

Issue 2

April - June 2009



Athens Information Technology (AIT)

AIT Grid News

The Gospel of Wealth

by Andrew Carnegie

“There is little success where there is little laughter”

In 1889, steel magnate and self-made millionaire Andrew Carnegie wrote an essay that would go on to change the way many of the world’s richest thought about their wealth and the responsibility that came along with it. “The Gospel of Wealth” was Andrew Carnegie’s attempt to infuse the business world – especially the upper class of self-made millionaires – with a new sense of philanthropy.

The central thesis of the essay focused on the dangers of wealthy entrepreneurs simply passing on their fortune to their children, or other persons and organizations that were not qualified to handle it. Instead of wasting money on frivolous expenses and using it inefficiently, Carnegie argued that such money should be put towards the public good. Thus, even as capitalism could indeed hurt some while benefiting others, poverty could in fact be tackled and solved by the very wealthy businessmen that had contributed to the problem.

The Gospel of Wealth was not an attack by Andrew Carnegie on the *laissez-faire* system of capitalism. In fact, it was exactly the opposite. While he acknowledged the unequal effects of the system, he believed that the corporation should be allowed to act as it pleased with little to no government interference. To counter the imbalance, however, Andrew Carnegie suggested that the responsibility falls squarely on the individual wealthy entrepreneur.

Why did he not believe in simply leaving money to his children? As he writes in his essay, history proves that most heirs to large fortunes use their inheritance foolishly, enjoying a life of luxury instead of investing it wisely and productively for the future or for the public good.

http://us.history.wisc.edu/hist102/pdocs/carnegie_wealth.pdf

The Importance of Cross-Cultural Awareness

Understanding and appreciating intercultural differences assures clear communication, successful negotiation, breaks down barriers, builds trust, opens horizons, and yields productive results.

Form, in many places, is more important than substance. It is not enough any more to be technically brilliant in today’s business world. A financially attractive proposal is no longer a guarantee of success, however, combined with being knowledgeable about a country’s history, its culture and traditions, is essential in order to succeed. Business and social protocol and etiquette are an indispensable part of conducting business internationally.

Investing the time to learn about the country in which an organization conducts business shows respect and demonstrates a comprehensive understanding of the country and its traditions.

In working with people from other countries, the correct gesture at the right moment can mean the difference between success and failure. In entertaining guests from/in another country, your dining manners define your personal image, which will be linked with your company’s image.

As we move forward, whether we are greeting an ambassador, a university dean, a counterpart from another organization, or a participant in a conference, we represent our country and our organization and will be judged accordingly.

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What's out there.....

IHT Reader Discussions on current affairs – give your opinion: <http://talk.iht.com/>

Cartoon/Humor in the NYT: <http://laughlines.blogs.nytimes.com/>

Dictionaries:

Dictionary & Thesaurus

<http://dictionary.reference.com/>

Online dictionary/translating (English-Greek-English)

<http://www.in.gr/Dictionary/>

Greek-English On-Line Dictionaries

<http://www.babylon.com/dictionary/2622/Greek-English-Online-Dictionary.html>

http://www.lexilogos.com/english/greek_dictionary.htm



Learning English with the BBC: <http://www.bbc.co.uk/worldservice/learningenglish/grammar/>

<http://www.bbc.co.uk/worldservice/learningenglish/>

Learning Business English with the BBC: <http://www.bbc.co.uk/worldservice/learningenglish/business/>

Learning News English with the BBC: <http://www.bbc.co.uk/worldservice/learningenglish/newseenglish/>

Express yourself...

....in ancient Greek:

Hurry! *Speu'de* (sg) / *Speu'dete* (pl)!

Ha! (surprise or suffering) *Papai'*!

Oh Ye Gods! *Ô sunte'leia!*

By the Gods, *Pros Theôn'* ...

I entreat you by Olympian Zeus, *Lis'somai Zénos' Olumpi'ou*, ...

Be kindly disposed to me! *Prospihilós' moi e'khe* (sg) / *e'khetē* (pl)!

Ah! (grief, anger, surprise, admiration) *Feu!*

Enough! *Pax!*

So be it! *Es'tó!*

...in Latin:

Acta non verba - Action not words

Acta sanctorum - Deeds of the saints

Ad absurdum - To the point of absurdity

Ad eundem - Of admission to the same degree at a different university

Ad eundem quo nemo ante iit - To boldly go where no man has gone before

Ad fontes - To the sources (motto of Renaissance Humanism)

Ad fundum - To the bottom / To the end (said during a generic toast, like bottoms up!)

Ad hoc - For a particular purpose. (improvised, made up in an instant)

Ad hominem - Appealing to a person's physical and emotional urges, rather than her or his intellect

Ad honorem - In honour. Honour not baring any material advantage

Appareo Decet Nihil Munditia?

