

## Note

Accumulated experience is very efficiently transmitted in the form of quotes — a kind of ‘distilled knowledge’, resembling single-line poems. This is a compendium of selected anecdotal<sup>a</sup> and also published quotes related to the spirit of Systems Planning<sup>SM</sup> (Perdicoúlis, 2014).

*Avertissement:* Quotes are often context-specific, so they should be received critically.

<sup>a</sup> Literally, ‘unpublished’; usually based on unverifiable personal accounts.

## 1 General Pool

- Not life, but good life is to be chiefly valued — *Socrates*
- T’ain’t what you do, it’s the way that you do it<sup>a</sup> — *as sung by Ella Fitzgerald*
- It is not in the stars to hold our destiny, but in ourselves — *W. Shakespeare*
- Chance only favours the prepared mind — *L. Pasteur*
- Θέλει αρετή και τόλμη η ελευθερία — *A. Κάλβος*
- The proof of the pudding is in the eating — *EN/ M. Pugh-Thomas*
- As the times are new, so we must act anew — *A. Lincoln*
- Imagination is more important than knowledge — *A. Einstein*
- Life can only be understood backwards, but it must be lived forwards — *A. Kierkegaard*
- Always do right; this will gratify some people and astonish the rest — *M. Twain*
- Οὐκ ἔν τῷ πολλῷ τὸ εὖ — *GR*
- Muß ist eine harte nuß — *DE*

<sup>a</sup> Song written by Melvin Oliver and James Young

## 2 Experimental Wisdom

- Democracy is founded on education — *AP*
- Planning has value only if it is done right — *AP*
- To see the valley, one needs to climb the hill — *AP*
- Quality bids holistic intakes, not measurement — *AP*
- Never do business with someone you cannot sue — *AP*
- Beware of fools<sup>a</sup>, for they usually harm the others — *AP Sr*
- The only way to gain lift is to go against the wind<sup>b</sup> — *AP*
- Never judge your judge; if possible, select your judge; and never be judged by a fool — *AP*
- The common good is not the product of the negotiation of partial interests — *AP*
- A decision can be no better than the best option available<sup>c</sup> — *AP*
- Problems are to be solved, not to give worries — *AP*
- Causality is a special kind of fact — *AP*
- Talk about ideas, not people<sup>d</sup> — *PJP*

<sup>a</sup> Especially those in positions of authority — *AP*

<sup>b</sup> Notwithstanding, thrust is crucial — *AP*

<sup>c</sup> Perdicoúlis, 2011, p.142, p.27

<sup>d</sup> Unless you are into money — *AP*

## 3 Confucius Selection

- Wherever you go, go with all your heart
- When anger arises, think of the consequences
- When goals cannot be reached, do not adjust them — adjust the action
- Looking at small advantages prevents great affairs from being accomplished
- If they spit at you behind your back, it means you are ahead of them
- It does not matter how slowly you go, as long as you do not stop
- Never form a friendship with a man who is not better than you
- If you hate a person, you are defeated by them

## 4 Longer Quotes

[Mário Soares’ attitude on reports and their authors]

“A grande razão que o levava a desagradar-se de ler relatórios não era, diferentemente do que se afirmava, a de que não lhe interessavam os assuntos de que os relatórios tratavam. Era porque os relatórios estavam quase sempre mal escritos: redigidos numa linguagem que diz em muitas e impróprias palavras o que poderia (e, achava ele, deveria) ser dito em poucas e exactas palavras. Então, preferia chamar o autor do relatório, olhá-lo nos olhos e fazer-lhe perguntas. Assim, o obrigava a falar claro e a dizer o que não tinha dito. Assim, o forçava a desfazer aquelas perífrases inclinadas e vazias. Assim, o levava a expor a sua ignorância dissimulada com lugares-comuns num inglês ingénuo e prepotente. Vi, várias vezes, muitos autores de relatórios entrarem no seu gabinete com um passo seguro e altivo — e saírem de lá com um passo vacilante e vencido.”<sup>a</sup>

<sup>a</sup> Santos, 2011

## Bibliography

Perdicoúlis, A. (2014) *Charter*. Perdicoulis Publishing: Folio Division, Technical Collection.

Perdicoúlis A. (2011) *Building Competences for Spatial Planners: Methods and Techniques for Performing Tasks with Efficiency*. London: Routledge.

Santos, J.M. (2017) O íman do mundo. *Público*, 07 January.