DON’T FEED THE HIPPOS!

Learn from failures of others!
HOW ALL STARTED
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.
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!
SECURITY IS MEAN BUSINESS
SECURITY IS EXPENSIVE
SECURITY IS COMPLEX
DON’T BE THE BAD GUY!
DON’T BE THE MEAN SECURITY GUY
DON’T HIDE
DON’T HIDE
MEET THE OTHERS
PAY ATTENTION
UNDERSTAND THEIR CONTEXT
UNDERSTAND THEIR CONTEXT
APPRECIATE!
DON’T UPSET
SHUT UP AND LISTEN!