

There is a type of person who has an uncanny ability to persuade. The flatterer is usually the most amiable among people and often the most destructive, especially if he has that Rasputin type of charisma which causes the collapse of families and bankruptcy of institutions. The recent financial crisis has served to uncover many of those kinds of people among us. But dismissals and referrals to prosecution do not completely solve the problem as the law does not protect the fool. It is essential for employers to select people who are capable of protecting their organizations, not the ones who praise their titles and always reply with “Yes, sir.” In order to put the right man in the right place, you must evaluate the candidate based upon his qualifications and not on your feelings towards him. You might lose a highly qualified candidate just because he didn’t have the best interviewing skills or didn’t impress you with his vocabulary. In the Kuwaiti dialect, there are words the recipient might interpret as an insult if you use them in the short form. For example, in Kuwaiti you can say “I didn’t explain myself clearly,” but the same thing can be said in a short form which comes across as “you don’t get it.” This lack of understanding creates a lot of confusion especially when you’re discussing sensitive matters. Usually, the listener won’t show offense immediately because this isn’t really considered a direct insult. You store this, however, and over time it burrows into your psyche and builds into strange feelings of resentment.

In the developed countries, these Rasputin characters are restrained by systems which control them. The position of a consultant is considered a prestigious one in the civilized world and plays a vital role in raising and guiding institutions, acting like a chemical substance which creates interactions without being a part of it.