



The Art of the Possible: Create an Organization with No Limitations is an easy-to-use integrated leadership and management guide, written by one of the nation's leading authorities on public contracting.

Designed to improve performance in any organization, each chapter explores one of seven best practices: get focused, surround yourself with talent, think strategically, forge a high-performance team, manage the fundamentals, maintain discipline, and communicate.

Packed with useful guidelines, checklists, and self-assessment tools, the primary objective of this concise book is to move the reader to action and to create an organization where things get done.

This is not a book about management-theory; rather, the steps to success outlined here are practical and proven, relying on hard work and a focus on the positive.

From management personnel in private businesses and government agencies to non-profits and civic organizations, *The Art of the Possible: Create an Organization with No Limitations* is sure to become an indispensable resource for today's developing leaders.

ForeWord Clarion Review



Five Stars (Out of Five)

The Art of the Possible is an excellent playbook for business leaders, entrepreneurs, MBA students, or others interested in applying a systematic, practical approach to creating a successful organizational culture that focuses on the potential.

-Cindy Kryszak



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The Art of the Possible, defines the 7 best practices for business. Within these practices are answers. Answers that will help you get focused and define your purpose. Answers that will help you build and develop a team of talented professionals, who are all dedicated and working toward the same end result. That end result is an organization without limits, without boundaries. An organization with endless possibilities. An organization that practices the "Art of the Possible!"

"*The Art of the Possible* charts that path to success for all who are willing to work hard enough to follow it."

- Jed Babbin, former Deputy Undersecretary of Defense and Editor, Human Events

"...So very practical, not buzzwords or "flavors-of-the-month" but seven proven best practices."

- Randall A. Wotring, President, EG&G

"*The Art of the Possible: Create an Organization with No Limitations*," provides the reader a proven primer for success."

- Edward V. Garlich, Jr., Founder/Managing Director, Washington Research Group

"*Dan Jacobs'* book is a treasure trove of insights, concepts, and ideas that every aspiring manager should come to understand, appreciate and practice."

- Timothy J. Waters, Esq., Partner, McDermott Will & Emery

"Dan Jacobs' *The Art of the Possible: Create an Organization with No Limitations* does more than just combine proven best practices in leadership techniques and management processes. He quickly charts a relentless course for success using a step-by-step, straight-forward, no-nonsense approach for the creation of an organization with no limits. He offers clear, powerful guidelines, checklists and self-assessment tools to help any leader succeed – especially in high stakes environments where just being good is not good enough!"

- Frank J. Anderson, Jr., President, Defense Acquisition University

"Dan's book provides a cogent set of building blocks for becoming an effective leader. If you master his Art of the Possible, your desired outcome for any action or activity you pursue will not only be possible, but probable."

- Brent Armstrong, EVP, Performance Results Corporation

"This is a must read for anyone interested in building and improving an organization or managing a project to success."

- Michael Dallas, COO of Thomas Jefferson National Accelerator Facility

Sample Performance Support Tools

