

QUICK REFERENCE TO RECOGNIZING AND PROFITING FROM OPPORTUNITIES

It is uncertainty that creates the space for invention. We must let go, clear the space, leap into the void of not-knowing, if we want to discover anything new.

- Margaret Wheatley, Berkana Institute

The real problem in organizations is that no one is brave enough to step back from his or her day-to-day responsibilities and let their minds foam free. If they did, he or she might spot that killer idea that could transform their company fortunes and put them ahead of the curve.

- Richard Wiseman, Did you Spot the Gorilla? How to Recognize Hidden Opportunities, Arrow Books, 2004

Innovative organizations, and the people who work for them, are open to possibilities – unknown and unpredictable phenomenon - and what can be gained from them.

- Dr. Judy Laws, Foursight Consulting Group Inc.



How to Make Your Own Luck?

1. **Maximize chance opportunities.** Become skilful at creating, noticing, and acting upon chance opportunities. Do this by building and maintaining a strong network, adopting a relaxed attitude towards life, and being open to new experiences.
2. **Listen to your lucky hunches.** Make effective decisions by listening to your intuition and gut feelings. Take steps to actively boost your intuitive abilities – for example, by meditating and clearing your mind of other thoughts.
3. **Expect good fortune.** Remain certain that the future will be bright. Over time, this expectation will become a self-fulfilling prophecy that helps you persist in the face of failure and will positively shape your interactions with other people.
4. **Turn bad luck into good.** Employ various psychological techniques to cope with, and even thrive upon, the ill fortune that comes your way, i.e. imagine how things could have been worse, don't dwell on the ill fortune, and take control of what is controllable.

Source: Richard Wiseman's book, The Luck Factor: Changing Your Luck, Changing Your Life: The Four Essential Principles, Miramax Books, 2003



Strategies To Recognize and Profit From Opportunities:

- ✓ Read odd stuff – look anywhere for ideas
- ✓ Ask dumb questions. The computer mouse came as a result of someone asking, "How come computer commands all come from keyboards?"
- ✓ Believe – if only for a little while – that absolutely anything and everything is possible, and that any hurdles (if there are any) will be easily overcome by resources and avenues that will present themselves to you
- ✓ Train without limits – pick up the tab for training unrelated to work which helps keep everyone engaged and brings new ideas to the table
- ✓ Take anti-NIH (not invented here) pills
- ✓ Listen to everyone; ideas come from anywhere
- ✓ Nurture intuition and peripheral vision
- ✓ Start "Possibility scanning" - requires an openness, sense of gratitude and appreciation, a willingness to ask new questions and not nay-say or edit
- ✓ Stir curiosity – Sony chairman, Akio Morita, said that igniting youthful, dormant curiosity in followers is the lead dog's top task
- ✓ Spread confusion in your wake – keep people off balance, don't let the ruts go deeper than they already are