

# Zamocitas<sup>97</sup>

Recopilado por:

*Dr. Keith L. Andrews*

*El carácter  
de cada hombre  
es el árbitro  
de su futuro.*

*Syro*

*By the work one  
knows the  
workman.*

*Jean de la Fontaine*

# **Zamocitas 97**

Recopilado por el Dr. Keith L. Andrews  
Director, Zamorano

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**ESTIMADO(A) GRADUADO(A) DE LA CLASE '97:**

Felicitaciones. Ha ganado el derecho de llamarse zamorano o zamorana. Quisiera reconocer su gran logro obsequiándole una copia de *Zamocitas'97*. Espero que este folleto, incompleto y sujeto a cambios posteriores, le ayude a entender y “digerir” las lecciones zamoranas.

Se preguntará el porqué de este folleto:

En primer lugar, es mi modesto intento para reafirmar la importancia de algunos de los elementos claves de la filosofía zamorana y de su *modus operandi*, utilizando palabras de otras personas. Es decir, los sabios del pasado y presente explican el valor de las ideas enseñadas y los hábitos adquiridos en Zamorano.

En segundo lugar, muchas de las citas enfocan su atención en aquellos elementos para una vida exitosa que no fueron incluidos en su experiencia zamorana. Acuérdesse que existen varios temas esenciales para una vida completa que se han dejado por fuera debido a que Zamorano no promulga ninguna filosofía política, ni ningún credo religioso o enfoque espiritual, a pesar de la importancia de éstos para una vida balanceada y llena de satisfacción.

Finalmente, *Zamocitas'97* proporciona ideas para su futuro desarrollo personal. Zamorano provee una educación técnica integral de primera categoría, pero no se puede aprender todo en solamente tres o cuatro años. Usted reconoce que el aprendizaje no se limita a los años escolares; sigue durante toda su vida. Le animo para que siga estudiando -- tanto en el campo, oficina y planta como, algún día de nuevo en el aula. Siempre piense en forma amplia, lea mucho y participe en diversas actividades que amplíen sus horizontes.

A propósito he dejado por fuera los clichés, las citas meramente bonitas y las citas sarcásticas e irónicas; todos los días recibimos una cuota de ideas superficiales y cínicas provenientes de la prensa, los medios y otras fuentes. Casi todas las citas en este folleto son como Zamorano: directas, pragmáticas y positivas.

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Una explicación adicional: independientemente del hecho de que las citas hacen referencia constante al sexo masculino, todas son tan relevantes para las zamoranas como para los zamoranos. Este es un hecho que es demostrado cada día por las exitosas alumnas y graduadas zamoranas.

Se preguntará ¿porqué he puesto tantas citas en inglés? Simplemente porque es el idioma internacional para la ciencia, tecnología y comercio. Este, junto a un tercero, e inclusive un cuarto lenguaje, mejorará grandemente sus oportunidades para el éxito personal así como también su habilidad para contribuir a la sociedad.

Lea este folleto críticamente. Consúltelo y a medida que vaya adquiriendo experiencia, añádale las citas que considere convenientes y, por favor, envíemelas para incluir en una edición futura.

Le deseo los mejores éxitos en su vida profesional y personal. Le animo para que siempre mantenga en alto el nombre de su **Alma Mater**. Y, por favor, observe que este folleto comienza y termina con "Acción".

KEITH L. ANDREWS  
Zamorano, 1997

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**ACCION**

Knowing is not enough; we must apply. Willing is not enough; we must do.

Johann Wolfgang von Goethe

Shallow men believe in luck... strong believe in cause and effect.

Ralph Waldo Emerson

La especulación es un lujo mientras que la acción es una necesidad.

Bergson

Mejor gastarse que enmohecerse.

Cumberland

Los cielos nunca ayudan al hombre que no quiere actuar.

Anónimo

A veces la impaciencia da más frutos que los más profundos cálculos.

William Shakespeare

He started to sing as he tackled the thing  
That couldn't be done, and he did it.

