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"It comes as a kind of shock to them, — George explains, — because many people are used to just memorizing facts, retelling the contents of a book or notes to it, instead of putting it aside and thinking with their own heads."

I suggested that this set of skills is somewhat similar to the work of a good psychotherapist, who begins with a pleasant topic for the patient, and then reveals what is significant for him (that is, involves a progressive sequence of the process of maturation — attachment, meaning, habit, etc. [...]), and not just immersed in an abstract discussion.

"That's right, — said George. — First, I try to start an important, meaningful conversation with the student: where he came from, what are his views on life, where he would like to see himself in a few years. And then I build our communication on what I learned from this conversation, first of all on what is especially pleasant for a person and especially good at it.

Often we teach some very abstract things: accumulation of wealth, failures in management, etc., and it is very important, especially at the beginning, to link the writing of essays and lectures with what students can easily understand. So I have to link the abnormal profits of the luxury market with the interest of girls in designer handbags or the passion of young men for aircraft modeling with the problems of Boeing Aircraft, a company that, despite its leading position in the industry, faced problems due to competition with the Airbus Corporation, which enjoyed state support. In short, I try to teach them new things using what they know."

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George was a little silent. "Oxford is a very interesting place, — he continued, waving his hand towards the portraits on the wall. — This is a private educational institution, which remains so for about a thousand years. Many students choose to enroll here because of the mentoring system. Essay is our heuristic tool. Its roots can be found in the ancient Greeks, in the arguments of Socrates and Plato. During the Renaissance it was invented anew and became the main form of education.

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Oxford and similar places retain their appeal thanks to this form of education based on close personal contacts.

In General, if we talk about independence and discipline, our words do not differ from the case: unlike many other universities, no one sits at my seminars just like that. The implication is that if someone does not like what I do or say, I will be informed. For me, after so many years in business, this professional environment seems very strange! Productivity and efficiency are not defined in the same way as in the market, but nevertheless individuals with leadership skills are constantly manifested within these walls."

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