



# MITCHELL PHOENIX

## Can You See The Opportunities?

As economic conditions improve, it will be those managers and organisations which can see the opportunities which will flourish. And what we see is a function of how we think.

We normally imagine that things work the other way round: that we see, and on the basis of the evidence in front of us, we alter our thinking. But without a certain level of understanding, we cannot interpret the evidence we are looking at. It is tempting to think that Galileo looked through his telescope and saw the evidence for the Earth orbiting the Sun. In fact, if he had not had the benefit of Copernicus' theories which argued that that this was so, Galileo might have looked through his telescope and not understood what he was seeing. In other words, Copernicus thought it, then Galileo proved it – not the other way around.

What do most senior managers think? They think that they have been in management, and been successful at it, for long enough that they don't need any further input to sharpen their thinking. Or they think that there is no-one out there who can develop their understanding in such a way that when they look at their business again, they see it with fresh eyes.

With most senior managers thinking this way, this in itself is an opportunity to gain an advantage. Where can you find a programme which will develop senior managers' thinking, and create results as a consequence? Mitchell Phoenix have been developing the leadership and management capabilities of senior managers for over twenty years, opening their eyes to new possibilities:

*Puts a completely new perspective on managing. A truly inspirational course.*  
Paul Skipton, Aalco

*The course has allowed me to look at myself and others in a differing way and will allow both my own and others' potential to be fulfilled.*  
Robert Hillman, Watts International

*The course is excellent in opening your mind to managing your business, people, targets, time, etc and is invaluable in everyday use. I would recommend this to anyone who would like to develop as a manager and personally.*  
Paul Temple, Aalco

How equipped are you to see the opportunities – both internal and external - which will arise over the next period? How sharp is your thinking? Can you see the way forward?