Edgard A. Guest

Every man feels instinctively that all the beautiful sentiments in the world weigh less than a single lovely action.

Lowell

Get good counsel before you begin: and when you have decided, act promptly.

Sallust

It is not the critic who counts, not the man who points out how the strong man stumbled, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives violently; who errs and comes short again and again; who

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knows the great enthusiasms; the great devotions; who spends himself in a worthy cause; who, at the best, knows in the end the triumphs of high achievements; and who, at the worst, if he fails, at least fails while daring greatly.

Theodore Roosevelt

He that is overcautious will accomplish little.

Schiller

Heaven never helps the man who will not act.

Sophocles

Out of the strain of the doing,  
Into the peace of the done.

Julia Woodruff

The finest eloquence is that which gets things done; the worst is that which delays them.

David Lloyd George

Trust the man who hesitates in his speech and is quick and steady in action, but beware of long arguments and long beards.

George Santayana

Intelligence is quickness to apprehend, as distinct from ability, which is capacity to act wisely on the thing apprehended.

Alfred North Whitehead

We should not judge a man's merits by his qualities, but by the use he makes of them.

Francois Duc de la Rochefoucauld

Well done is better than well said.

Benjamin Franklin

Good thoughts are no better than good dreams, unless they be executed!

Ralph Waldo Emerson

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Influence belongs to men of action, and for purposes of action nothing is more useful than narrowness of thought combined with energy of will.

Henri Frédéric Amiel

Even if you're on the right track, you'll get run over if you just sit there.

Will Rogers

The man who removes a mountain begins by carrying away small stones.

Proverbio Chino

### ADVERSIDAD

La desgracia puede debilitar la confianza, pero no debe quebrantar la convicción.

M. del Palacioc

Adversity introduces a man to himself.

Anónimo

God brings men into deep waters, not to drown them, but to cleanse them.

Ashey

Prosperity is a great teacher, adversity is a greater. Possession pampers the mind, privation trains and strengthens it.

Hazlitt

There is no education like adversity.

Benjamin Disraeli

As a rule, adversity reveals genius and prosperity conceals it.

Horace

Las calamidades son las verdaderas piedras de toque para el hombre.

Fletcher

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La dificultad no es sino una palabra para designar la cantidad de fuerza que es necesaria para vencer un obstáculo.

Warren

No hay hombre más desdichado que el que nunca probó la adversidad.

Demetrio

Los golpes de la adversidad son muy amargos pero nunca son estériles.

Renan

Porque el Señor al que ama, disciplina, y azota a todo el que recibe por hijo.

Hebreos 12:6

### AGRICULTURA

When tillage begins, other arts follow. The farmers, therefore, are the founders of human civilization.

Daniel Webster

El que antes de su muerte ha plantado un árbol, no ha vivido inútilmente.

Proverbio indio

Honra a los labradores, porque los que labran la tierra son el pueblo escogido por Dios.

Thomas Jefferson

El primer surco abierto en la tierra por el hombre salvaje, fue el primer acto de su civilización.

Lamartine

El tiempo empleado en el cultivo de los campos es muy dulce.

Proverbio Indio

A good farmer is nothing more or less than a handyman with a sense of humor.

E. B. White

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Farming looks mighty easy when your plow is a pencil and you're a thousand miles from a cornfield.

Dwight D. Eisenhower

La agricultura es la más noble de todas las alquimias, porque convierte a la tierra y aún a la majada en oro, y dá además al cultivador un premio de salud.

Chatfield

La vida del agricultor es la mejor calculada para la felicidad y para las virtudes humanas.

Quiney

El que posee el suelo posee hacia arriba hasta los cielos.

Juvenal

A field becomes exhausted by constant tillage.

Ovid

Alguién dijo: "es mejor morir envenenado que morir de hambre". Pero no existe necesidad ninguna de morir de hambre ni envenenado; existe tan solo la necesidad de cambiar nuestro raciocinio industrial por uno ecológico.

