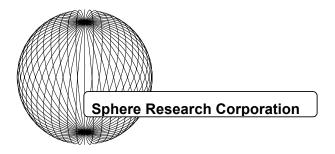




## Some Days You Really Need a Good Quote

Collected by Walter Shawlee 2



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I love a good quote, especially one that not only captures an idea fully and clearly, but also comes from a mind you respect. Sometimes the strange combination of those two things is a huge surprise. They are like very short stories that suddenly explain something that has been troubling you for a long time.

Every so often, they take your breath away, because the idea is so strong, and has somehow reached right into your heart through so many years of human history. It can be astonishing to read Thomas Jefferson or Albert Einstein and see that they thought about the very same issues you do today.

I have been collecting them for so many years, I have lost track. These come from every possible source, literally spanning thousands of years. They are checked where possible, but even if these should be flawed as they appear, they remain a delight to read.

Just for convenience, these are mainly in alphabetical order by the author, but since that isn't always ideal, the extra end section with some favorites is just in the order I happen to like.

> The best effect of any book is that it excites the reader to self activity Thomas Carlyle



Growth for the sake of growth is the ideology of the cancer cell. **Edward Abbey** 

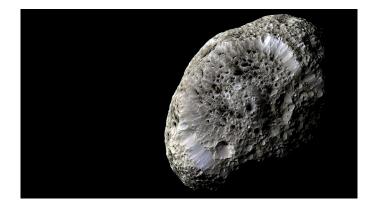
The future comes one day at a time **Dean Acheson** 

It is easier to fight for one's principles than to live up to them. Alfred Adler

If at first you don't succeed, you're running about average. M.H. Alderson

I have not seen any problem, however complicated, which when you looked at it in the right way, did not become still more complicated. **Paul Anderson**  The worst form of inequality is to make unequal things equal. Aristotle

The saddest aspect of life right now is that science gathers knowledge faster than society gathers wisdom. Isaac Asimov



Man prefers to believe what he prefers to be true. Francis Bacon

War would end if the dead could return. **Stanley Baldwin** 

Money is a terrible master, but an excellent servant. **P.T. Barnum**  Nothing is really work unless you would rather be doing something else. James M. Barrie

Every man has a right to his opinion, but no man has a right to be wrong with his facts. Bernard Baruch

Art is I, science is we. Claude Bernard

You can see a lot by observing. **Yogi Berra** 

A man who stands for nothing will fall for anything. **W.A.C. Bennett** 

Wise men learn by other men's mistakes, fools by their own. **H.G. Bohn** 

Ours is a world of nuclear giants and ethical infants. We know more about war than we know about peace, more about killing than we know about living. **Omar N. Bradley** 

Crime is contagious. If the government becomes a lawbreaker, it breeds contempt for the law. Justice Louis D. Brandeis



Goodwill towards all is true religion Buddhacarita (The Acts of the Buddha)

Genius does what it must; talent does what it can. Edward Bulwer-Lytton

The only thing necessary for the triumph of evil is for good men to do nothing. **Edmund Burke** 

The best effect of any book is that it excites the reader to self activity **Thomas Carlyle** 

I do not believe in the collective wisdom of individual ignorance. Thomas Carlyle

Man is what he believes. Anton Chekhov

The most common commodity in this country is unrealized potential. **Calvin Coolidge** 

The best argument against democracy is a five-minute conversation with the average voter. **Winston Churchill** 

As always, victory finds a hundred fathers, but defeat is an orphan. **Count Ciano** 

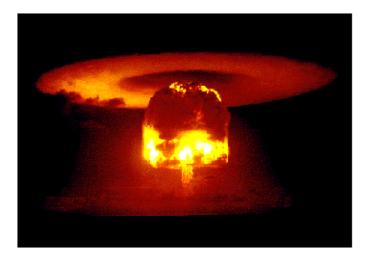
A faith that cannot survive collision with the truth is not worth many regrets. **Arthur C. Clarke** 

The tendencies of democracies are, in all things, to mediocrity, since the tastes, knowledge, and principles of the majority form the tribunal of appeal. James Fennimore Cooper

Fraud and falsehood dread examination. Truth invites it. Thomas Cooper

The belief in a supernatural source of evil is not necessary; men alone are quite capable of every wickedness. Joseph Conrad

Nothing in life is to be feared. It is only to be understood. Marie Curie



The hottest places in hell are reserved for those who in times of great moral crisis maintained their neutrality. **Dante** 

He who allows oppression shares the crime. Erasmus Darwin

We are here to make another world. **W. Edwards Deming** 

Improve constantly and forever every process for planning, production and service. **W. Edwards Deming** 



