

# What is Wisdom???

*“The moment a person realizes that reality has many faces, he/she takes the first step on the road to wisdom.”*

Dear Friends,

Years ago an advertisement to get new recruits for the Dutch Navy said: “When you die, and you see your life passing by in an instant, it’d better not have been a boring life.”

Well, somehow Life takes care of itself, and we tell you: it’s definitely NOT boring.

This is the year of changes, for both of us. Most of the changes are private. Some spill over into the ‘public domain’. Like Loek & Jane’s marriage, and Peter’s attendance—in Ho Chi Minh City.

This edition is again full of pictures—maybe another world record for What is Wisdom??? We keep the question marks, & hope you enjoy this edition.

Loek & Peter

## “WISDOM??? Well, I still haven’t found out!”

Still seeking ... Life confronts me with such situations that decisions about wise and un-wise can be hard to make. When I saw this lady on the Hong Kong promenade, 1 day before the typhoon, 4 days before the Olympics, while wondering how to announce my marriage to my dearest Jane after keeping our relationship secret for my dear friends for so long, I couldn’t help but asking myself: “Why am I always asking this question?” Some years ago I found this poem, written by Phyllis McGinley:

### Lament for a Wavering Viewpoint

Ah, snug lie those that slumber  
 Beneath conviction’s roof.  
 Their floors are sturdy timber  
 Their windows, weatherproof.  
 But I sleep cold forever  
 And cold sleep all my kind,  
 Born nakedly to shiver  
 In the draft from an open mind.

Is it coincidence that it was published in the year of my birth? It’s not my choice ‘to shiver in the draft from an open mind’. Yet, it’s very me. Something within me always resisted dogma, beliefs or rules that I do not understand. “When you can’t beat them, join them”: another so-called wisdom I have never subscribed to. No wonder I keep wondering, “What is wisdom???” A journey, no destination?

Sometimes I wake up in the night, and wish life would be simple. All questions would have direct answers. Wisdom would be a book to read. Where is wisdom??? Church? Temple? Mosque? Heaven? Perhaps ... Have fun with this new edition.

All the best, Loek



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**“I don’t want to achieve immortality through my work. I want to achieve it through not dying.”**

Woody Allen (1935-, American director, screenwriter, actor, comedian)

## Eternity ....

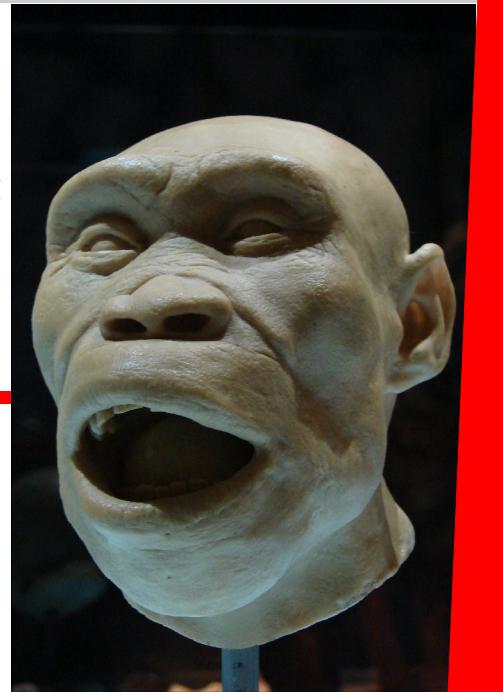
### Return to Forever

One of my favorite bands of the 1970ies was 'Return to Forever' (right). Their name refers to eternal life—in the past, in the future. No beginning, no end. Although the world is trying to convince us that everything has a beginning and an end, we humans happen to be very stubborn. We just love the idea of forever. Of eternity. Not only when we think of eternal love. Also, we want our family line to continue, our company to move from one generation to the next, and so on. People write books so the next generations will remember them. Eternity is a powerful idea. It's deeply embedded in our existence. Call it ultimate survival. Even astronomers find it hard to prove its limitations. You've discovered the head of a cave man. Peter sent me the picture. He took it in the Naturalis Museum in Leiden.



Did a cave man think about eternity? His main future concern was to feed his family in the wintertime. He knew that if he didn't, death was imminent. For the rest, all he cared about was NOW. Survival. The advantage of getting educated is that you get better at surviving, so you can think about what you will do tomorrow, or 6 months from now. However, the further you look ahead, the harder it becomes. When I started this newsletter in August 2005, I had no idea it would continue and reach no. 13. And if you ask me if there will be a next issue, I'll say, sure—we continue till eternity. Still, I do have to make a note here. I'm still a bit of a cave man. The NOW is what I *think* I know. The future? I just try to prepare, make the future happen today.

RTF: check them out on [www.return2forever.com](http://www.return2forever.com). Grrreat music!



### Articles, photos ... don't sit on them

When I look at the past issues of Wisdom, I keep meeting our usual suspects. I always like to see them. But I also like seeing new/old faces. I was glad to receive Colin's and Vinh's wedding pictures, and Cherry's baby (all page 19). Glad to find Oscar and Peter Wang on Apple's pics (page 18). No doubt, others are as interested in you as you are in them. Right? So ... fill our maibox. Show your 2008 looks & share your 2008 ideas: [hoptakeninternational@gmail.com](mailto:hoptakeninternational@gmail.com) is OPEN!



### Similar, not identical, yet very different:

when I sliced open this delicious red dragon fruit, it made me think of a 'pince nez' - a typical 19th C pair of glasses. Where surrealism starts ...



**"If you're walking down the right path and you're willing to keep walking, eventually you'll make progress." Barack Obama**





## The China Olympics ... a Victory

Yes, I was deeply impressed. Not only by the medals for the Chinese athletes. Most of all, by the whole event, from the fantastic opening ceremony to the even more impressive closing ceremony. One of my friends attended several events, and I confess: he made me jealous! Sure, I enjoyed the Dutch waterpolo ladies beating the Americans in the finals, and the Dutch hockey ladies beating the Chinese to win gold. And I happened to watch this amazing Dutch swimmer who won the 10 km marathon: a guy who a few years ago survived leukemia, a deadly form of cancer.

I firmly believe in 'participating is winning'. I know sport pros have a different opinion. The Dutch silver medal judo guy nearly threw away his medal, out of sheer frustration. So close to gold ... I do believe in giving the best you can, and trying to do better than yesterday. That's a professional attitude. So in our career, we contribute to our clients—your employer is one—so he/she has valid reasons to be more than contented with us.