Ana Primavesi

Cada arada es una revolución.

Ana Primavesi

Blessed be agriculture! If one does not have too much of it.

Charles Dudley Warner

Para producir alimentos es necesario dejar las oficinas e incorporarse al campo, sudar y ensuciarse las manos. Este es el único idioma que entienden la tierra y las plantas.

Norman Borlaug

The wealth of a nation lies in her soils and their intelligent development.

Richard G. Moores

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**AHORRO**

Si añades lo poco a lo poco y lo haces así con frecuencia, pronto llegará a ser mucho.

Hesíodo

**AMBICION**

If you wish to reach the highest, begin at the lowest.

Publilius Syrus

**AMOR Y AMISTAD**

Never explain. Your friends do not need it and your enemies will not believe you anyway.

Elbert Hubbard

After the verb "to love", "to help" is the most beautiful verb in the world!

Bertha von Suttner

Getting people to like you is merely the other side of liking them.

Norman Vincent Peale

You can make more friends in two months by becoming interested in other people than you can in two years by trying to get people interested in you.

Dale Carnegie

**ASPIRACIONES**

El horizonte está en los ojos y no en la realidad.

Ganivet

Do not pray for easy lives. Pray to be stronger men. Do not pray for tasks equal to your powers. Pray for powers equal to your tasks.

Phillips Brooks

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**AUDACIA**

La audacia es en los negocios lo primero, lo segundo y lo tercero.  
Anónimo

La audacia lleva a los hombres al cielo o al infierno. Colofón

Who dares nothing, need hope for nothing. Schiller

No one reaches a high position without daring. Publilius Syrus

Fortune favors the audacious. Erasmus

Whatever you can do, or dream you can... begin it. Boldness has  
genious, power and magic in it.  
Johann Wolfgang von Goethe

Courage is the first of the human qualities because it is the quality  
which guarantees all the others.  
W. S. Churchill

One man with courage makes a majority.  
Andrew Jackson

**AUTODISCIPLINA**

If you wish to succeed in managing and controlling others - learn to  
manage and control yourself.  
J. H. Boeteker

The first thing any man has to know is how to handle himself.  
Training counts. You can't win any game unless you are ready to  
win.  
Connie Mack

He that would govern others, first should be master of himself.  
Philip Massinger

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If I miss one day's practice, I notice it. If I miss two days, the critics notice it. If I miss three days, the audience notices it.

Ignace Paderewski

### **AUTOESTIMA**

Immense power is acquired by assuring yourself in your secret reveries that you were born to control affairs.

Andrew Carnegie

Self-made men are always apt to be a little too proud of the job.

Josh Billings

The trouble with most of us is that we would rather be ruined by praise than saved by criticism.

Norman Vincent Peale

We are all more average than we think.

Gorham Munson

Don't compromise yourself. You're all you've got.

Janis Joplin

The easiest thing to be in the world is you. The most difficult thing to be is what other people want you to be. Don't let them put you in that position.

Leo Buscaglia

### **AUTORIDAD**

The highest duty is to respect authority.

Pope Leo XIII

Every great advance in natural knowledge has involved the absolute rejection of authority.

Thomas Huxley

### **BEBIDA**

La embriaguez no crea vicios, se limita a ponerlos en evidencia.

Séneca

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### BELLEZA

La hermosura que se acompaña con la honestidad es hermosura, y la que no, no es más que un buen parecer.

Miguel de Cervantes Saavedra

Remember that the most beautiful things in the world are the most useless, peacocks and lilies, for instance.

John Ruskin

### BUROCRACIA

Si quiere saber como hacer un buen trabajo, pregunte a las personas que lo hacen; no permita que una burocracia corporativa les diga a ellos como hacerlo.

Jack Reichert

Bureaucracy is a challenge to be conquered with a righteous attitude, a tolerance for stupidity, and a bulldozer when necessary.

Peter H. Diamandis

### CALIDAD

Usted gana clientes por la calidad en lugar del precio.

