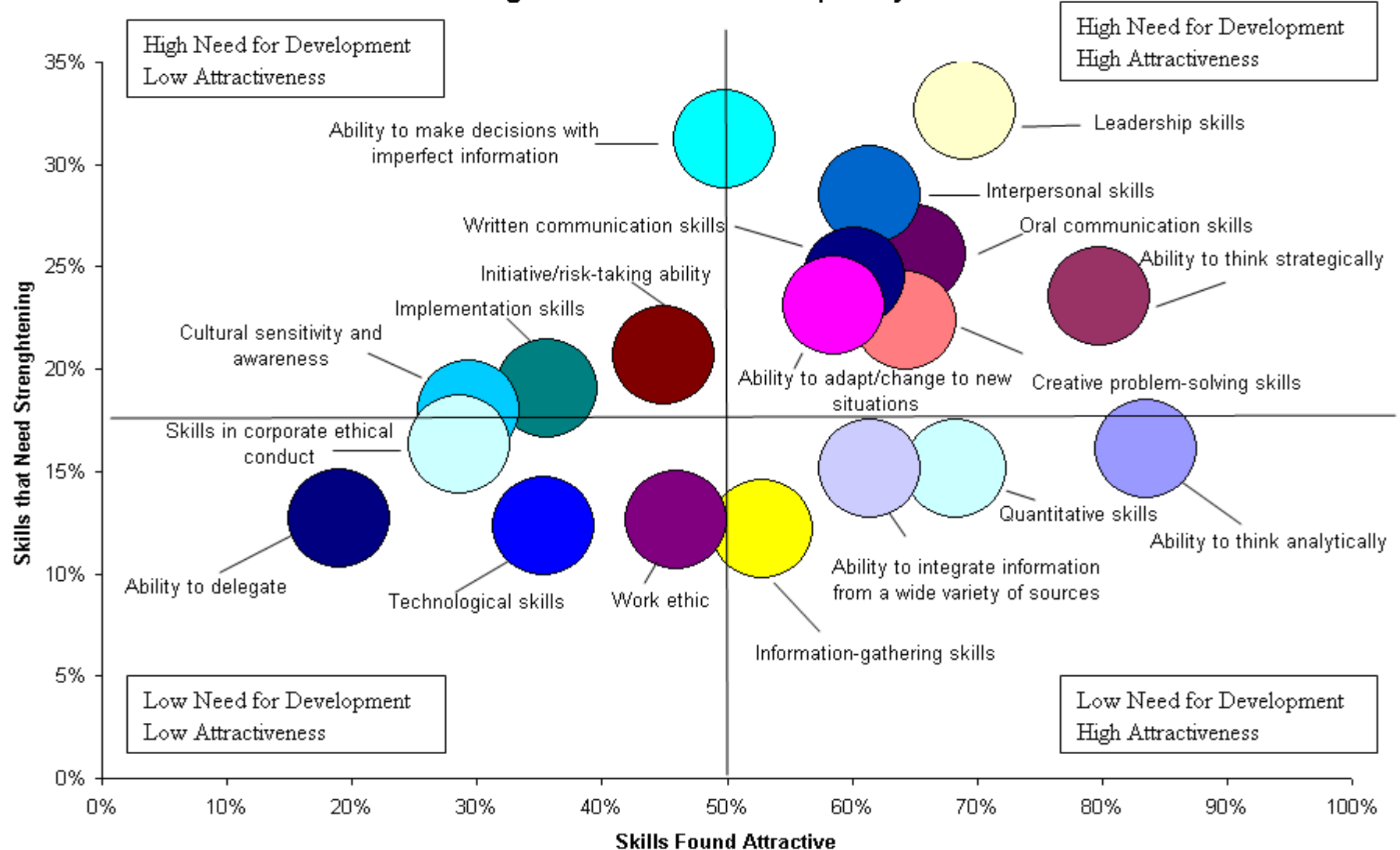


# Why do People Go to Business Schools?

- **Develop my management knowledge and technical skills**
- **Be an exciting challenge**
- **Give me a sense of personal satisfaction and achievement**
- **Improve my long term income and financial stability**
- **Provide the professional credentials I need for advancement**
- **Allow me to remain marketable (competitive)**
- **Building relationships and Networks**

# What Skills do students want to improve?

**Strengths & Weakness: Skill Gap Analysis**




Source – Corporate Recruiters Survey 2003-04

# The core competencies of a Manager



- Management in a Complex World
- Managing Decisions
- Managing Business Resources
- Delivering Customer Value
- Leadership and Change management
- Managing Diversity and Different Cultures



**Mindset:**  
**state or frame of mind,**  
**attitude, approach,**  
**way of thinking,**  
**outlook**



**CATALYTIC  
MINDSET**

**REFLECTIVE  
MINDSET**

**GLOBAL  
MINDSET**

**ANALYTIC  
MINDSET**

**COLLABORATIVE  
MINDSET**

# CLARIFYING THE DIFFERENT MINDSETS

## NEW MINDSET

**Global Mindset**

**Analytic Mindset**

**Collaborative mindset**

**Reflective Mindset**

**Catalytic Mindset**

## Global Mindset

- Worldwide
- International
- Universal
- Comprehensive
- Total
- Inclusive
- Overall
- Large scale
- Macro

