



## „YOU ARE ALL WRONG!“ The Story of the Wise Man, the Elephant, and the Dark Room A Business Fable Retold

Retold by Christian Rook

Once upon a time, many years ago, in Persia, there was a village that had long been plagued by disputes and tension.

The village council couldn't agree on the future of the community. Some wanted to build a temple, others wanted to expand the village. A few elders were interested in improving the school. Others wanted to keep the money in the village treasury to prepare for hard times.

Among them was a wise man who had grown tired of the constant quarrels and came up with a plan.

He invited the council to his home. Before they arrived, he had an elephant brought into a completely dark room.

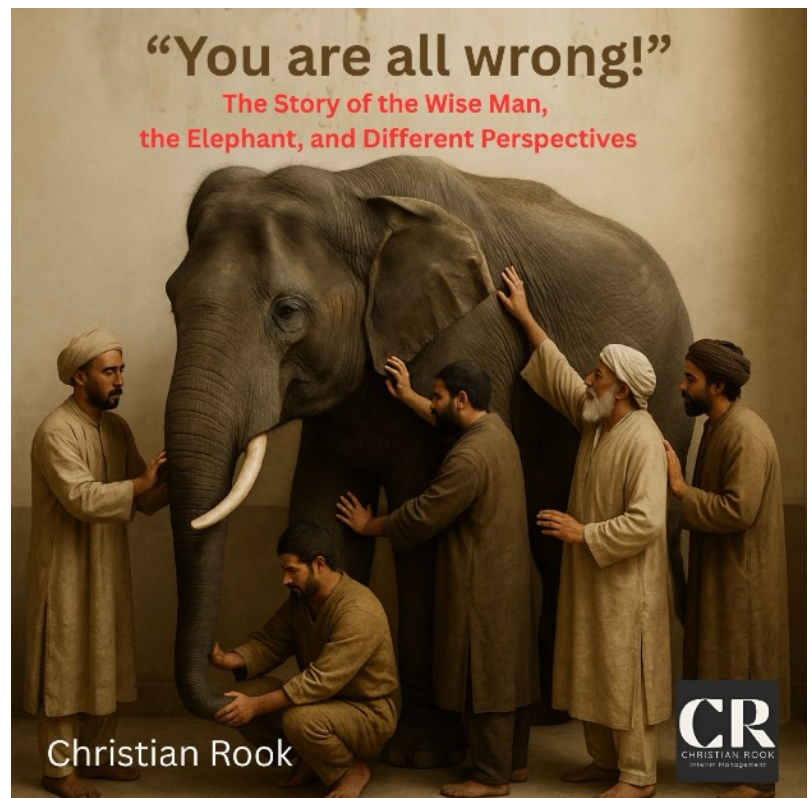
Then he asked the men to enter the room. Each of them was positioned at a different spot and was asked to reach out and describe the object in front of them.

- 1 The first man touched the elephant's trunk and said, "This is definitely a large snake."
- 2 The second felt a leg and exclaimed, "Wow. A massive tree trunk."
- 3 The third man felt the ear: "This is clearly a large fan."
- 4 The fourth touched the tusk. "Definitely a spear."
- 5 The fifth stroked the side of the belly: "It's a wall!"

The wise man then had the men discuss what they had experienced. Each insisted that his perception was the correct one. They argued and even became angry with each other.

Then the wise man turned on the light. The men stared in disbelief and shock at the elephant in front of them.

The wise man said:



“You see? Not one of you said you had touched an elephant. So you were all **wrong** – and yet each of you was also **right**. Each of you touched only **a part**. Only saw a piece. Just like in real life. If you want to grasp the truth, you must be willing to understand and accept that everyone has a different perspective and perceives different things. The trick lies in being open to putting the pieces together and turning the various perspectives into a full elephant.”

A handwritten signature in cursive script that reads "Christian Rook".

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