China showed its clients—the athletes, the visitors, the Chinese people, the millions of tv watchers—it has all the talent and competence to handle this global event. The next in line for the Olympics, United Kingdom/London, now has a serious problem. How will the British surpass the Chinese? They have less than 4 years to get ready.



My first visit to China: August 4. Hong Kong! The flight from Ho Chi Minh City to Amsterdam with Cathay Airways allowed me a few hours in this famous city. After I took the picture on the left, my battery went down. Sadly, no picture of our friend Aaron. On the airport, I could reload my camera to picture Lily! (LH)

**“The superior man does not set his mind either for or against anything, he will pursue whatever is right. The superior man thinks of virtue, the common man of comfort.”**

K'ung Ch'iu or K'ung Fu-tsu (Master K'ung, or Confucius; 551-479 bC.; Chinese ethical teacher, philosopher)

## Two wonderful words from Dr. Goodword

### conjure

*Pronunciation:* kahn-jur

*Part of Speech:* verb, transitive

*Meaning:* 1. To bring forth by magical power or incantation. 2. To evoke, to bring forth from nowhere unexpectedly.

*Notes:* although respectable writers have used conjurement as a noun for today's verb, conjuration and conjuring are probably used more widely today as the noun for this verb. Someone thought to be capable of magical conjuration is a conjurer.

*In Play:* the basic meaning of this word today is to bring forth by a magical spell: "Rosemarie's beauty conjured Vance's tongue to lay silent; he couldn't even utter her name." More often it is used in the sense of 'get, evoke, come up with', especially if used with the adverb up: "Let's have a holiday in Dalat next year, if we can somehow conjure up the money for the gasoline." "I loved every dish she conjured out of a wide variety of ingredients."

*Word History:* English captured this word from Old French conjurer 'to cast a spell', the direct descendant of Latin coniurare 'to pray by something holy'. This verb is made up of com- '(together) with' + iurare 'to swear'. The prefix com- is a variation of the preposition cum 'with'. The root underlying iurare (remember, Latin had no J), was originally ius- 'law, pledge'. The Latin word for 'law' was jus (from jur-s) juris, so the root of derivations from this word sometimes contains an S (just, justice) and sometimes, an R (jury, juridical, and today's word.) All are related by a sense of legality or fairness.



### ciao

*Pronunciation:* chaow (listen to [http://en.wikipedia.org/wiki/Goran\\_Bregovic](http://en.wikipedia.org/wiki/Goran_Bregovic): 'Bella Ciao' - graduation song)

*Part of Speech:* interjection

*Meaning:* a casual greeting ('hello' or 'good-bye') used throughout Continental Europe and, to a lesser degree, in North and South America. (In Vietnam 'chao' means 'hello'. LH)

*Notes:* this greeting gives the speaker a bit of a continental flare, a little pizzazz. It can also be taken to be a bit snooty if not used with care, especially if accompanied by that funny Italian wave with the back of the fingers. However, it is a sparkling break from the humdrum of 'Hi!' and 'Howayah?'

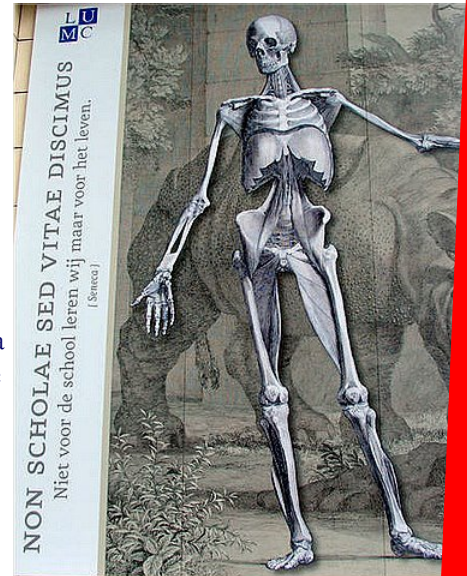
*In Play:* the really nice thing about ciao is that you can say it coming and going: "It gives me the creeps when Freddie says 'ciao' with that backward hand wave when he arrives and leaves." Don't think that someone using this greeting is asking for food just because it sounds like chow. It does imply a rather elevated style: "Well, I didn't know that you were a literary critic. I'm sure you'll want to say 'ciao' to everyone before you leave."

*Word History:* 'ciao' emerged first in English in Ernest Hemingway's A Farewell to Arms in 1929. It is a reduction of Italian schiavo 'servant' from an older phrase "sono vostro schiavo": "I am your servant". Schiavo comes from Medieval Latin sclavus 'slave, servant'. (In southern Germany, Austria, and neighboring countries the Classical Latin word for 'slave', servus, is widely used as a casual 'hello' or 'good-bye'.) Latin sclavus 'slave' was borrowed from Greek sklavos 'Slav', referring to one of the Slavic peoples, such as Russians, Poles, and Czechs. This explains why our words slave and Slav are so similar. This sordid prejudice survived in Europe until as recently as World War II. (Dr. Goodword omits 'salve': a Latin word for both 'welcome' - 'farewell'. It's on my doormat—see the picture. It's a copy from the one in the German poet Goethe's house in Weimar, Germany. LH)



## Useless Knowledge

Trivial Pursuit is the name of a game where you win when you know lots of silly data. I had a colleague once who knew all results of all Dutch professional soccer matches from 1954 to present time. Don't ask why; to us it's useless knowledge. To him it was just a way to exercise his hobby. Don't ask me to tell you what I know about the music of Duke Ellington. I'd bore you to death. Everything I know won't ever make a difference to anyone; with other fans it's just the kick of confirming each other's useless knowledge. Someone told me that at school teachers provide tons of useless knowledge. Although it's a highly general statement, there is some truth in it. When I studied business administration, in the early 80ies, much knowledge was already outdated. Most of what I learned is from daily practice, from working in a business environment, from mistakes (my own, others), and observing what the pros were doing, the ones who succeeded and the ones that failed. I have no recipe to determine useful or useless knowledge. I do know that studying mathematics at 12 years of age was a complete waste of time: I didn't have a clue what it was for, let alone how to use it. Only when studying business administration, parts of it suddenly made sense: it linked with practical applications. Nevertheless, some useless knowledge is plain fun. Peter & I love exchanging 'novelty music': strange and weird songs and tunes, which can make us laugh out loud, while others are unable to experience this kind of fun. There is lots of useless knowledge here, as is in popular music. The October issue of Uncut, my favorite music & movie magazine, has an extra: 'The Ultimate Music and Movie Quiz Book'. It contains 1,014 quiz questions. I'm sure there are guys walking around who know all 1,014 answers. There is not one question here that is of any use. But it proves that useless knowledge has a great appeal. I confess: I've read half of it already ... (LH)



*Above: poster at the Naturalis Museum in Leiden, displaying the famous Erasmus quote: "We don't live for school, but for life." (No, that's not Erasmus. Heaven knows who ... I wonder what that rhinoceros is doing there behind him.)*

An advertisement promoting additional health insurance for students in the Deventer student guide. Translation: "Physiotherapy: covered. Lenses: covered. Dentist: covered. Sports medical advice: covered. Diet advice: covered. What else do you want? Fifty free condoms." All that for € 6,40 per month..



