

Personal Diplomacy

How to Get the World to Want to Work with You

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Exercise 1: First Impression

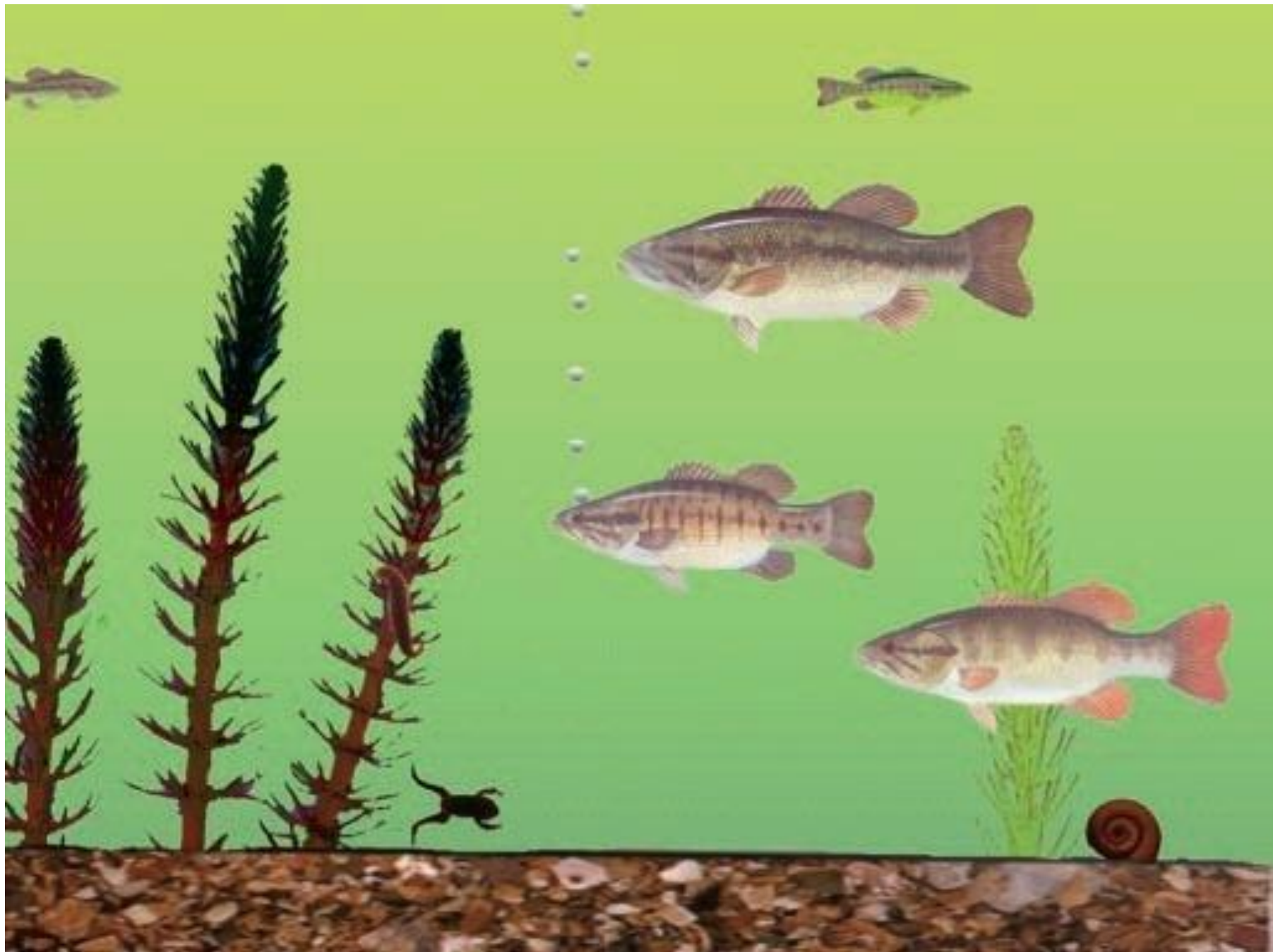


Exercise 2: Introduction

“There is a central quality which is the root criterion of life and spirit in a man, a town, a building, or a wilderness. This quality is objective and precise, but it cannot be named.”

– *Christopher Alexander*

“This quality in buildings and in towns cannot be made, but only generated, indirectly, by the ordinary actions of the people, just as a flower cannot be made, but only generated from the seed.”



Exercise 3: Personal Portrait



“It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you’ll do things differently.”

– Who said this?