Jean Ridley

La calidad de un servicio o producto no consiste en lo que uno ponga en él, sino más bien lo que el cliente obtiene de él.

Peter Drucker

In every instance, we found that the best-run companies stay as close to their customers as humanly possible.

Thomas J. Peters

Los empacadores de paracaídas de la Segunda Guerra Mundial tenían un record inaceptable: abrían solamente 19 de cada 20 paracaídas empacados. El gerente descubrió que permitiendo a los empacadores el placer de probar los paracaídas, saltando de un avión, la calidad subió al 100%.

Anónimo

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**CALUMNIA**

La mayor venganza del que es sabio, es olvidar la causa del agravio.

Lope de Vega

Other people's opinions of me are none of my business.

Anónimo

**CAMBIO**

He that will not apply new remedies must expect new evils; for time is the great innovator.

Francis Bacon

If we did business with the consumer of the 90's the same way we did business with the consumer of the 80's, we'd be out of business in 2000.

Joseph Antonioni

Applaud the new, rough-cut or not, and yawn at even good performance that involves no bold moves and no fast-paced experiments.

Tom Peters

El arte del progreso consiste en preservar el orden en medio del cambio y de preservar el cambio en medio del orden.

Alfred North Whitehead

We ought not to be over-anxious to encourage innovations, in cases of doubtful improvement, for an old system must ever have two advantages over a new one; it is established and it is understood.

Charles Caleb Colton

La innovación nunca viene a través de la burocracia o jerarquía. Siempre proviene de individuos.

John Scully

Progress, far from consisting in change, depends on retentiveness... Those who can not remember the past are condemned to relive it.

George Santayana

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Even the most competent management probably bats, at best .300 in the innovation area, with one real success for every three tries.

Peter F. Drucker

### CAMPO Y CIUDAD

God made the country, and man made the town.

William Cowper

Cities force growth, and make men talkative and entertaining, but they make them artificial.

Ralph Waldo Emerson

I consider it the best part of an education to have been born and brought up in the country.

Luisa M. Alcott

The town is man's world, but this country life is of God.

William Cowper

Donde los palacios sean magníficos, los campos serán pobres y los graneros estarán vacíos.

Proverbio chino

### CARACTER

Mejor que el talento es el carácter.

Henrich Heine

El carácter de cada hombre es el árbitro de su fortuna.

Syro

Self-conquest is the greatest of victories.

Plato

When wealth is lost, nothing is lost,  
When health is lost, something is lost,  
When character is lost, all is lost!

Anónimo

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The great hope of society is individual character.

Edward Channing

Human improvement is from within outward.

James A. Froude

Talent is nurtured in solitude, character is formed in the stormy billows of the world.

Johann Wolfgang von Goethe

Aprende a gobernarte a ti mismo antes de gobernar a los otros.

Solón

True bravery is shown by performing without witness what one might be capable of doing before all the world.

Francois Duc de la Rochefoucauld

Physical bravery is an animal instinct, moral bravery is a much higher and truer courage.

Wendell Phillips

Strong and bitter words indicate a weak cause.

Victor Hugo

Nada muestra mejor el carácter de cada cual, que su manera de portarse con los necios.

Henri Amiel

Character is what you are in the dark.

Dwight L. Moody

The best index to a person's character is (a) how he treats people who can not do him any good, and (b) who can not fight back.

Abigail Van Buren

El triángulo de la buena conducta es honradez, justicia y recompensa.

Conducta

People are unreasonable, illogical and self-centered. Love them anyway. If you do good, people will accuse you of selfish, ulterior

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motives. Do good anyway. If you are successful, you will win false friends and true enemies. Succeed anyway. Honesty and frankness make you vulnerable. Be honest and frank anyway. The good you do today will be forgotten tomorrow. Do good anyway. The biggest people with the biggest ideas can be shot down by the smallest people with the smallest minds. Think big anyway. People favor underdogs but always follow top dogs. Fight for some underdogs anyway. What you spend years building may be destroyed overnight. Build anyway. Give the world the best you've got and you'll get kicked in the teeth. Give the world the best you've got anyway.

