



# The Art of Possibility

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# An age-old story

A shoe factory sends two marketing scouts to a region of Africa to study the prospects for expanding business. One sends back a telegram saying

*Situation Hopeless Stop No one wears Shoes*

The other writes back triumphantly

*Glories Business opportunity Stop they have no shoes*

# 1. It's all Invented

- \* The frames our minds create define and confine what we perceive to be possible
- \* Every problem, every dilemma, every dead end in life, only appears unsolvable inside a particular frame or point of view
- \* Enlarge the box or create another frame around the data, and problems vanish, while new opportunities appear

It's all  
Invented

### How to Practice

Ask the following question:

- \* What assumption am I making
  - \* That I am not aware I am making
  - \* That gives me what I see?
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After the answers, ask the following

- \* What might I know invent
- \* That I haven't yet invented
- \* That would give me other choices ?

## 2. Universe of Possibility

- \* When oriented to abundance, care less about being in control and take more risks
- \* Give away short term profits in pursuit of a bigger dream taking a long view without being able to predict the outcome
- \* In the *measurement* world, set a goal and strive for it. In the *Universe of possibility* set the context and let life unfold

# Universe of Possibility

## How to Practice

How are thoughts and actions, in this moment, reflections of the measurement world ?

And how now ?

## 3. Giving an A

- \* Enlivening way of approaching people that promises to transform
- \* Shift in attitude that makes it possible to speak freely about your (own) thoughts and feelings while, at the same time, support others to be all they dream
- \* Practice of giving an A transports relationships from the world of measurement into the Universe of possibility

## 4. Being a Contribution

- \* Unlike success and failure, contribution has no other side. It is not arrived at by comparison
- \* “Is it enough”
- \* “Am I love for who I am or what I have accomplished?”; both questions replaced by the joyful question
- \* “How will I be a contribution today”



# Being a Contribution

## How to Practice

1. Declare yourself to be a contribution
2. Throw yourself into life as someone who makes a difference, accepting that you may not understand how or why
  - Naming oneself and others as a contribution produces a shift away from self-concern and engages us in a relationship with others that is an arena for making a difference.

## 5. Leading from any Chair

- \* Metaphor of Music – a Conductor music enjoys a leadership mystique of significant magnitude
- \* The profession of conductor is one of the last bastions of totalitarianism in the civilized world

## 6. Rule Number 6

- \* Rule Number 6 ***“Don’t take yourself so go—damn seriously”***. A plaque with inscription on both ways “Remember Rule Number 6” stood on desks
- \* Calculating Self portrayed as a ladder with a downward spiral; which represents the slippage that occurs when we try to control people and circumstances to give ourselves a boost. Resigned way of speaking that excludes possibility
- \* Central Self term used to embrace the remarkable generative prolific. Confident that it can deal with whatever comes its way, it sees itself as permeable rather than vulnerable, and stays open to influence, to the new and the unknown

## 7. The Way things are

- \* Being present to *the way things are* is not the same as *accepting* things as they are in the resigned way
  - doesn't mean drown out your negative feelings or pretend you like what you really cannot stand
  - doesn't mean to work to achieve some "higher plane of existence" to transcend negativity
  
- \* Simply means, *being present without resistance* being present to what is happening and present to your reactions, no matter how intense

# 7. The Way things are

## How to Practice

Ask the question – “What do we want to do from here” (the capacity to be present to everything that I happening, without resistance, creates possibility)

Begin with the *Way Things Are by*

- clearing “Shoulds” – move attention on *how things should be* to *how they are*
- closing exits – *staying with the feelings, whatever they are*
- clearing judgement – *good and bad* are categories we impose on the world – they are *not the world itself*
- Distinguishing Physical and conceptual reality – to separate conclusions about events from our description of the events themselves until possibility opens up

## 8. Giving way to Passion

All around is vibrancy and energy. The universe is sparking with generative power

### How to Practice

1. The first step is to notice where you are holding back and let go.
2. The second step is to participate wholly. Allow to be a channel to shape the stream of passion into a new expression for the world.

# 9. Lighting a Spark

## How to Practice

Enrolment is the art and practice of generating a spark of possibility for others to share

- 1. Imagine that people are an invitation for enrolment
- 2. Stand ready to participate, willing to be moved and inspired
- 3. Offer that which lights up
- 4. Have no doubt that others are eager to catch the spark

# 10. Being the Board

*Rename yourself as the board on which the whole game is being played. (When I drive, I take the statistical risk; I own that what happens on the road happens in my sphere of consciousness and choice)*

*Gracing with responsibility for everything that happens leaves freedom to chose again*

*This practice launches on soaring journey of transformation and development with others. Rewards being self-respect, connection of the deepest, and a straight road to making a difference*



# 11. Frameworks for Possibility

## How to Practice

1. Make a new distinction in the realm of possibility; one that is a powerful substitute for the current framework of meaning that is generating the downward spiral (*read the beautiful story p 164 of the book*)
2. Enter the territory. Embody the new distinction in such a way that it becomes the framework for life around you (*read the beautiful story p 165 of the book*)
3. Keep distinguishing what is “on the track” and what is “off the track: of your framework for possibility.

## 12. Telling the We Story

I am done with great things and big plans, great institutions and big successes. I am for those tiny, invisible loving human forces that work from individual to individual, creeping through the crannies of the world like so many rootlets or like the capillary oozing of water, yet which, if given time, will rend the hardest monuments of human pride

- William James

# Good quotes from the book

Speaking in possibility springs from the appreciation that what we say creates a reality, how we define things sets a framework for life to unfold

The practice of being with *the way things are* allows to alight in a place of openness, where “the truth” readies us for the next step, and the sky opens up

Love is neither about self-determination nor sacrifice. It is a context in which two people build the life they want together

Strength and independence are qualities that can enhance a relationship



# Thank you

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- Disclaimer:
1. This is just a summary; for better understanding highly recommend reading the full book
  2. The summary is based on my learning, what resonates with me after reading the book
  3. Please excuse for any errors or mis-representation