

HOW HIGH PERFORMERS THINK ABOUT OPPORTUNITY

You helped me see things I couldn't see. Run at projects I thought too big. Succeed at the "impossible."

- FTSE 100 Executive

Top
Executive
Coach

Peter Botting



HOW HIGH PERFORMERS THINK ABOUT OPPORTUNITY

SPOT, EVALUATE, AND ACT ON
OPPORTUNITIES WITH
PRECISION

High performers don't wait for opportunities to fall into their laps - they create, recognise, and act on them strategically.

Their mindset is proactive, disciplined, and focused on value creation.

Understanding how high performers approach opportunity can transform your career, business, and personal growth.



SEE OPPORTUNITY EVERYWHERE

High performers train themselves to notice potential in everyday situations. They view challenges, change, and setbacks as possible opportunities.

Example: A missed project deadline becomes a chance to propose process improvements.



FOCUS ON LEVERAGE

Not all opportunities are equal. High performers assess potential impact versus effort. They prioritise opportunities that offer the highest return.

Tip: Ask yourself: “Which actions will move the needle the most?”



ACT QUICKLY

Timing matters. High performers recognise windows of opportunity and take decisive action. Hesitation can turn an advantage into a missed chance.

Tip: Create small experiments to test ideas without overcommitting resources.



MAINTAIN A GROWTH MINDSET

They view learning and adaptation as integral to opportunity. Failures are data points, not dead ends.

Tip: Treat every attempt as a learning opportunity to improve future outcomes.



THINK LONG-TERM

High performers weigh short-term gains against long-term strategic value.

They seek opportunities that align with their overarching goals.

Example: Choosing a challenging project that builds skills and visibility over a comfortable but low-impact assignment.



NETWORK STRATEGICALLY

They know that opportunities often come through relationships.

Building genuine connections expands access to unseen possibilities.

Tip: Focus on mutually beneficial relationships, not just transactional contacts.



CHALLENGE CONVENTIONAL WISDOM

High performers question assumptions and look for under-appreciated opportunities others might miss.

Tip: Ask, “Why is this the way it is, and how could it be better?”



BALANCE RISK AND REWARD

Opportunities inherently carry risk. High performers analyse risk intelligently and are willing to take calculated bets.

Tip: Map potential outcomes and prepare contingencies before committing.



MAINTAIN CURIOSITY

Curiosity drives exploration. High performers stay informed, ask questions, and explore new ideas continuously.

Tip: Dedicate time weekly to research trends, technologies, or market shifts.



STAY RESILIENT

Opportunities can be blocked or delayed. High performers persist, adapt, and find alternative paths rather than giving up.

Example: When a deal falls through, they pivot to a new strategy or market.



PRIORITISE VALUE CREATION

They focus on how their actions create value for others - clients, colleagues, or stakeholders - which amplifies opportunity.

Tip: Ask, “How does this benefit others, and how can I maximize that impact?”



KEEP OPTIONS OPEN

High performers don't lock themselves into a single path. They explore multiple possibilities simultaneously to stay agile.

Example: Maintaining several project proposals rather than relying on just one.



REFLECT AND REFINE

Regular reflection allows them to learn from past decisions and improve their ability to spot opportunities in the future.

Tip: After each major decision, note what worked, what didn't, and why.



EMBRACE CREATIVITY

They look for non-obvious solutions.
Innovative thinking often uncovers
opportunities invisible to others.

Tip: Brainstorm without limits before filtering
ideas for feasibility.



ALIGN OPPORTUNITIES WITH STRENGTHS

High performers pursue opportunities that leverage their skills and experience, maximising effectiveness and impact.

Tip: Identify your top three strengths and focus on opportunities where they matter most.



STAY INFORMED AND AHEAD

They monitor trends, competitors, and industry shifts to anticipate opportunities before they appear widely.

Tip: Schedule time to read, listen, and learn strategically each week.



TAKE OWNERSHIP

High performers assume responsibility for creating and seizing opportunities rather than waiting for external validation.

Tip: Treat challenges as your domain to solve, not someone else's problem.



BE DECISIVE

They make choices confidently, using available data while accepting uncertainty as part of the process.

Tip: Avoid “analysis paralysis” by setting clear decision criteria.



CULTIVATE CONFIDENCE

Belief in their abilities allows high performers to pursue challenging opportunities others avoid.

Tip: Build confidence through preparation, practice, and incremental wins.



CONTINUOUSLY EXPAND CAPACITY

Finally, high performers invest in themselves - skills, knowledge, and networks - to ensure they are ready when opportunity strikes.

Tip: Treat personal growth as an ongoing opportunity accelerator.



FINAL THOUGHT

High performers don't stumble into success - they intentionally **position** themselves to see, evaluate, and act on opportunities.

Adopting these habits and mindsets allows you not just to respond to opportunities but to actively shape them, creating a path to sustained achievement and influence.

EXECUTIVE INTERVIEW COACHING
FROM **6-TIME TEDMED**
AND SXSW
SPEAKER COACH

Peter Botting



Whether you are fighting to become Partner; seeking promotion or appointment to the Board; changing career or company; or struggling to jumpstart your career after redundancy... professional storytelling-based executive-level interview coaching could give you the edge and transform your life. And your income.



Stop being
Filtered OUT!
Buy The Workbook
now!

Available at
amazon

