

Lessons from Ancient History

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Ecology – Water Quality Financial Assistance

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LESSON 1

(Genghis Kahn)

Hiring is your most important job. Constantly look for talent, and never limit your search.

When you find leaders, train them, keep them, and promote them.

LESSON 2

(Yu the Great)

Don't give up. Nothing worth doing happens overnight. Success comes from sticking around for the long haul.

LESSON 3

(Norte Chico)

Break out of your silo. Silos are great, they can foster creativity and teamwork, but if you never reach outside, you are limiting yourselves.

LESSON 4

(Indus Valley, British rail workers)

Don't destroy history.

LESSON 5

(**Tiglath Pileaser III, Croesus**)

Innovation is impossible to predict but seems obvious in hindsight. Remember that the old ways worked very successfully for a long time (and still do).

LESSON 6

(**Croesus, Oracle at Delphi**)

No matter who you get your advice from,
and no matter how much you pay for
that advice, it isn't always good advice.

LESSON 7

(**Aristagoras of Miletus, Athens**)

Beware sales pitches. Salesmen have their interests at heart, not yours. If something seems too good to be true, it probably is.

LESSON 8

(**Xerxes of Persia**)

Good engineering is a necessary starting point, but construction inspection, oversight, and management makes a project successful.

LESSON 9

(**Greek Hoplites**)

There is not a perfect technology.
Nothing addresses every problem.
Something built for one situation might
not work in other situations (but that
does not mean it is useless)

LESSON 10

(**Xerxes after Salamis**)

The obvious solution is not the only one available. Before trying the same failed approach again and again, consider other ways of achieving your goal.

LESSON 11

(Xenophon, Socrates, Oracle at Delphi)

When you hire someone for advice, ask
the right question.

LESSON 12

(Xenophon, Cyrus the Younger)

Leadership is more than telling people what to do. Leadership is being willing to share their burden, face the dangers, and work just as hard as you are asking them to.

LESSON 13

(**Xenophon of Athens**)

Sometimes the leader you are
waiting for is you.

(Also maniacal optimism)

LESSON 14

(Alexander, Scythe Chariots, the Gordian Knot)

It is never too late to bring creativity and
problem solving to bear.