Wat wil je nog meer?

Vijftig gratis condooms.

DE AANVULLENDE VERZEKERING JONGEREN VAN CZ.

€6,40

MEER WETEN? KIJK IN DEZE GIDS OF GA NAAR WWW.CZ.NL/JONGEREN.



Zorg Aan altijd

## Wise Crackers, John & Harry

**“Don’t complain about what you don’t have. Use what you’ve got. To do less than your best is a sin. Every single one of us has the power for greatness, because greatness is determined by service – to yourself and to others.”**

Oprah Winfrey (1954-, American TV personality, actress, author)

What makes me hungry for quotes? Some of those are so simple, yet so wise. Such as: “You get what you reward.” Mr. Michael Le Boeuf wrote an excellent book\* around these 5 words, full of practical tools to create and maintain a motivated work force. Don’t think of ‘money’ as the only type of reward. Think of a motivating environment (fine colleagues), personal growth (off & on-the-job training), and challenging work.

The real reason employees leave their employer is rarely money. It’s probably lack of one of those three. Perhaps when you ask, the reply will be, ‘money’. That’s the quick reply; often an excuse, one that sounds acceptable. So we believe it’s money. We know better than that. It’s 1. people, 2. no growth, 3. no challenge. Money follows on spot 5 or 6.

\* The Greatest Management Principle in the World

**“If one understands the general principles of trainwrecks, floods, earthquakes, natural disasters, war and political skullduggery\* one doesn’t need to read about their daily applications in the newspapers each day.”**

Henri David Thoreau (1817-1862, Very Interesting Man: [http://en.wikipedia.org/wiki/Henry\\_David\\_Thoreau](http://en.wikipedia.org/wiki/Henry_David_Thoreau))

\* verbal misrepresentation intended to take advantage of you in some way.

Note: when I looked up ‘skullduggery’, I found this webpage:

<http://www.websters-online-dictionary.org/definition/skullduggery>. Try it. Amazing source!



Two men with old fashioned caps playing pool. What’s so special? Nothing, except that both men are heroes in popular music. Harry Nilsson (left) and John Lennon had gained world fame with top selling records. Until 1970 Lennon was member of The Beatles. Nilsson was called ‘the fifth Beatle’. His hit version of ‘Without You’ was later copied by Mariah Carey. In 1972 the two friends partied so much, they nearly destroyed themselves. They continued recording. John was murdered in 1980. Harry then became a recluse, and died in 1994. Sad ends to once gifted and original artists.

Check out two of their immortal songs below, recorded in their days of glory. (LH)

Harry Nilsson sings ‘Everybody’s Talking’: <http://www.youtube.com/watch?v=2AzEY6ZqkuE> (1969)

John Lennon sings ‘Imagine’: <http://www.youtube.com/watch?v=BPROGyJ2FNA> (1971)

**“Ask others what they need to win in their business and support them to win so that they can make a better life for themselves and their families and share their success with their community and make this a better world.”** (networking tip from RYZE)



## Before reality there is a dream ... making it happen



This photo was taken the 3rd day of my Ho Chi Minh City lectures. As you can see, Vietnamese men and ladies know how to have a great picture taken. On the far left is a professor, who later invited me to do a workshop at his university, later this year. Top middle is a senior manager of Petrovietnam ... yep, a company that is doing very well these days. On the far right is Ms. Hoang Au, who was my right hand at the International Business & Law Academy where I was a guest lecturer. Below left is Dr. Nguyen Thi Son, the Founder of this Academy and a



Very Important Person in Vietnam. She was the first (and female!) director of a private company.

Above right: Dr. Clement Ngo-Anh. We became friends from the moment we met. Behind us, the computer room of Duy Tan Highschool, a private school founded by Dr. Son. She gave me a signed copy of her autobiography: 'Love, Family, Career', a most enlightening and impressive book. It shows what one lady, a young widow with 5 children can accomplish in a politically complicated time and a male dominated business world. Hats off to Dr. Son!

When I return to Vietnam in November, it'll be a return to a country where I've not only left my heart, but also found a new professional purpose. Call it what you will. Rebirth? Second youth? Perhaps a bit of both, and something else. Ask me in 5 years.

Right now, most energy is invested in building up a viable network. By reaching out into the business and academic societies, I intend to create a solid base to make a new career. After four visits, my network knows I'm serious. Now, this fun form of farming seems to produce some worthwhile crops I soon hope to harvest ... (LH)

# 1. How to select the right person

Selection for production—excerpt from a lecture held in Ho Chi Minh City, July 16, 17 & 18

## Productive or non-productive persons

A product is a completed work assignment. It's finished; on time. It's ready and fit for use. A service is a product.

A *non-productive person* is unwilling and/or unable to complete assignments and projects. Even when completed, it will have taken much more time than planned. Usually, it's a passive person 'who needs a boss'. But when active, the action is directed at busy-ness, not completion.

A *productive person* is both willing and able to complete assignments and projects. If possible, within the planned time. Usually, an active, passionate person, who needs guidance, no 'bossing'. Be careful: there are high producers who seem to be passive, even lazy. They just know how to use their time and energy in an optimum way. Always measure production first.

Since the beginning of Mankind this simple formula has never changed:

## PERSON → WORK → PRODUCTS

Any employer is looking for productive people. People who actively direct their energy and attention to achieving goals, to *making products*. The customer is not interested in all this: he/she just wants the products to be delivered on time. Managers know by experience who to entrust with urgent matters: productive people. They get things DONE. They are focused: directing towards completion and usually having fun during the process and even more, when they achieve their objective.

Many employers end up with low producers, or worse, non-productive persons. Obviously, something went wrong in the selection process.

## What is production?

Production means completed work assignments. It is measured by its number, within a job-specific time frame. Most job activities have a predictable time frame. So when employees complete their assignments and projects within the set time frame, we have a productive workforce.

