Making a Quantum Leap:

What Can We do to Make a Much Bigger Investment in our Work More Likely?
Quantum Leap: The Real Deal
Quantum Leap: The Metaphor

Ohio Legislative Appropriations
Fiscal Years 1970-2009
Quantum Leap: The Metaphor

Total Legislative Appropriations
Fiscal Years 1970-2009
Quantum Leap!
Cat on my Head
Including:

Important new messages from:

- The British Romantic Poets...

and

- Howie Margolis, Brooklyn College ’65, 160 lb. touch-football star blocking back
and...Sally Field!
Lyrical Ballads  1798

Purpose:

...to illustrate the manner in which our feelings and ideas are associated in a state of excitement.
Coleridge’s Role as Visionary Poet

- persons and characters supernatural, or at least romantic

- a semblance of truth sufficient to procure for these shadows of imagination

- that willing suspension of disbelief for the moment, which constitutes poetic faith
Wordsworth’s Role as Visionary Poet

- by awakening the mind's attention from the lethargy of custom
- excite a feeling analogous to the supernatural
- directing it to the loveliness and the wonders of the world before us
Poetic Vision +
The World Before Us =

• an inexhaustible treasure

• but for which in consequence of the film of familiarity and selfish solicitude

• we have eyes, yet see not, ears that hear not, and hearts that neither feel nor understand.
Blake!

• Natural Objects always did & now do Weaken
deaden & obliterate Imagination in Me

• Wordsworth must know that what he Writes
Valuable is Not to be found in Nature…

• Imagination has nothing to do with Memory
Einstein

Imagination is more important than Knowledge
Scenarios:

• Your SAA gets (A Lot) more money
  *Because of this factor*…

• Examples of what this would look like?

• What preparation makes this scenario more likely?
Scenario #1

Your SAA gets a lot more money because…

--key decision makers want you to have it!
Sally Field! (1985)
Scenario #2

Your SAA gets a lot more money because…

--you can demonstrate **the need** for you to have it!
Scenario #3

Your SAA gets a lot more money because…

—you can demonstrate compelling demand for you to have it!
Scenario #4

Your SAA gets a lot more money because…

--you have **demonstrated** you can provide the **level of benefits** you say you will!
Scenario #5

Your SAA gets a lot more money because…

--you have a **tangible, achievable, measurable goal**!
Scenario #6

Your SAA gets a lot more money because…

You figured out the winning distribution formula!
Scenario #7

Your SAA gets a lot more money because...

--You enlisted an influential partner or stakeholder!
Scenario #8

Your SAA gets a lot more money because…

--in the past, you had that much or more!
Scenario #9

Your SAA gets a lot more money because…

--Another funding source was reduced or dried up!
Scenario #10

Your SAA gets a lot more money because…

--state revenues are up; money is available!
Scenario #11

Your SAA gets a lot more money because…

--You develop a supplemental or alternative revenue source!
Scenario #12

Your SAA gets a lot more money because…

--you can help achieve a priority goal of state government!
Scenario #13

Your SAA gets a lot more money because…

--you or your chair are new!
Scenario #14

Your SAA gets a lot more money because...

--new governor, new administrators, new party in power!
Scenario #15

Your SAA gets a lot more money because…

--your state wanted to fund the arts as much as or more than other states!
Scenario # ？

Your SAA gets a lot more money because…

--
Wrap-up Thoughts?

• “Goal to scale” exercise has multiple benefits
Remember Howie Margolis?
The Howie Margolis Principle

Fig. 1

Fig. 2

Diagram 30.
More “Goal to Scale” Exercise
Benefits . . .

• makes case for increments stronger

• prepares to demonstrate cost of reduced resources

• consistent with “public value” practice
Wrap-up Thoughts?

• How different is level of effort to make case for Big and make case for Little?

• What is risked by making case for Big?
ORID Feedback

• Objective -- What did we do?

• Reflective --

• Interpretive --

• Decisional --
ORID Feedback

- Objective -- What did we do?
- Reflective -- How do you feel about it?
- Interpretive --
- Decisional --
ORID Feedback

• Objective -- What did we do?
• Reflective -- How do you feel about it?
• Interpretive -- Was it relevant, useful?
• Decisional --
ORID Feedback

- Objective -- What did we do?
- Reflective -- How do you feel about it?
- Interpretive -- Was it relevant, useful?
- Decisional -- What will you do?
Thank you!
Quantum Leap!

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http://www.nasaa-arts.org