

Objective Management Group Assessments. OMG Assessments can be used to enhance recruiting or

to identify areas for improvement in an existing Sales Team. This assessment was built for sales, not adapted. As a result the findings are sales specific, accurate and predictive. Download our Free Sample Assessments by filling out the form to the right and see for yourself how powerful the insight and analysis provided by OMG could be for your organization.

Samples of OMG Assessments | Objective Management Group

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History: Objective Management Group, Inc. is the pioneer and industry leader in sales force evaluations and sales candidate screening. Spearheaded by leading sales industry expert, Dave Kurlan, Objective Management Group, Inc. can help you measure sales effectiveness, execution and potential. Outcomes: Our comprehensive sales force evaluation of people, systems and strategy answers many questions, such as Jim Collins' "Do you have the right people in the right seats?".

History of Objective Management Group - Objective ...

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Sales Force Grader | Objective Management Group

Objective Management Group Sales Candidate Assessments OMG provides growing companies with the timeliest and most accurate insights for growing sales, profits and market share. We look at your people, strategies and systems and can tell you whether your people can actually execute the

company’s strategies, meet your expectations and belong in the roles they are in.

Objective Management Group Sales Assessment Statistics

In the table below, I'll list some of the most common "findings" in personality and behavioral-styles tests (which are marketed as sales assessments), describe what is really being measured and

compare those to what Objective Management Group (OMG) measures and reports.

Exposed - Personality Tests Disguised as Sales Assessments

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