Nothing is so easy as to deceive one's self; for what we wish, we readily believe. **Demosthenes (350BC)** 

A state is better governed if it has but few laws, and those laws strictly enforced. **Rene Descarte** 

Those in power want only to perpetuate it. William O. Douglas

Nor is the people's judgment always true; The most may err as grossly as the few. John Dryden



The most beautiful thing we can experience is the mysterious. He to whom this emotion is a stranger, who can no longer wonder and stand rapt in awe is as good as dead; his eyes are closed. Albert Einstein

Perfection of means and confusion of ends seems to characterize our age. Albert Einstein

No man thoroughly understands a truth until he has contended against it. **Ralph Waldo Emerson** 

Regulation is the substitution of error for chance. **Fred Emery** 



How you measure the performance of your managers directly affects the way they act. Gustave Flaubert

It is not the employer who pays the wages---he only handles the money. It is the product that pays the wages. **Henry Ford** 

Creative minds have always been known to survive any kind of bad training. Anna Freud

When I am working on a problem, I never think about beauty. I think only of how to solve the problem. But when I have finished, if the solution is not beautiful, I know it is wrong. Buckminster Fuller The service we render others is really the rent we pay for our room on Earth. Sir Wilfred Grenfell

You miss 100% of the shots you never take. **Wayne Gretzky** 



Many of the insights of a saint stem from his experience as a sinner. Eric Hoffer

Nothing in the world, not all the armies, is so powerful as an idea whose time has come. **Victor Hugo** 

Facts do not cease to exist because they are ignored. Aldous Huxley In nature there are neither rewards or punishments; there are only consequences. George lles



I'm a great believer in luck and I find the harder I work the more I have of it. **Thomas Jefferson** 

The natural progress of things is for liberty to yield and government to gain ground. Thomas Jefferson

The road to hell is paved with good intentions. Samuel Johnson

Love doesn't make the world go around, love is what makes the ride worthwhile. **Franklin P. Jones** 

Experience is what enables you to recognize a mistake when you make it again. Franklin P. Jones Our task is not to fix the blame for the past, but to fix the course for the future. John F. Kennedy



There is no calamity greater than lavish desires. There is no greater guilt than discontentment. And there is no greater disaster than greed. Lao-tzu

It may be those who do most, dream most. **Stephen Leacock** 

Tact is the ability to describe others as they see themselves. Abraham Lincoln

No man is good enough to govern another man without that other's consent. Abraham Lincoln Those who suppress freedom always do so in the name of law and order. John Lindsay

Corrupt, stupid grasping functionaries will make at least as big a muddle of socialism as stupid, grasping and acquisitive employers can make of capitalism. Walter Lippmann

Truth in science can be defined as the working hypothesis best suited to open the way to the next better one. **Konrad Lorenz** 



An individual has not started living until he can rise above the narrow confines of his individualistic concerns to the broader concerns of humanity. Martin Luther King Jr.

We are prone to judge success by the index of our salaries or the size of our automobiles, rather than by the quality of our service and relationship to humanity. **Martin Luther King Jr.** 



The road to affluence is paved with good inventions. Charles J.C. Lyall

Knowledge consists not of facts themselves but the understanding of the relationships among facts. **Charles J.C. Lyall**  Decide promptly, but never give any reasons. Your decisions may be right, but your reasons are sure to be wrong. Lord Mansfield

People with bad consciences always fear the judgment of children. Mary McCarthy

Lord, grant that I may always desire more than I can accomplish **Michelangelo** 

The greatest danger of bombs is in the explosion of stupidity that they provoke. **Octave Mirabeau** 



If you steal from one, it's plagiarism; if you steal from many, it's research. **Wilson Mizner** 

Trend is not destiny. Lewis Mumford

Our major obligation is not to mistake slogans for solutions. **Edward Morrow** 



If liberty means anything at all, it means the right to tell people what they do not want to hear. **George Orwell** 

An evil life is a kind of death. **Ovid** 

Men never do evil so completely and cheerfully as when they do it from religious conviction. Blaise Pascal

Chance favors the trained mind. Louis Pasteur

What is honored in a country will be cultivated there. **Plato** 



Concentrated power has always been the enemy of liberty. **Ronald Reagan** 

If you are afraid of being lonely, don't try to be right. Jules Renard

Even if you're on the right track, you'll get run over if you just sit there. **Will Rogers**  No one can make you feel inferior without your consent. Eleanor Roosevelt

Do what you can, with what you have, where you are. **Theodore Roosevelt** 

In order that people may be happy in their work, these three things are needed: They must be fit for it. They must not do too much of it. And they must have a sense of success in it. John Ruskin

There is hardly anything in the world that some man cannot make a little worse and sell a little cheaper. John Ruskin