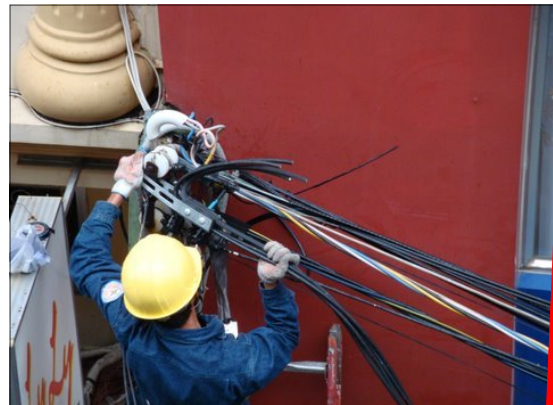
During the lecture, I introduced an interview tool to rapidly check if a job applicant is a productive person. In the new 2-day Workshop Personnel & Executive Selection the participants learn the full use of this tool, with added questions. This workshop contains several personnel selection interview techniques. It is delivered in-company to HR professionals and managers. After the workshop the trainer may be used as their coach during selection interviews. (LH)

***Production means action*** (as seen from my Ho Chi Minh City hotel balcony, July 2008)

Start

change

stop





## 2. How to effectively speak in public

### Stage Manners—excerpt from a lecture held in Ho Chi Minh City, July 16, 17 & 18

The speaker must prepare:

1. The content (core message; agenda; slides; handouts)
2. The room and technical facilities
3. Stage Manners

When you think back of the presentations you have seen, you will recall the really good and the really bad ones. What makes a presentation good or bad? Just recall presentations you attended. Do you remember the content, the speaker, or both? Research shows that most people above all remember the speaker. The content is of less importance than the speaker and the emotional reactions he/she caused. “I can’t remember the topic, but she/he was such a great speaker!” Yet, I wonder if he/she really was that good. After all, where is the message?

Many speakers believe it’s the content that makes a good presentation. Or their Powerpoint slides. They spend all their time on the agenda and creating slides. Still, only the best speakers truly succeed with this method. What makes them successful? *Their stage manners*. They know the messenger is far more important than the message—strange as this may seem. But only if the messenger is respected and loved by his/her audience and succeeds in focusing the audience’s attention on the core message, he/she will reach the objective. In short, as a speaker you must

- a. be visible (don’t hide behind a table or lecture stand),
- b. realize the audience expects your message, and
- c. be kind and show respect for your audience.

In this lecture we explored the speaker’s stage manners. An aspect overlooked by many.

### Preparation exercises

Many professional speakers use a set of practical exercises to keep their stage manners alive and fresh. Stage manners consist of a series of attention points:

1. Facing the audience (no staring at text, ceiling or front rows)
2. Suppressing stage fright
3. Ignoring a mistake (no self-humiliation)
4. Avoiding senseless bodily movements
5. Making positive movements
6. Controlling the audience
7. Confidently handling surprises
8. Dominating the audience using communication, technical perfection and stage manners
9. Accepting applause
10. Showing good stage manners on *and* off stage: before, during a break, or after the presentation.

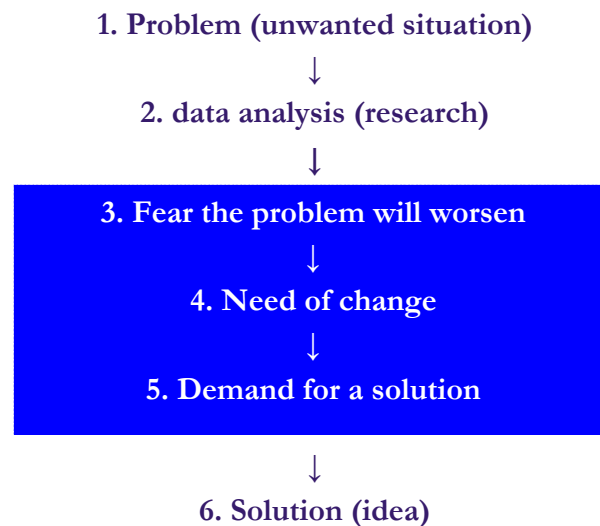
Public speaking is a skill desired by many. Why? Because people who can do this, have influence, and are generally more successful in life. Whether you are a sales manager, an executive, a department head, a teacher or a professional who wants to be able to share his or her experiences not just with one or two, but with a group of people, should master this art. *Lessening your fear for public speaking* and *increasing your confidence* are just two objectives of the intensive 2-day in company training course I deliver. (LH)

**“If you have an important point to make, don’t try to be subtle or clever. Use a pile driver. Hit the point once. Then come back and hit it again. Then hit it a third time – a tremendous whack.”** Winston Churchill (1874-1965; UK statesman, orator, officer, historian, artist)

## 3. How to persuade people

**The Persuasion Process**—excerpt from a lecture held in Ho Chi Minh City, July 16, 17 & 18

When we change our mind, something very interesting is happening. WE do it. Maybe someone else helped us, maybe not. But our change of mind is a fact. Usually, ideas are the result of a combination of analytical thinking and emotional reactions after a problem has been identified. This Persuasion Process shows the steps from problem to solution:



The steps outside the box are the analytical process steps. The steps inside the box form the emotional process. When the emotional steps in the Persuasion Process are missing, it may take a very long time for ideas to arrive. In fact, the lack of a ‘need of change’ may very well stop the process. People are not interested in change when they don’t see their personal benefits. They will resist!

When you push on anyway, skipping 3, 4 and 5, you may well encounter resistance: denial of the problem, and consequently, a blunt refusal of your ideas for solutions. Too much eagerness to persuade by not paying attention to the emotional steps, almost predictably results in a failed Persuasion Process. A most enthusiastic person can run into a wall of ‘no interest’. A frustration is born the moment our idea is rejected without any investigation. Ideas must be ‘sold’: they are the final product of the Persuasion Process. When you give them away before the other person understands why this idea could be a solution, you will rarely win this person’s cooperation.

However, when the steps are all done, this process opens the door to fast and creative thinking, resulting in idea(s). In fact, we do this every day, many times—without thinking. All I’m suggesting to you is to consciously use a tool you already know, possibly without being aware of it. It’s how your mind solves problems. It’s how *any* mind solves problems. Our emotions kind of push the process. Use this in your daily life as a communication tool *to help people change their own minds* and win cooperation. To bring them from no motion to motion: to truly motivate them.