Robert Schuller

### CASTIGO

Trabaja en impedir delitos para no necesitar castigos.

Confucio

La impunidad de los delitos hace que estos se cometan con más frecuencia.

Simón Bolívar

### CIENCIA Y TECNOLOGIA

At the moment, we are an ignorant species, flummoxed by the puzzles of who we are, where we come from and what we are for. It is a gamble to bet on science for moving ahead, but it is, in my view, the only game in town ... We will need science to protect us against ourselves.

Lewis Thomas

The brightest flashes in the world of thought are incomplete until they have been proved to have their counterparts in the world of fact.

John Tyndall

The concern for man and his destiny must always be the chief interest of all technical effort. Never forget it among your diagrams and equations.

Albert Einstein

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**COMERCIO**

Commerce links all mankind in one common brotherhood of mutual dependence and interests.

James A. Garfield

Commerce is the equalizer of the wealth of nations.

William Gladstone

Whatever has a tendency to promote the civil intercourse of nations by an exchange of benefits is a subject as worthy of philosophy as of politics.

Thomas Paine

**COMIENZO**

Comenzar bien no es poco, pero tampoco es mucho.

Sócrates

Well begun is half done.

Horace

He that climbs a ladder must begin at the first rung.

Sir Walter Scott

The first step, my son, which one makes in the world, is the one on which depends the rest of our days.

Francois Marie Voltaire

**COMPAÑEROS**

Dime con quién andas y te diré quien eres.

Miguel de Cervantes Saavedra

Si vives con los cojos, aprenderás a renquear.

Proverbio latino

El que anda con sabios, sabio será; más el que se junta con necios será quebrantado.

Proverbios 13:20

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En todo tiempo ama el amigo y es como un hermano en tiempo de angustia.

Proverbios 17:17

El hombre que tiene amigo ha de mostrarse amigo; y amigo hay más unido que un hermano.

Proverbios 18:24

La única manera de poseer un amigo es serlo.

Ralph Waldo Emerson

### COMPENSACION

He is well paid that is well satisfied.

William Shakespeare

The man who will use his skill and constructive imagination to see how much he can give for a dollar instead of how little he can give for a dollar is bound to succeed.

Henry Ford

Folks who never do any more than they get paid to do, never get paid for any more than they do.

Elbert Hubbard

We will get paid what we are worth once we prove our worth.

Anónimo

I get satisfaction of three kinds. One is creating something, one is being paid for it, and one is the feeling that I haven't been sitting on my ass all afternoon.

Williams F. Buckley, Jr.

The more I want to get something done, the less I call it work.

Richard Back

You have to perform at a consistently higher level than others. That's the work of the true professional. Professionalism has nothing to do with getting paid for your services.

Joe Paterno

Nothing is pure and entire of a piece. All advantages are attended with disadvantages. A universal compensation prevails in all

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conditions of being and existence.

Hume

### **COMUNICACION**

Es mejor guardar silencio y pasar por ignorante, que hablar y eliminar cualquier duda.

Abraham Lincoln

### **CONDUCTA**

Todo hombre sea pronto para oír, tardo para hablar, tardo para airarse.

Santiago 1:19

The integrity of men is to be measured by their conduct, not by their professions.

Junius

La cortesía no cuesta nada y gana todo.

Montague

Manners must adorn knowledge and smooth its way through the world.

Chesterfield

### **CONFIANZA**

The confidence which we have in ourselves gives birth to much of that which we have in others.

Francois Duc de la Rochefoucauld

Society is built upon trust.

South

Be courteous to all, but intimate with few, and let those few be well tried before you give them your confidence.

George Washington

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**CONOCIMIENTO**

Todos quieren poseer conocimientos pero pocos están dispuestos a pagar su precio.

Juvenal

Much knowledge does not teach wisdom.

Heraclitus

Con el conocimiento se acrecientan las dudas.

