



The Banker and The Professor

An investment banker who was stuck in negotiations to buy an offshore wind farm in the Pacific hired a professor to bring environmental credibility to the team, promising to pay him well.

After the professor had spent months reviewing documents and flown in a light plane to a small island to present the proposal, resulting in a deal that completed the banker's renewable investment fund, he asked for payment.

The banker, taken aback, exclaimed, "Haven't you been rewarded enough? I gave you the opportunity to apply your knowledge and this deal is for the good of the planet!"

The Original - The Wolf and The Crane By Aesop

A Wolf who had a bone stuck in his throat hired a Crane, for a large sum, to put her head into his mouth and draw out the bone.

When the Crane had extracted the bone and demanded the promised payment, the Wolf, grinning and grinding his teeth, exclaimed: "Why, you have surely already had a sufficient recompense, in having been permitted to draw out your head in safety from the mouth and jaws of a wolf."

A note on this fable: I wrote a few versions of this one (The Boss and the Graduate, The Billionaire and the Doctor, you get the gist). I wanted to get it right, as I think it's about how we value each other. One character could be seen as 'good' and selfless, and the other is in pursuit of their own interests. But should you expect something from someone who is obviously self-interested, and are you empowering them by association? Can you rely on a promise? Is it still self-interest if there's a greater cause in addition to the fees the investment banker will receive? Or is it the Professor who is self-serving? This fable has a deep history and there's lot of interpretations and versions. The one above is from the Florida Center for Instructional Technology (<https://etc.usf.edu/lit2go>). They summarise the moral of the tale as, *In serving the wicked, expect no reward, and be thankful if you escape injury for your pains.*