Is It Not Nifty?



AIT is now a member of EFMD (www.efmd.org), a globally-recognized accreditation body of quality in management education and has established accreditation services for business schools and business school programs, corporate universities and technology-enhanced learning programs. EFMD is an international membership organization, based in Brussels, Belgium. With more than 700 member organizations from academia, business, public service and consultancy in 80 countries, EFMD provides a unique forum for information, research, networking and debate on innovation and best practice in management development.

...on the world

(Due to sensitive copyright issues, only resource links are provided).

How much can we blame DNA for who we are? Scientists have learned that the canonical "genes" account for an embarrassingly tiny part of the human genome: maybe 1 percent of the three billion paired subunits of DNA that are stuffed into nearly every cell of the body qualify as indisputable protein codes. Scientists are also learning that many of the gene-free regions of our DNA are far more willing to express themselves in ways that have nothing to do with protein manufacture. <http://www.iht.com/articles/2008/11/13/arts/snangier.php>

Found: An Ancient Monument to the Soul. In a mountainous kingdom in what is now southeastern Turkey, there lived in the eighth century B.C. a royal official, Kuttamuwa, who oversaw the completion of an inscribed stone monument, or stele, to be erected upon his death. The words instructed mourners to commemorate his life and afterlife with feasts "for my soul that is in this stele." <http://www.nytimes.com/2008/11/18/science/18soul.html?ref=world>

Artists in luxury sculpt China's new cultural revolution. As China sets out to rebuild its artistic heritage, support is coming from an unexpected source: the global luxury industry. The big brands have targeted China - both for exhibition displays and for collaborations with contemporary artists. <http://www.iht.com/articles/2008/11/11/arts/fchina.php>

The Story of Power. In the popular imagination, power tends to be viewed in one of two ways, both extreme. The first is totemic and tactical (how to get ahead at the office, to win friends and influence people). The other is epic and amorphous (the fate of markets, of vast global events and forces that seem beyond anyone's control, but especially yours)....Power is both these things, and more. At heart, it is best understood in terms of command and control. It is either the capacity to make others do as you wish (the command function) or to reorder the environment around you (the control function)....To study it intimately and specifically—how people get power, and how they wield it—is not only diverting (though, as Homer and Shakespeare knew, it is surely that). It is also illuminating, for understanding its accumulation and deployment enables us to learn, possibly, how to change the world around us, and the world at large.

<http://www.newsweek.com/id/176300>

Rudeness is the weak man's imitation of strength.

*Eric Hoffer
1902-1983*

The Evolutionary Search for Our Perfect Past. Remember when life was simpler, and diets weren't full of processed food and chemicals? No, not the 1950s. Increasingly, we are developing nostalgia for a much earlier epoch: the Pleistocene, when humans lived in small hunter-gatherer groups and didn't worry about high [cholesterol](#).

<http://www.nytimes.com/2009/01/20/health/views/20essa.html?ref=health>

Why we are, as we are. As the 150th anniversary of the publication of "On The Origin of Species" approaches, the moment has come to ask how Darwin's insights can be used profitably by policymakers.....No one is suggesting Darwinism has all the answers to social questions. Indeed, with some, such as the role of hierarchies, it suggests there is no definitive answer at all—itself an important conclusion. What is extraordinary, though, is how rarely an evolutionary analysis is part of the process of policymaking. To draw an analogy, it is like trying to fix a car without properly understanding how it works: not impossible, but as likely as not to result in a breakdown or a crash. Perhaps, after a century and a half, it is time not just to recognise but also to understand that human beings are evolved creatures. To know thyself is, after all, the beginning of wisdom.

http://www.economist.com/science/displaystory.cfm?story_id=12795581

Brain: An apparatus with which we think we think.

*Ambrose Bierce
1842-191344*

The Devil's Dictionary

The Melting of the Melting Pot. For the world's would-be migrants, prospects for 2009 look bleak. The international Organization for Migration recently appealed to governments to resist the temptation to close their doors to job-seeking incomers as the global economy worsens.

<http://www.newsweek.com/id/176420>

The Way the Brain Buys. Retailers are making breakthroughs in understanding their customers' minds. Here is what they know about you. It may have occurred to you, during the course of a dismal trawl round a supermarket indistinguishable from every other supermarket you have ever been into, to wonder why they are all the same. The answer is more sinister than depressing. It is not because the companies that operate them lack imagination. It is because they are all versed in the science of persuading people to buy things—a science that, thanks to technological advances, is beginning to unlock the innermost secrets of the consumer's mind.

http://www.economist.com/science/displaystory.cfm?story_id=12792420

Why music? Biologists are addressing one of humanity's strangest attributes, its all-singing, all-dancing culture... They believe they have identified six ways that music affects emotion, from triggering reflexes in the brain stem to triggering visual images in the cerebral cortex.

http://www.economist.com/science/displaystory.cfm?story_id=12795510

As far as I'm concerned, progress peaked at frozen pizza.