One's friends are that part of the human race with which one can be human. **George Santayana** 

Those who cannot remember the past are condemned to repeat it. George Santayana

Liberty means responsibility. That is why most men dread it. George Bernard Shaw

God is not finished yet. **Walter Shawlee 2** 

Appearance overpowers even the truth. Simonides of Ceos

Poverty is no disgrace to a man, but is profoundly inconvenient. **Rev. Sydney Smith** 

There are few sorrows, however poignant, in which a good income is of no avail. Logan Pearsall Smith

The unexamined life is not worth living. **Socrates** 

All warfare is based on deception. **Sun Tzu** 

A man should never be ashamed to own he has been in the wrong, which is but saying, in other words, that he is wiser today than he was yesterday. Jonathan Swift



The more corrupt the state, the more numerous the laws. **Tacitus** 

Men have become the tools of their tools. Henry David Thoreau

If you can't convince them, confuse them. Harry S. Truman

Money won't buy happiness, but it will pay the salaries of a large research staff to study the problem. Bill Vaughan

As long as people believe in absurdities, they will commit atrocities. **Voltaire**  It is dangerous to be right in matters on which the established authorities are wrong. **Voltaire** 



Nature tends toward equilibrium. **Mel Webster** 

Be obscure clearly. **E.B. White** 

The best career advice to give to the young is "Find out what you like doing best and get someone to pay you for doing it." Katharine Whitehorn

Only the shallow know themselves. **Oscar Wilde** 

You are who you are, regardless of who you think you are. **Oscar Wilde** 

A great deal of formal ethics is clever evasion. Ludwig Wittgenstein

All empty souls tend toward extreme opinions. William Butler Yeats



Some people handle the truth carelessly. Others never touch it at all. **Unknown attribution** 

No single snowflake ever feels responsible for the avalanche. **Unknown attribution** 



## These have particular significance for me, so I hope you enjoy them as much as I do.

I tremble for my country when I reflect that God is just. **Thomas Jefferson** 

A doctor can bury his mistakes, but an architect can only advise his client to plant vines. Frank Lloyd Wright

It wasn't raining when Noah built the ark. **Howard Ruff** 

Faced with the choice between changing one's mind, and proving that there is no need to do so, almost everybody gets busy on the proof. John Kenneth Galbraith

The promised land always looks better from a distance. **Pat Healy** 



No matter what you believe, you always find some people on your side that you wish were on the other side. Jascha Heifetz

When we all think alike, no one thinks very much. Walter Lippmann

After all is said and done, a hell of a lot more is said than done. Clark Olmstead

A good reputation is more valuable than money. **Publilius Syrus** Maxim 108

There is more to life than increasing its speed. Mohandas K. Gandhi

A president cannot always be popular. Harry S. Truman



Criticize behavior, not people. Paul Rubin

Customers want 1/4" holes, not 1/4" drills. **MBA Magazine** 

Example is leadership. Albert Schweitzer

Life is hard; it's harder if you're stupid. John Wayne

All progress depends on the unreasonable man. George Bernard Shaw

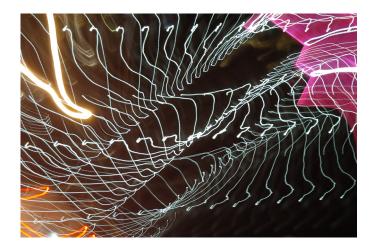


Quality is what the customer says he needs, not what our tests indicate is satisfactory. **Tom Peters** 

Nowadays people know the price of everything and the value of nothing. **Oscar Wilde** 

Nobody is too old to learn, but a lot of people keep putting it off. **William O'Neill** 

Our problems cannot be solved by the same level of thinking that created them. **Albert Einstein** 



The trouble with doing something right the first time is that nobody appreciates how difficult it was. **Walt West** 

The road to hell is paved with good excuses. Walter Shawlee 2

The most exciting phrase to hear in science, the one that heralds new discoveries, is not 'Eureka!' but 'That's funny...' Isaac Asimov

Much more is known than is actually true. J. R. Pierce ('50s and '60s Bell Labs worker)

One, with God, is always a majority, but many a martyr has been burned at the stake while the votes were being counted. **Thomas B. Reed**  It is not enough to do your best; you must know what to do, and then do your best. **W. Edwards Deming** 

He who does not punish evil Commands it to be done. Leonardo Da Vinci



This short intellectual coffee break is brought to you by the interesting people at SPHERE RESEARCH CORPORATION, who just happen to collect quotes, and who also believe the following to be true:

> "Letting a powerful idea loose in the world is like letting light into a darkened room. It remains unchanged, but it looks completely different."