

**THE ART OF POSSIBILITY**

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**TARGETED LEARNERS: Elective**

**OBJECTIVE: To take the Zander principles and offer connections to chorus and quartet life, membership satisfaction and chorus attitude.**

**I. Introduction**

**A. Students write 3-5 perceptions of leadership – discuss on flip chart**

**B. Show new leadership characteristics- OH**

1. Is about relationships.
2. Focuses on conversations.
3. Creates a connection instead of a division.
4. Calls up passion rather than fear.
5. Operates under a vision that has no limits.
6. Offers him or herself in a role of service that dignifies the spirit of man.
7. Doesn't take himself or herself too seriously.
8. Makes others powerful.
9. Enrolls others in the vision

**II. Share questions to be discussed at end of film. OH**

- A. Why do Roz and Ben say that leadership is an art of possibility?
- B. What does Ben mean by “Throw yourself in the pond and notice the ripples?”
- C. We can choose every day whether we sit in the front or back of the room:  
Where are you sitting... and why?  
Where do you usually sit?  
What did the majority of the class choose today?
- D. What is a downward spiral conversation?
- E. What does Ben suggest you tell the ‘voice in the head’ when it starts a downward spiral?
- F. Explain the relevance of the Aspen Tree roots being a model for humans.  
Why would we behave differently?
- G. Why does the music metaphor help us understand a new way of being?
- H. What is meant by “The end of the hunting season in the human experience?”  
What were we hunting and what do we need to be focusing on now?
- I. What does Ben mean by Shining Eyes?
- J. What does Roz mean: Giving everybody an “A” is a possibility to live into, not a standard to live up to?

**III. View Videotape: An Art of Possibility – 27 minutes**

**IV. Discuss questions and concepts from film. (Several OH's and a HO)**

- A. Brainstorm ways you might enroll each voice in the vision.
- B. Discuss downward spiral conversation and possible solutions.
- C. Discuss behaviors that shut others down & behaviors that inspire shining eyes.

**V. Wrap: Solicit from students one way (at least) that they can implement something from this film this very week, and on into next rehearsal.**

## AN ART OF POSSIBILITY

### A Sampling of Ben and Rosamund Zander Wisdom

#### KEY CONCEPTS:

1. The art of leadership is about a new way of being
2. Speak possibility: Recognize conversations in the downward spiral and enroll people in the journey to radiating possibility.
3. Everyone can lead from wherever she stands!
4. Lead by making others more powerful. ( The conductor does not make a sound!)
5. Enroll every voice in the vision.
6. Look for shining eyes. What am I doing that keeps them from shining?
7. Quiet the voice in your heart that says, “I can’t do it!”
8. Everyone gets an “A” (Give people a possibility to live into, not an expectation to live up to.)
9. Invent a new game: “I am a contributor.” Ask yourself, “How will I contribute today?”
10. Never doubt the capacity of the people you lead to accomplish whatever you dream for them.
11. The leader is the Relentless Architect of the Possibility that Others Can Be.
12. First rule of leadership...Remember Rule # 6!

**BOOK:**     *The Art of Possibility* by Rosamund Stone Zander and Benjamin Zander  
“Transforming Professional and Personal Life”, Penguin Books, 2000

#### **Objective Of Book:**

To provide the reader the means to lift off from that world of struggle and sail into a vast world of possibility

The authors’ harmoniously interwoven perspectives provide a deep sense of the powerful role that the notion of possibility can play in every aspect of life. Through uplifting stories, parables, and personal anecdotes, the Zanders invite us all to become passionate communicators, leaders, and performers whose lives radiate possibility into the world.

#### **Points to Ponder....**

- Draw a different frame around the same set of circumstances & new pathways come into view.
- It is dangerous to have our musicians so obsessed with competition because they will find it difficult to take the necessary risks with themselves to be great performers.

- Regarding possibility thinking: Virtually everybody wakes up in the morning with the unseen assumption that life is about the struggle to survive and get ahead in a world of limited resources.
- The lesson I learned is that the player (musician) who looks the least engaged may be the most committed member of the group. A cynic, after all, is a passionate person who does not want to be disappointed again.
- The answer to the mystery of stage nerves turned out to be the same as the secret of life: It's all a matter of invention.
- In the game of *contribution* you can wake up each day and bask in the notion that you are a gift to others. You instantly shift the contest from one of survival to one of opportunity for growth.
- 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.
- Throw yourself into life as someone who makes a difference, accepting that you may not understand how or why.
- There is no such thing as “bad weather”...only inappropriate clothing!
- A director can be easily seduced by the public’s extraordinary attention to her unique offering and come to believe that he/she is personally superior. A leader who feels she is superior is likely to suppress the voices of the very people on whom she must rely to deliver her vision alive and kicking.
- How dispiriting it is for singers when a director, as often happens, gets angry and blames the chorus when she herself made the mistake, in the vain hope that nobody will have noticed.
- A monumental question for leaders in any organization to consider is: How much greatness are we willing to grant people?
- BE the board on which the game is played.
- Ben Zander quoting Nelson Mandela quoting Marianne Williamson in *A Return to Love*:

“Our deepest fear is not that we are inadequate,  
 Our deepest fear is that we are powerful beyond measure.  
 It is our light, not our darkness, that most frightens us.  
 We ask ourselves, who am I to be brilliant, gorgeous, talented and fabulous—  
 Actually, who are you not to be?

You are a child of God.  
 Your playing small doesn’t serve the world.  
 There is nothing enlightened about shrinking so that other people  
 Won’t feel insecure around you.  
 We were born to make manifest the glory of God within us.  
 It is not just in some of us; it is in everyone.  
 And as we let our own light shine; we unconsciously  
 Give other people permission to do the same.”