Johann W. von Goethe

**CONSEJOS**

Many receive advice, only the wise profit by it.

Publilius Syrus

Admonish your friends privately, but praise them openly.

Publilius Syrus

El consejo rara vez es bien recibido, porque el que más lo necesita es el que menos lo desea.

Samuel Johnson

**CONSTANCIA**

Si sale, sale. Si no sale, hay que volver a empezar. Todo lo demás son fantasías.

Manet

Pero la abeja, que ignora estas verdades científicas, se lanza a volar, y no tan sólo vuela, sino que fabrica su poco de miel todos los días.

George Bernard Shaw

**COOPERACION**

Colmado de felicidad o de sufrimiento el corazón tiene necesidad de un segundo corazón. Alegría compartida es doble alegría; dolor compartido es medio dolor.

Fiedge

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## CREATIVIDAD

Creative activity is one of the few self rewarding activities.  
Being creative is like being in love!

Woody Flowers

If you do not expect the unexpected, you will not find it.

Heraclitus

The ideas I stand for are not mine. I borrowed them from Socrates.  
I swiped them from Chesterfield. I stole them from Jesus. And I put  
them in a book. If you don't like their rules, whose would you use?

Dale Carnegie

The value of an idea lies in the using of it.

Thomas Alva Edison

I never did anything worth doing by accident, nor did any of my  
inventions come by accident; they came by work.

Thomas Alva Edison

Any intelligent fool can make things bigger, more complex, and more  
violent. It takes a touch of genius - and a lot of courage - to move in  
the opposite direction.

Ernst F. Schumacher

## CUIDADO

Carelessness does more harm than a want of knowledge.

Benjamin Franklin

Hasten slowly.

Augustus Caesar

Un hombre sabio no pone todos sus huevos en una sola canasta.  
Miguel de Cervantes Saavedra

When you go to buy use your eyes, not your ears.

Proverbio Checoslovaco

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Observa detenidamente y habla con prudencia.

Miguel de Cervantes Saavedra

It is a good thing to learn caution by the misfortunes of others.

Publilius Syrus

### CURIOSIDAD

Curiosity is one of the permanent and certain characteristics of a vigorous intellect.

Samuel Johnson

La niñez y el genio tienen algo en común: La curiosidad.

Francis Bacon

### DEBER

It is not enough that we do our best; sometimes we have to do what is required.

W. S. Churchill

### DECISIONES

One cannot govern with buts.

Charles de Gaulle

Take time to deliberate; but when the time for action arrives, stop thinking and go in.

Andrew Jackson

What we think or what we believe is, in the end, of little consequence. The only thing of consequence is what we do.

John Ruskin

Whenever I make a bum decision, I just go out and make another.

Harry S. Truman

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No great marketing decisions have ever been made on quantitative data.

John Scully

A mind all logic is like a knife all blade. It makes the hand bleed that uses it.

Rabindranath Tagore

We know what happens to people who stay in the middle of the road. They get run over.

Aneurin Bevan

Whenever you see a successful business, someone once made a courageous decision.

Peter Drucker

It is a fine thing to be honest but it is also very important to be right.

Winston Churchill

No amount of sophistication is going to allay the fact that all your knowledge is about the past and all your decisions are about the future.

Ian E. Wilson

### **DESCONFIANZA**

Desconfía del hombre que te aconseja que desconfíes.

Etha Wheeler

### **DEUDA**

Debt is a bottomless sea.

Thomas Carlyle

El rico se enseñorea de los pobres, y el que toma prestado es siervo del que presta.

Proverbios 22:7

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**DICHA**

La dicha está donde la encuentras, muy rara vez donde la buscas.

Petit-Senn

**DINERO**

If money is your hope for independence, you will never have it. The only real security that a man can have in this world is a reserve of knowledge, experience, and ability.

Henry Ford

If a man goes into business with only the idea of making money, the chances are he won't.

Joyce Clyde Hall

Money alone sets all the world in motion.

