



Achieving Performance Excellence

Subject: Attitude

Title: The Art of Possibility

Author(s): Rosamund and Benjamin Zander

Summary:

The authors provide a how to book for changing your perspective on surrounding circumstances. Their premise is that there is much more potential in a given situation than most people realize or think about. The practices in the book intend to help you shift your posture, perceptions, beliefs, and thought processes.

Top take away points –

- We perceive only the sensations we are programmed to receive. We recognize only those that we have mental maps or categories for. Our problems only appear unsolvable inside our particular frame of reference. Challenge the assumptions you are making about the problems you face and ask yourself what you could do differently.
- Life is arranged in hierarchies and competition is the vehicle to success. View the world as a world of abundance and take more risks.
- Give yourself an A not as an expectation to live up to, but as a possibility to live in to. Recognize that perceived mistakes are really opportunities for learning. Create a vision for yourself. Recognize and expand on the universal desire to contribute to others.
- Declare yourself to be a contribution. Throw yourself into life as someone who makes a difference.
- Anyone can be a leader no matter your position. Become a leader and be the best at whatever you do.
- Don't take yourself so seriously. This allows others to connect with you.
- Be present to the way things are, including your feelings about the way things are. When you make a mistake reroute your attention to the higher purpose at hand. When we treat abstractions as though they are reality it reduces our ability to see the way things actually are and reduces our ability to accomplish what we say we want to accomplish.
- Notice where you are holding back and release the barriers that keep you separate and in control. Allow yourself to participate fully in your passions. Passion provides the momentum to build business plans, establish working teams, settle individual demands, and it gives urgency to effective company wide communication.
- Enrollment is the art of generating a spark for others to share. Passion is the igniting force. Abundance is the context. Enrollment is giving yourself as a possibility to others and being ready to catch their spark.
- Recognize that you are the framework for everything that happens in your life. Accept responsibility for everything that happens in your life. That means that you can transform your experience into an experience you care to live with. Turn all of your attention to what you want to see happen. Focus on repairing a breakdown in relationship. The source of any problem you have is within yourself.

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- Dreaming can make a difference. Have the courage and persistence to distinguish the downward spiral from the radiant realm of possibility in the face of any challenge. Distinguish what is “on the track” and what is “off the track” of your framework of possibility.

Review:

What’s good-

This is a great book. It will leave you inspired and, hopefully, motivated to implement the practices in your daily thinking. Doing so will start you on the path to the development of success attitudes. The importance of our thoughts and attitudes are frequently dismissed as unimportant or impractical when nothing could be further from the truth. Reality begins with our thoughts and attitudes. We can change our reality by changing our thoughts and attitudes. We need to feed our minds with positive thoughts and possibility thinking. I would recommend that you buy not one copy of this book, but many to give to those you work with and your loved ones.

What’s might not be so good-

As one of the authors states the practices are simple, but they are not easy. If you read the book once and then set it aside telling yourself that was a fun and interesting book you have missed the boat. Read the book over and over and ask yourself at each challenge that you face which practice might help me to overcome this challenge.