



DON'T FEED THE HIPPOS!

Learn from failures of others!

HOW ALL STARTED



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BOXES...



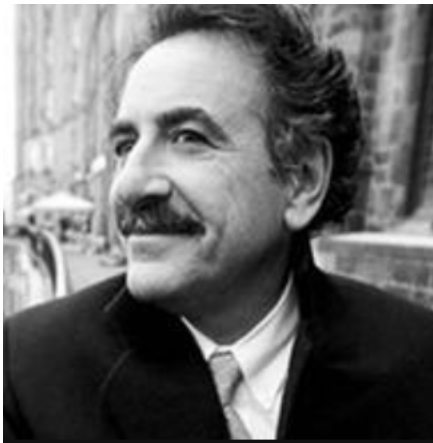
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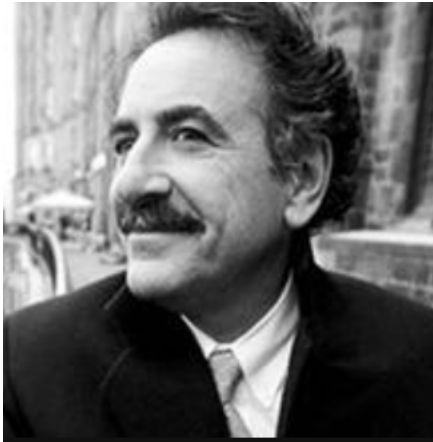
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A STORY BY ERNESTO SIROLI



When most well-intentioned aid workers hear of a problem they think they can fix, they go to work. This, Ernesto Sirolli suggests, is naïve. In this funny and impassioned talk, he proposes that the first step is to listen to the people you're trying to help, and tap into their own entrepreneurial spirit.

A STORY BY ERNESTO SIROLI



And we said to the Zambians, "My God, the hippos!"

And the Zambians said, "Yes, that's why we have no agriculture here."

"Why didn't you tell us?"

"You never asked."

DON'T FEED THE HIPPOS!



DON'T FEED THE HIPPOS



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SECURITY MYTHS



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SECURITY IS MEAN BUSINESS



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SECURITY IS EXPENSIVE



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SECURITY IS COMPLEX



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DON'T BE THE BAD GUY!



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HOW IT'S DONE

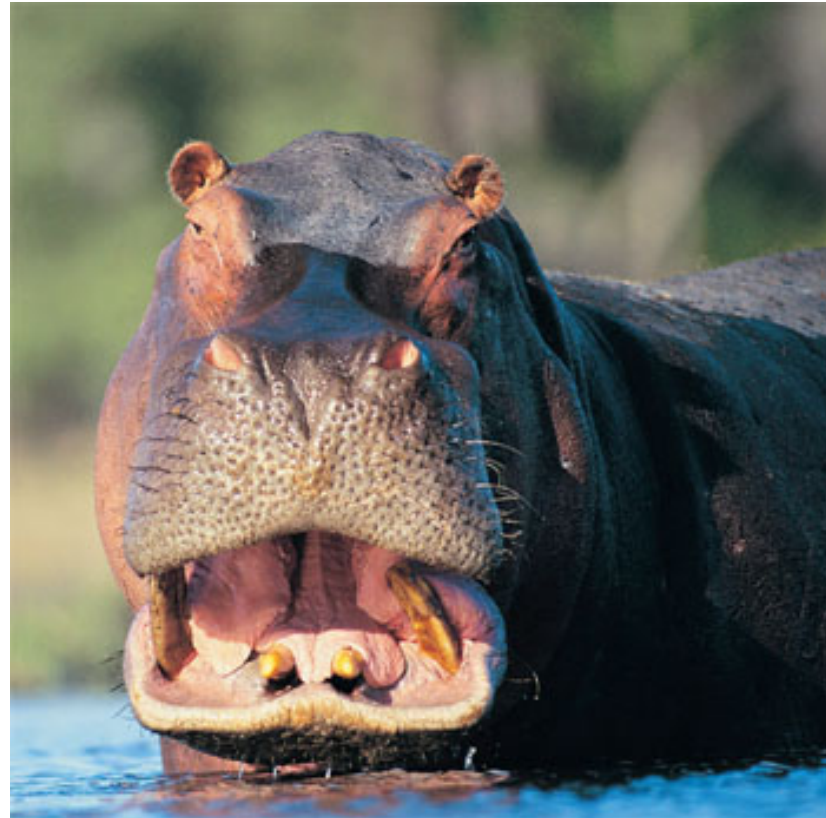


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DON'T BE THE MEAN SECURITY GUY



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DON'T HIDE



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DON'T HIDE



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MEET THE OTHERS



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PAY ATTENTION



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UNDERSTAND THEIR CONTEXT



SUPPORT



UNDERSTAND THEIR CONTEXT



APPRECIATE!



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DON'T UPSET



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SHUT UP AND LISTEN!