In a conversation, the Persuasion Process translates into the following questions:

1. **Is there anything you disagree with? (if yes:) How would you name this situation?**
2. **Can you explain the nature of this unwanted situation?**
3. **What will happen if this situation will not be resolved?**
4. **Do you *want* to resolve this situation?**
5. **Would you agree that it’s time for a change?**
6. **What would be a possible solution?**

Persuading people is a delicate matter. There is much more to know about this subject, for anyone who is into sales, negotiations, leadership and management, and also for anyone who wants to persuade family or friends. You can learn about LOGOS, PATHOS and ETHOS. But *that’s* another lecture. (LH)



## A man who realized his dream, and works on his next

One of many names Jane came up with of people to meet, was Mr. S.K. Nair. He is Founder and Director of the Singapore Institute for Business Management Education (SIBME), a private school that since its start has gained a great reputation in Ho Chi Minh City. SIBME Graduates are in high esteem, and find jobs easily. It's been only 5 years since Mr. Nair started his school, and now it's as alive and booming as DDU was in its best years. Of course, SIBME is an all-Vietnamese school. Mr. Nair may be from Singapore, but he has lived and conducted business in Vietnam for over 20 years. He attracted teachers from all over South East Asia, and keeps his doors wide open for anyone who wants to help him realize his dream, *and the next one*: turning SIBME into a College, and then, into a real University. This takes another 5 years, and of course, money. Having met him several times, I believe he will succeed. His determination to make it happen is right there, you feel it. If I can do anything to help him, I will. Hats off to Mr. Nair! (LH)



**“An invincible determination can accomplish almost anything and in this lies the great distinction between great men and little men.”**

Thomas Fuller  
(1608-1661, British clergyman, author)

### Wise Quotes about Knowledge, Ignorance, Opinion, and Belief

“The only good is knowledge and the only evil is ignorance.” Socrates (469 BC - 399 BC, Greek philosopher)

“It is no good to try to stop knowledge from going forward. Ignorance is never better than knowledge.” Enrico Fermi (1901 - 1954, Italian physicist)

“Opinion is that exercise of the human will which helps us to make a decision without information.” John Erskine (1879 - 1951, literary scholar)

“Then knowledge and belief are clearly not the same thing. . . . Yet men who believe may be just as properly called convinced as men who know. . . . May we posit then the existence of two kinds of conviction, one which gives knowledge and one which gives belief without knowledge?” Plato (427-347 BC, Greek philosopher)

“We cling to our own point of view, as though everything depended on it. Yet our opinions have no permanence; like autumn and winter, they gradually pass away.” Chuang Tzu (c 369 BC-286 BC, Chinese philosopher)

The Grand Prize for the **Unwisest Quote** goes to former US President Ronald Reagan: “Facts are stupid things.”

**“I am so clever that sometimes I don't understand a single word of what I am saying.”** Oscar Wilde (1854-1900; playwright, novelist, poet)



THELONIOUS MONK. WILLIAM F. GOTTLIEB PHOTOGRAPHER



## Black American Music



Although I didn't grow up with black American music, I soon developed a true liking for it. In fact, lots of music that really moves me, hits me emotionally, makes me laugh and cry or feel deep joy, happens to be made by black American musicians. On this page you see some of my idols. Only one of them is still alive (Aretha), all the others live on in their music.

Clockwise, from top left: Thelonious Monk, Ella Fitzgerald, Miles Davis, Aretha Franklin, Sarah Vaughn, Fats Waller, Charlie Parker, Duke Ellington & Louis Armstrong, Johnny Hodges and Nat King Cole (middle). If music had its Olympics, these artists would all have been multi-gold medal winners. (LH)





# Snap shots from Eurasia (1)



Winston Churchill, hero of World War II, makes the V-sign. He was the first, making a big difference by beating Hitler ...



Top left, right middle: late summer Zoey managed to complete a 100 kilometer sponsored walk for Oxfam, in Belgium. She started with her colleagues, and for once, the V-sign really means 'Victory'. Top right: his V-sign was a symbol in WWII: V for Victory over the Nazis. In the 60ies it became the sign for Peace. Below left: mr. Gerard Smits & his wife on a Deventer terrace, caught by Peter's watchful camera. Below right: Jack & his girlfriend.





# Wittenborg 2008 Graduates (1)



Peter made sure the Wittenborg Graduation became a true academic ceremony. The Deventer St. Lebuinus Church served as a perfect backdrop for this event. Pictures by Peter & Lasantha de Silva. Top left: Maggie, Sanjay Shrestha & his wife; top right: Mubarak & family friend; left: Daniel O'Connell, Lasa, Usman Raza & Peter; below left: Usman Raza; middle: Katie Dinh; right: Stefan van Leeuwen & girlfriend.

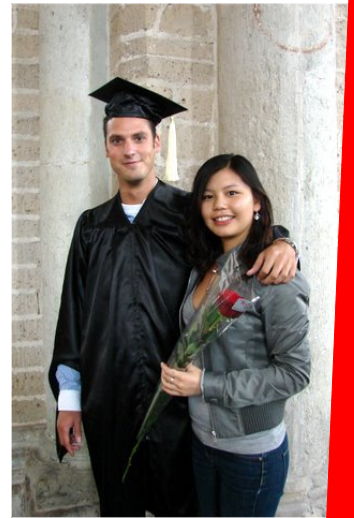
Next page: Top left: Wu Di, Jin Wang, Tanya, Tady, Lasa. Top right: Frank van 't Hoog & girlfriend; middle: from top left, Frank op 't Hoog, Lemar Poya, Mubarak, Katie Dinh, Lasa, Usman, Alex Schokker,



Sanjay, Henri Schaap, Mike Bruns, Gerrit Wijnne, Stefan van Leeuwen, Vera Wolf-de Veen, Kirsten van Deutekom, Anke Lammers, Pleuni Kalenkamp, Nicole Elsman. Bottom left: Salman Shahbaz Ahmad; middle: Tanya & Katie; right: Kirsten & boyfriend.



# Wittenborg 2008 Graduates (2)



A landmark experience ... Graduation! The end of a youthful effort, the beginning of adult life.





## Wittenborg 2008 Graduates (3)



We were showered by Wittenborg graduation pictures. Who cares if some graduates appear more than once (or twice, or more). Graduation is GREAT news! They'll always evoke those very special feelings in anyone who ever graduated.

Top left: Maggie congratulating Mubarak; Tanya & Lasantha; Daniel & Lasantha; Left: Mubarak, Uzman, Katie Dinh, Lasantha, Sanjay.

Bottom left: Uzman & Peter.

Bottom right: Vera Wolf-de Veen & family.