# CLARIFYING THE DIFFERENT MINDSETS

## NEW MINDSET

Global Mindset

Analytic Mindset

Collaborative mindset

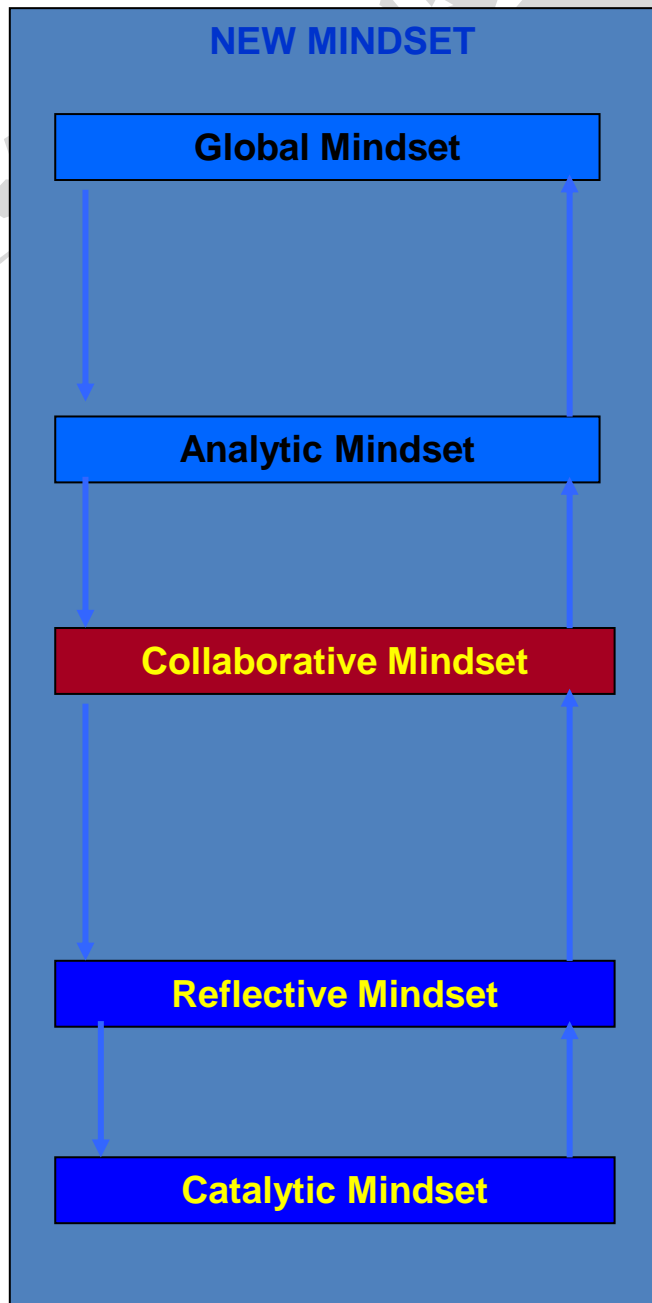
Reflective Mindset

Catalytic Mindset

## Analytic Mindset

- Logical
- Investigative
- Diagnostic
- Systematic
- Critical
- Methodical
- Questioning
- Reasoned
- Rational

# CLARIFYING THE DIFFERENT MINDSETS



## Collaborative Mindset

- Work together
- Join forces
- Team up
- Work in partnerships
- Pool resources
- Act as a team
- Cooperate with each other



# CLARIFYING THE DIFFERENT MINDSETS

## NEW MINDSET

Global Mindset

Analytic Mindset

Collaborative Mindset

Reflective Mindset

Catalytic Mindset

## Reflective Mindset

- Meditative
- Contemplate
- Brooding
- Deep in thought
- Absorbed
- Introspective
- Wistful

# CLARIFYING THE DIFFERENT MINDSETS

## NEW MINDSET

Global Mindset

Analytic Mindset

Collaborative Mindset

Reflective Mindset

Catalytic Mindset

**Catalytic Mindset**

**Means,**

- Channels,
- Vehicles
- Methods
- Mediums,
- Mechanisms for change

<p>01 Purposeful Coaching and Mentoring</p> 	<p>02 Corporate Governance and Character</p> 	<p>03 Aligned Competency Development</p> 	<p>04 Innovative Problem solving</p> 	<p>05 Emotional and Spiritual Intelligence.</p> 	<p>06 High Impact Authentic Leadership</p> 
<p>07 Strategic Facilitation and Project Management</p> 	<p>08 High Impact Team Effectiveness</p> 	<p>09 People Management Best Practices</p> 	<p>10 Talent Review by Design</p> 	<p>11 Sustained Performance Management</p> 	<p>12 High Performance Culture</p> 
<p>13 Organisational Design and Restructuring</p> 	<p>14 Gaining Competitive Advantage</p> 	<p>15 Purposeful Appreciative Conversations</p> 	<p>16 Facilitating Perpetual Change</p> 	<p>17 Holistic Individual and Organisational Wellness</p> 	<p>18 From Success to Sustainable Significance</p> 

Developing your REFLECTIVE, ANALYTICAL, COLLABORATIVE, OPERATIONAL, CATALYTIC and GLOBAL MINDSET  
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