Publilius Syrus

Capital as such is not evil; it is its wrong use that is evil.

Mohandas K. Gandhi

**DISCIPLINA**

When firmness is sufficient, harshness is unnecessary.

Napoleón Bonaparte

The best policy to follow in developing a reputation for severity is to make any decision that involves a conflict between the organization and an individual according to fixed principles announced in advance and applied so consistently that each application takes on a didactic character ... it does not matter so much whether the punishment is prosecution or expulsion or demotion or counseling, but it does matter that the full penalty be invoked in every case without regard to extenuating circumstances or to the possibility of reprisal by the offender's friends.

Theodore Caplow

Those who do not prevent crimes when they could, encourage them.

Cato the elder

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Let the punishment be equal with the offense.

Cicero

The superior man is clear-minded and cautious in imposing penalties.

Lao Tse

The kings of former times made firm the laws through clearly defined penalties.

Lao Tse

He who refuses to remedy a wrong is guilty of a second wrong.

Mencius

The emphasis in sound discipline must be on what's wrong, rather than "who's to blame".

George S. Odiorne

The proper end of... punishment is not the satisfaction of justice, but the prevention of crimes.

William Paley

The two proper reasons for imposing penalties on an employee who is guilty of infraction or neglect (are) to reform the offender, and the other is to deter others who may be influenced by what is happening.

Aaron Q. Sartain and Alton W. Baker

## EDUCACION

Human history becomes more and more a race between education and catastrophe.

H.G. Wells

Si lo que desea es un año de prosperidad, cultive arroz; si planifica para diez años, cultive árboles; pero si desea cien años de prosperidad, cultive hombres y mujeres.

Proverbio chino

Reading makes a full man, conference a ready man, and writing an exact man.

Francis Bacon

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An education isn't how much you've committed to memory, or even how much you know. It's being able to differentiate between what you know and what you don't. It's knowing where to go to find out what you need to know; and it's knowing how to use the information you get.

William Feather

It is always in season for old men to learn.

Benjamin Disraeli

The mind is not a storehouse to be filled but an instrument to be used.

John Gardner

Professional education in America is putting progressively more emphasis on the manipulation of symbols to the exclusion of other sorts of skills- how to collaborate with others, to work in teams, to speak foreign languages, to solve concrete problems- which are more relevant to the new competitive environment. And more and more, America's best students have turned to professions that allow them to continue attending to symbols, from quiet offices equipped with a telephone, telex and a good secretary. The world of truly productive people, engaged in the untidy and difficult struggle with real production problems, is becoming alien to America's best and brightest.

Robert B. Reich

Judge a man by his questions rather than by his answers.

Francois Marie Voltaire

Knowledge is a process of piling up facts; wisdom lies in their simplification.

Martin H. Fischer

The world's great men have not commonly been great scholars, nor its great scholars great men.

Oliver Wendell Holmes

I think the world is run by C students.

Al McGuire

In the space age the most important space is between the ears.

Thomas J. Barlow

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Instruye al niño en su camino, y aun cuando fuere viejo no se apartará de él.

Proverbios 22:6

There is no crisis to which academics will not respond with a seminar.

Anónimo

Everyone is ignorant, only on different subjects.

Will Rogers

Tim was so leamed that he could name a horse in nine languages; so ignorant that he bought a cow to ride on.

Benjamin Franklin

The school is not the end but only the beginning of an education.

Calvin Coolidge

We need education in the obvious more than investigation of the obscure.

Oliver Wendell Holmes

One pound of learning requires ten pounds of common sense to apply it.

Anónimo

Education is only a ladder to gather fruit from the tree of knowledge, not the fruit itself.

Anónimo

To be conscious that you are ignorant of the facts is a great step to knowledge.

Benjamin Disraeli

If you think education is expensive, try ignorance.

Derek Bok

The chief object of education is not to learn things but to unlearn things.

G. K. Chesterton

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Escucho y me olvido  
Veo y me acuerdo  
Hago y entiendo.