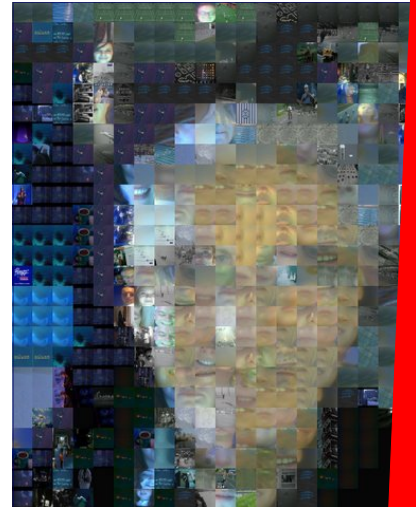




# Snappy shots



Clockwise from top left: Peter's spare nose; Loek's mosaic face; Wittenborg student Mr. Selvakumar (Sri Lanka); hop flowers; Lasantha teaching accounting at Wittenborg; the new Image & Sound Experience building in Hilversum.





# DDU Ladies having good times—in Holland & China



Left: Mandy sent us a picture taken at Baibu Bay (China). She is now a university teacher!



Top left: Romana & friend; middle, left: Tracy; right: Apple. They treat visitors of their msn space to their fun times. Tracy went to Walibi park, Romana to Scheveningen beach (both NL), Apple to Sanya beach (SE China). Bottom right: Apple in Shanghai, with Peter Wang and Oscar, who is looking very cool indeed.





# Love & Marriage ... you can't have one without the other (1)



Left: Yin Chenglin & Zhuhong, both DDU—Yinkou  
 Below: Nguyen Long Vinh & his bride—HCMC  
 Bottom: Harry & Cherry, and their baby boy—Hanoi



**LOVE & MARRIAGE** (Cahn/Heusen) - Frank Sinatra

Love and marriage, love and marriage  
 Go together like a horse and carriage  
 This I tell you brother: you can't have one without the other

Love and marriage, love and marriage  
 It's an institute you can't disparage  
 Ask the local gentry, and they will say it's elementary

Try, try, try to separate them, it's an illusion  
 Try, try, try, and you will only come to this conclusion

Love and marriage, love and marriage  
 Go together like a horse and carriage  
 Dad was told by mother: you can't have one without the other





## Images from Ho Chi Minh City, Vietnam



July 2008—after more than 3 years, we met again: Paul (Nguyen Dinh Hung). Chocho (Tran Duc Cuong) and Jane (Vo Ngoc Lien Huong) attended. At SIBME (see p. 11) I was struck by an event organized by students. A song & dance contest, grreat fun, at a high performance level. It reminded me of our DDU cultural evenings in 2005. Jane & I met DDU friend Lan Anh (Emily) in Ho Chi Minh City; now she's back in Deventer (see page 22).

**"If you want to succeed you should strike out on new paths rather than travel the worn paths of accepted success." John D. Rockefeller (1839-1937)**



# Great DDU moments: July 2004 Graduates (BBA)

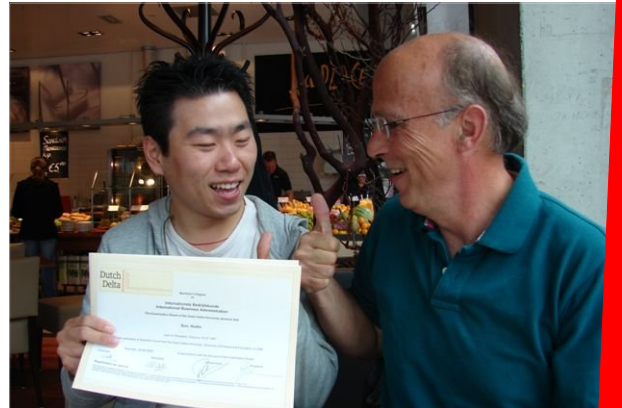


The July 2004 BA Intensive was, well, intensive. Yet: big fun! Peter & Loek teamed up since late 2003: their first cooperation. Looking at these photos, all between 4 & 5 years old, they bring back the good & wild times, the hard work, the tensions, the laughs. And yes, the results. Bill, Gracie, Romana, Tracy, Rage, Jacky, Joe, Grace, Kate, Kelly, Jessica, Rose, Martin, Cem, Elsa, Peter Wang, Hang, Tom, Jasper ... Harry, Muge, Peter, Serkan, Oscar, Tenny. On the pictures you may discover some 'outsiders', like Joey, Eileen, Cherry, Lulu, Vincent, Mariah, and Zoey, who filmed Romana's GA Team presentation.





## Deventer meetings



In June, Peter handed Huilin his Bachelor's diploma. It was an informal meeting at the Deventer La Place, with his girlfriend Janet present. By coincidence, Caroline walked in, and joined the celebration.



On a sunny September day in Deventer Peter, Hilde & I took a walk in the centre. On Brink square we first met Lan Anh (Emily; right), Huong's (Jane's) friend. I met her in July, in Ho Chi Minh City (page 18). Note her Talamini ice cream. Later, we ran into Deniz & her son Arda, in front of her husband's copy shop. It's hard to get these four dynamic people picture-perfect at the same time. So take your pic(k)!

Back on Brink Peter spotted Adele (Zhu) with her family. We didn't take a picture, but she send us one, proudly showing her baby girl Annabelle (below).



**“Don't wait. The time will never be just right.” Napoleon Hill**



# Behind every picture there's a story



Clockwise from top left: a caged parrot in a Deventer side street; an art nouveau statuette; Joey singing Marco Borsato, with Rachael & Peter listening; clothes worn by 'Koot & Bie', two famous Dutch tv-comedians; 'Theo & Thea', two of the weirdest Dutch tv comedians ever; a doll bride at Asoen Bridal, Saigon; a famous Dutch presenter during an experimental tv-program on consumer's interests. So many stories to tell ...





## A Wittenborg Portrait Gallery (1)



Far left: Peter Steenbergen

Left: Gavin (Fanzheng Meng) tries to find inspiration.

Middle left: Leo (Tran Anh Koi) and Christina (My Linh Huinh) look satisfied at their teammate's presentation.



Above middle right: Kirsty (Wenhe Chen) is marketing for HELP.

Left: Peter: "Oh, to have someone like her in my angel choir at Christmas!" Helen (Nguyet Mai)





## A Wittenborg Portrait Gallery (2)



Clockwise from top left: Prema Maliga Masilamani (Sri Lanka); Milad Sahlolbay looking outside for inspiration; the cake Peter received as gift from Prema Maliga's mom; Joe (Jiang Jun) caught during his projectweek presentation.