*Bruce Willis
Die Hard 2*

18 Rules of Int'l Business Ethics

Dr. Stephan Rothlin, Center for International Business Ethics

1. If you strive to understand the values of different cultures, you will find common points.
2. If you analyze the facts, you will realize that honesty and reliability benefit you.
3. If you analyze case studies from different perspectives, you will discover the benefits of fair play.
4. Respecting your colleagues is the smartest investment you can make.
5. To increase productivity, provide safe and healthy working conditions.
6. To inspire trust, make your performance transparent.
7. Your loyal dissent can lead your institution in the right direction.
8. Downsizing your labor force is only beneficial when you respect each stakeholder.
9. To establish your brand name, act as a fair competitor.
10. Reduce the gap between the rich and poor by developing a new social security system.
11. If you act against discrimination, you will increase your productivity and profitability.
12. If you protect intellectual property, all stakeholders will receive their due share.
13. Ongoing changes in information technology require new forms of loyalty.
14. Your public relations strategy will only secure your reputation if it witnesses your drive for quality and excellence.
15. Your economic achievements will only stand on firm ground if you diminish corruption.
16. Long-term success urgently calls you to constantly care for the environment.
17. To become a refined player, sharpen your discernment and cultivate good manners.
18. Care for your business by caring for society.

Business Ethics: Why do Good People do Bad Things?

Not all corporate misdeeds are committed by bad people. In fact, a significant number of unethical acts in business are the likely result of foibles and failings rather than selfishness and greed. Put in certain kinds of situations, good people inadvertently do bad things.

<http://www.svnacd.org/Ethics.html>

<http://www.scu.edu/ethics/publications/ie/v10n2/peopleatwork.html>

Which Resume Should I Use?

Chronological résumé: Employment history is presented in reverse chronological order, with the most recent position listed first. Best for: Job searchers with a consistent and solid work history. Employers and recruiters often prefer chronological résumés because they are easy to understand and provide a clear view of a candidate's history.

Functional résumé: Focuses on a candidate's goals, skills, and accomplishments. Best for: Job searchers who are changing careers, have gaps in their employment, have a short employment history, are looking to reenter the workforce, or have a background that does not match the job desired.

Combination résumé: A combination of a chronological résumé and functional résumé. It highlights a candidate's experience and important skills and also provides a chronological history of employment. Best for: Job searchers changing industries, functionality, or those who are returning to an industry or industry sector.

Target résumé: All content – accomplishments, keywords, summary, etc. – is geared towards a position's requirements. Best for: Job searchers who possess an exact match in qualifications and experience for a certain position.

Curriculum Vitae (CV): In addition to the information contained in a chronological résumé, a CV includes presentations, publications, research, board memberships, hospital affiliations, etc. (the inclusion of information depends upon the profession). A CV is typically longer than the average résumé. Best for: Educators, researchers, scientists, attorneys, and physicians in the United States. CVs are different for other countries.

Networking résumé: A one-page résumé that highlights key achievements as the “bulk” of the information. It still lists the work history and education, but typically these items are only line-listed. It also includes a descriptive profile of a candidate. Best for: Job searchers with connections in their field who want to provide peers with a quick review of their individual strengths and accomplishments.

Mini résumé: A synopsis of career achievements, industry-specific knowledge, credentials, and other qualifications. Best for: Uploading to professional and social networking sites..

Easter



In the Orthodox Church the feast of Easter is officially called *Pascha*, the word which means the Passover. It is the eternal Passover from death to life and from earth to heaven.

Easter (*Pascha*) begins on the Saturday of Lazarus (the Saturday before Palm Sunday).

The Christian symbolism of Easter was first underlined by the Apostle Paul. When the Christians began to celebrate Easter, they retained some of the features of the Jewish Passover, while at the same time adding others. This can be seen from the paschal lamb and the red eggs.

People gather in church every evening throughout Holy Week, especially on Holy Thursday, Good Friday, and on Holy Saturday, the night of the Resurrection.

Holy Thursday is the day for dyeing eggs red. The egg, is a symbol of life, while red is the color of life.

In the evening, after the reading of the 12 Gospels, women undertake the decoration of the bier of Christ (*epitaphios*) with garlands of flowers, so that in the morning of Good Friday it is ready to receive the image of the body of Christ when He is taken down from the Cross.