Proverbio chino

The quality of a university is measured more by the kind of student it turns out than the kind it takes in.

Robert J. Kibbee

The man who does not read good books has no advantage over the man who can't read them.

Mark Twain

Our progress as a nation can be no swifter than our progress in education ... The human mind is our fundamental resource.

John F. Kennedy

There are three ingredients in the good life: learning, earning, and yearning.

Christopher Morley

Education is what survives when what has been learned has been forgotten.

B.F. Skinner

He is educated who knows how to find out what he doesn't know.

George Simmel

## ENOJO

El que domina su cólera domina su mayor enemigo.

Lewis

Men often make up in wrath what they want in reason.

W.R. Alger

What's begun in anger, ends in shame.

Benjamin Franklin

Anger makes dull men witty, but it keeps them poor.

Francis Bacon

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Anger is momentary madness, so control your passion or it will control you.

Horace

Anger blows out the lamp of the mind. In the examination of a great and important question, every one should be serene, slow-pulsed, and calm.

Ingersoll

### ENSEÑANZA

Tenemos muchos hombres y mujeres quienes saben como enseñar lo que saben; tenemos muy pocos quienes pueden enseñar a otros su propia capacidad de aprender.

Joseph K. Hart

Who dares to teach must never cease to learn.

John Cotton Dana

He that teaches himself hath a fool for a master.

Benjamin Franklin

When our students fail, we, as teachers, too, have failed.

Marva Collins

When a subject becomes totally obsolete we make it a required course.

Peter Drucker

In business school classrooms they construct wonderful models of a nonworld.

Peter Drucker

The things taught in school are not an education but the means to an education.

Ralph Waldo Emerson

### ENTUSIASMO

I don't care if his skills are weak and he's got no experience. Look at that enthusiasm and energy level. He's going to be terrific!

Edgar Trenner

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**ERRORES**

The man who makes no mistakes does not usually make anything.  
William Connor Magee

The greatest mistake you can make in life is to be continually fearing  
that you will make one.

Elbert Hubbard

Failure is success if we learn from it.

Malcolm Forbes

A failure is a man who has blundered but is not capable of cashing  
in on the experience.

Elbert Hubbard

A stumble may prevent a fall.

Proverbio Inglés

**ESCRIBIR**

Escribir bien es poseer al mismo tiempo inteligencia, alma y gusto.  
Buffon

**ESFUERZO**

Labor Omnia Vincit

Lema de Zamorano

Life yields only to the conqueror. Never accepts what can be  
gained by giving in. You will be living off stolen goods, and your  
muscles will atrophy.

Dag Hammarskjöld

**EXITO**

Four little words sum up what has lifted most successful individuals  
above the crowd: a little bit more. They did all that was expected of  
them and a little bit more.

A. Lou Vickery

Try not to be a man of success; but rather try to be a man of value.

Albert Einstein

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What's money? A man is a success if he gets up in the morning and gets to bed at night, and in between he does what he wants to.

Bob Dylan

Somos merecedores del destino que aceptamos.

Santiago Porras J.

There are no secrets to success. It is the result of preparation, hard work and learning from failure.

Colin L. Powell

The reward for work well done is the opportunity to do more.

Jonas Salk

Success has ruined many a good man.

Benjamin Franklin

## EXPERIENCIA

Men are wise in proportion, not to their experience, but to their capacity for experience.

George Bernard Shaw

Experience taught me a few things. One is to listen to your gut, no matter how good something sounds on paper. The second is that you're generally better off sticking with what you know. And the third is that sometimes your best investments are the ones you don't make.

Donald Trump

I don't want men of experience working for me. The experienced man is always telling me why something can't be done. He is smart; he is intelligent; he thinks he knows the answers. The fellow who has not had any experience is so dumb he doesn't know a thing can't be done - and he goes ahead and does it.

Charles F. Kettering

Experience is not to make no mistakes, but quickly to see how to make them good.

Bertolt Brecht

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