## Love & Marriage ... you can't have one without the other (2)



Left: Sep. 12 Jules' father married Adri, in Sasenheim, S. Holland. Adri is on Frans' right, invisible. The lady is the church Minister, giving her blessing.

Right: Vinh & Hoa on their wedding day, Sep. 20, in Ho Chi Minh City.



**“Most people never run far enough on their first wind to find out they've got a second. Give your dreams all you've got and you'll be amazed at the energy that comes out of you.”**

William James (1842-1910, American psychologist, professor, author)

### Jane & Loek heading for their wedding



The news was a surprise to many, a shock to some and a big “Sure!” to some of their close friends. Jane (Lien Huong) & Loek are a couple. Their engagement is on November 16 in Ho Chi Minh City: a traditional Vietnamese celebration, with both wearing ‘áo dài’ (right). Their wedding is on November 22. Interested in their story? Visit their wedding site at [www.mywedding.com/loekjane/](http://www.mywedding.com/loekjane/).

If you're in the area, let them know. They will make sure you'll be able to attend both church service and wedding dinner. Of course there will be a DDU table. Peter van Oosten will be Jane & Loek's special guest; he will be in Vietnam for 10 days. (DDU Reunion time? For sure!)

The couple will settle in Vietnam, in Ho Chi Minh City. Jane has her job; Loek will work as a teacher, trainer and business consultant. He will travel to The Netherlands now & then to take care of his Dutch business affairs, and to see his family and friends.

On the next page a few impressions of their preparations. The photo session lasted from 6:30 am until 15:00. It was also a make up & wedding dress rehearsal. The photo on the left was made at Binh Quoi park, under a tropically sun. At the time this picture was taken, they were close to collapsing from the heat and exhaustion. So were the roses. Still, their happiness shines. Note their rings. And their eyes.

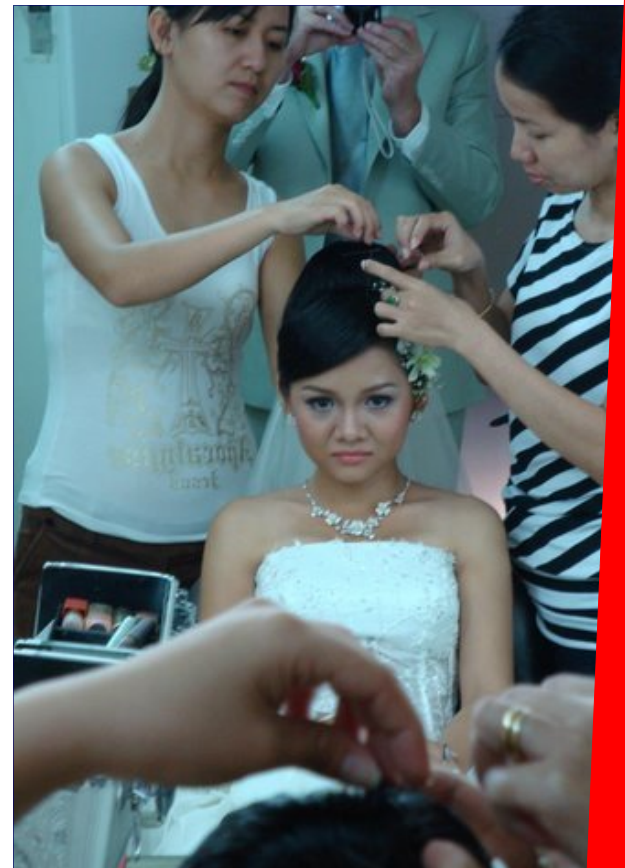
Photo: Aesoan Bridal



## Jane & Loek preparing their wedding



Wedding preparations take lots of time. Top left: Loek being measured for his tailor made 'ao dai'. Top middle: Jane taking care of paperworks at the District's People's Committee office. Top right: Jane evaluating wedding dresses at Asoen Bridal. Bottom left: 3 suits & 4 dresses waiting for the photo session. Bottom right: becoming Princess Jane.





## Snap shots from Eurasia (2)



Left: my two nephews Robert & Raymond, like you recipients of Wisdom, pose as serious soccer players with their sons Sam & Max. R&R are my little brothers, sons of my eldest sister. We share many youth memories and a similar sense of humor. Their pose reminds me of soccer team photos of 50 years ago. No smiles, and macho men who have no clue what to do in front of a camera.

Below: in Hong Kong, August 4, before meeting Aaron and later, Lily, I was struck by this remnant of the old Hong Kong: the clock tower of the former railway station. It contrasted strangely with the promotion of the Olympics. Hong Kong was the place where the hippic (=horse) events would take place. A few days after, supersized posters were on display, showing Dutch Ms. Anke van Grunsven: she would become the gold medal winner for dressage with her horse Salinero. Middle left: Jane & I with the poster that will be shown at the venue of our wedding party. (LH)