Good Friday, the Procession of the Bier

Good Friday is a day of mourning. The drama of the death of Christ is followed with great devoutness. The icon of Christ is taken off the cross, wrapped in linen and put in the bier (*Epitaphios*) symbolizing the tomb of Christ.

Late at night the bier is carried through the town or village. A band or choir playing or singing solemn music precedes the procession; they are followed by the cantors, the clergy, women bearing myrrh, the altar boys carrying the liturgical fans, scouts and guides, and the people of the region, who sing the hymns throughout the procession. All along its route, people scatter flowers and perfumes on the *epitaphios*, and hold lighted candles in their hands.



Greetings during Easter

On Easter Day:	<i>Christos Anesti</i> (Christ is risen)
Response:	<i>Alithos Anesti</i> (Truly, He has risen)
Easter wishes:	<i>Kalo Pashcha</i> (Happy Easter)
During the forty days of Lent:	<i>Kali Sarakosti</i> (wishing you a good Lent)

Evzones (The Presidential Guard)



The Tomb of the Unknown Soldier

The Tomb of the Unknown Soldier at Syntagma Square is guarded by *Evzones*, the Presidential Guard. The tomb is at the bottom of a high wall on which a relief depicts a fallen soldier, surrounded by quotations from Pericles' funeral oration (www.wsu.edu/~dee/GREECE/PERICLES.HTM). Further inscriptions, left and right, tell of historic battles where Greek soldiers took part, the most recent one in Cyprus in 1974.

"Evzones"

Originally the name of the historical elite light infantry and mountain units of the Greek army in 1867. Today, it refers to the members of the Presidential Guard, a ceremonial unit that guards the Greek Tomb of the Unknown Soldier, the parliament and the Presidential Mansion.

The *Evzones* undergo very exclusive and rigorous training and are expected to be on constant alert. Each soldier mounts guard for one hour at a stretch, three times every 48 hours. They work in partners in order to perfect the coordination of their movements. They are not permitted to talk, move, or react to anything. Their ceremonial steps during the changing of the guard are specifically designed to stretch their muscles. When on duty they are not allowed to move unless the accompanying soldier gives them the order.

Their Uniform

The unit is famous around the world for its unique traditional uniform which is designed to be similar to the outfits worn by the *klefts* (mountain guerillas) who fought the Ottoman occupation of Greece. The most visible item of this uniform is the *fustanella* (skirt). Their proven valor and peculiar dress turned them into a popular image for the Greek soldier.

The *Evzones* have uniforms suited to the season. The red clogs with black pompoms and rivets underneath are standard equipment, and so are the white woolen stockings and the red caps with a waist long black tassel. The summer uniform is a khaki colored with a short pleated skirt, a belt and golden buttons, a collar and shoulder straps trimmed with blue bands. In winter, the uniform is blue-black. The uniforms are hand-made by special craftsmen in workshops within the barracks and take 80 days to make. The skirt has 400 pleats (one for each year of the Ottoman occupation). The leather clogs with black pompoms weigh 3 kg and have 60 nails studded into the soles so the *Evzone* does not slip.



The Parade

A full dress uniform is worn on special occasions, such as the grand changing of the guard on Sundays at 10:30 am. The full dress is a white shirt with very wide sleeves and a short white skirt, a belt and a black waistcoat with golden embroideries and a collar. The spectacular parade starts from the *Evzone* barracks on Irodou Attikou Street, behind the Parliament, and moves down Vasilissis Sofias towards Syntagma Square. The marching band is followed by the entire Presidential Guard.

There is a more frequent and smaller changing of the guard which takes place every hour on the hour, day and night, the year round. Three guards march from the camp accompanied by a soldier in regular military uniform. A little ceremony at the tomb marks the actual changing. Each guard is on duty one hour every six hours, which means four times in a 24-hour watch. Midway, after half an hour, they perform another ceremony at the tomb and finally change positions. Otherwise, they stand motionless outside their sentry boxes, except for occasionally kicking their rifle butts against the marble.

.... news...corrections...misc...

Correction: AIT Grid News 1, Jan–March 2009 - Arab Protocol

“I have a comment on an article published the new Jan-March 2009 edition. It is about "Business protocols in the Arab World". I would say that these protocols are outdated and have nothing to do with the Arab World. These protocols might be used in Saudi Arabia (www.cyborlink.com/besite/saudi-arabia.htm).

But also keep in mind that not all Saudi people are like that, most of their business men are highly educated and follow international business protocols, which is the case in any other country in the world.

Most importantly, none of the mentioned protocols apply on any other Arabic speaking countries. I am sure some of AIT staff who had visited Jordan and Lebanon can confirm this fact.

Therefore, I think changing the title to "Business protocols in Saudi Arabia" is a preferable”.
Mr. Ayman Bahu – MBIT 2007-2008



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please visit: www.ait.gr/news

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