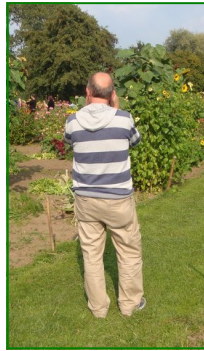


Left:  
School in  
Saigon.  
Right:  
Amsterdam  
mailbox





## An early autumn country fair in Zutphen

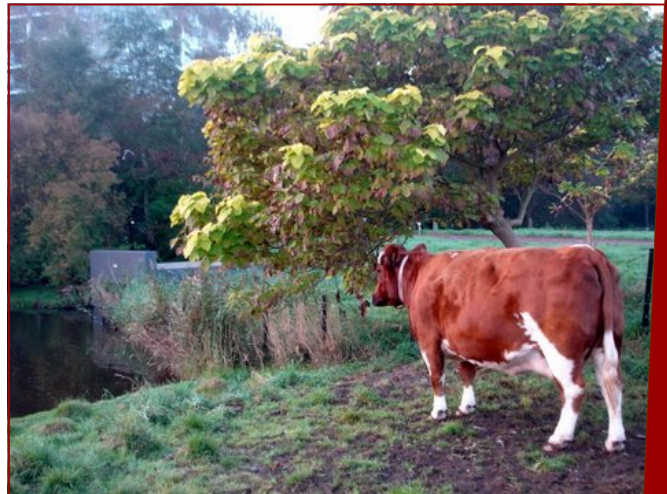


**“These days, people seek knowledge, not wisdom. Knowledge is of the past, wisdom is of the future.”**

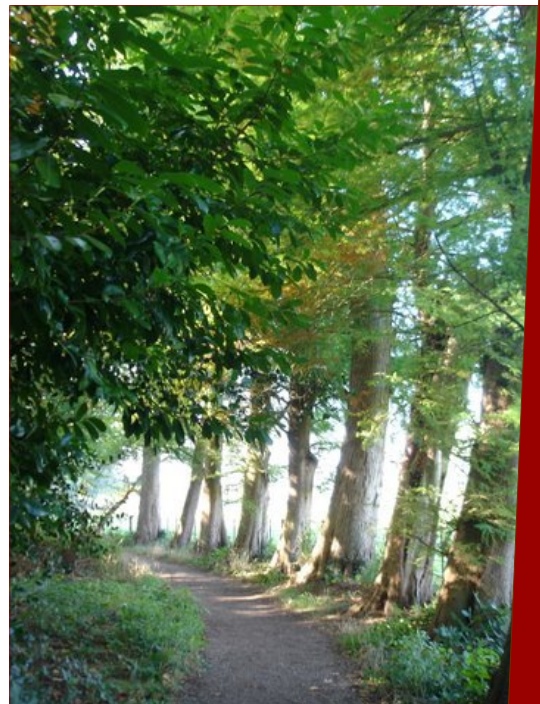
Vernon Cooper



## Autumn leaves paint The Netherlands reddish-brown



October is the month green leaves turn reddish-brown, then brown, and then they fall. It's different from tree to tree; some are still green while others are already losing their leaves. Yes, in The Netherlands.





## “On my quest for a happy life, I have learned that ...

... the best classroom in the world is at the feet of an elderly person.  
 ... when you're in love, you glow, and it shows.  
 ... just one person saying to me, “You've made my day!” makes my day.  
 ... having a child fall asleep in your arms is one of the most peaceful feelings in the world.  
 ... being kind is more important than being right.  
 ... you should never say no to a gift from a child.  
 ... I can always pray for someone when I don't have the strength to help him/her in some other way.  
 ... no matter how serious your life requires you to be, everyone needs a friend to act goofy with.  
 ... sometimes all a person needs is a hand to hold, an ear to listen, and a heart that understands.  
 ... simple walks with my father around the block on summer nights when I was a child did wonders for me as an adult.  
 ... life is like a roll of toilet paper. The closer it gets to the end, the faster it goes.  
 ... we should be glad God doesn't give us everything we ask for.  
 ... that money doesn't buy class.  
 ... it's those small daily happenings that make life so spectacular.  
 ... under everyone's hard shell is someone who wants to be appreciated and loved.  
 ... the Lord didn't do it all in one day. What makes me think I can?  
 ... to ignore the facts does not change the facts.  
 ... when you plan to get even with someone, you are only letting that person continue to hurt you.  
 ... love, not time, heals all wounds.  
 ... the easiest way for me to grow as a person is to surround myself with people smarter than I am.  
 ... everyone you meet deserves to be greeted with a smile.  
 ... there's nothing sweeter than sleeping with your babies and feeling their breath on your cheeks.  
 ... no one is perfect until you fall in love with them.  
 ... life is tough, but I'm tougher.  
 ... opportunities are never lost; someone will take the ones you miss.  
 ... when you harbor bitterness, happiness will dock elsewhere.  
 ... I wish I could have told my Mom & Dad that I love them one more time before they passed away.  
 ... one should keep his/her words both soft and tender, because tomorrow he/she may have to eat them.  
 ... a smile is an inexpensive way to improve your looks.  
 ... I can't choose how I feel, but I can choose what I do about it.  
 ... when your newly born child holds your little finger in his little fist, that you're hooked for life.  
 ... it is best to give advice in only two circumstances: when it is requested, and when it is a life threatening situation.  
 ... the less time I have to work with, the more things I get done.  
 ... the more you listen, the less you judge, the more you learn, the wiser you get.  
 Above all, I've learned that everyone wants to live on top of the mountain, but all the happiness and growth occurs while you're climbing it.”

*You can find this fine litany of wisdoms on several sites, in many variations. Add your own wisdoms!*



## This Semester's Lyric

### TRUE COLORS

Original version: Cyndi Lauper (1986). Later covers by a.o. Phil Collins  
Music & lyrics by Kelly & Steinberg

You with the sad eyes  
Don't be discouraged  
Oh I realize  
it's hard to take courage  
in a world full of people  
You can lose sight of it all  
and the darkness inside you  
can make you feel so small

But I see your true colors  
shining through  
I see your true colors  
and that's why I love you  
So don't be afraid to let them show  
your true colors  
True colors are beautiful,  
like a rainbow

Show me a smile then,  
don't be unhappy, can't remember  
when I last saw you laughing  
If this world makes you crazy  
and you've taken all you can bear  
You call me up  
because you know I'll be there

And I'll see your true colors  
shining through  
I see your true colors  
and that's why I love you  
So don't be afraid to let them show  
your true colors,  
true colors are beautiful,  
like a rainbow



HOPSTAKEN INTERNATIONAL — AMSTERDAM — DEVENTER 🎵

**WHAT IS WISDOM???**

Sofar, What is Wisdom???

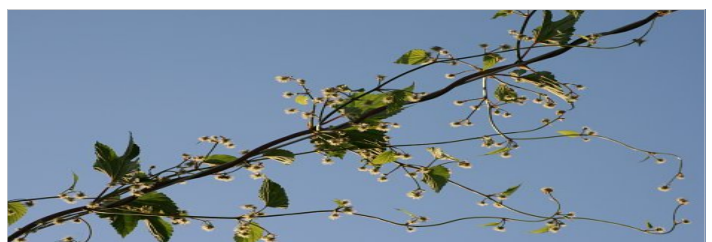
Peter van Oosten is my no. 1 assistant.

All correspondence: loek.hopstaken@gmail.com.

Amsterdam/Deventer, October 1, 2008



Above: Wittenborg & former DDU premises as seen from the St. Lebuinus Church tower. Peter climbed it all the way to take this picture, just for you. Right: 'Kermis', close to the Lebuinus. Below: DDU, when still DDU; a Deventer street organ and the famous mobile Talamini ice cream cart (yes, that's Hilde, Peter's daughter, on the far left). Hop growing on the street. Deventer days, Deventer sights, Deventer fun, Deventer cries. We miss our great times. We miss you.



**THE NEXT ISSUE OF WHAT IS WISDOM???**  
**MAY BE OUT AROUND DECEMBER 20, 2008**