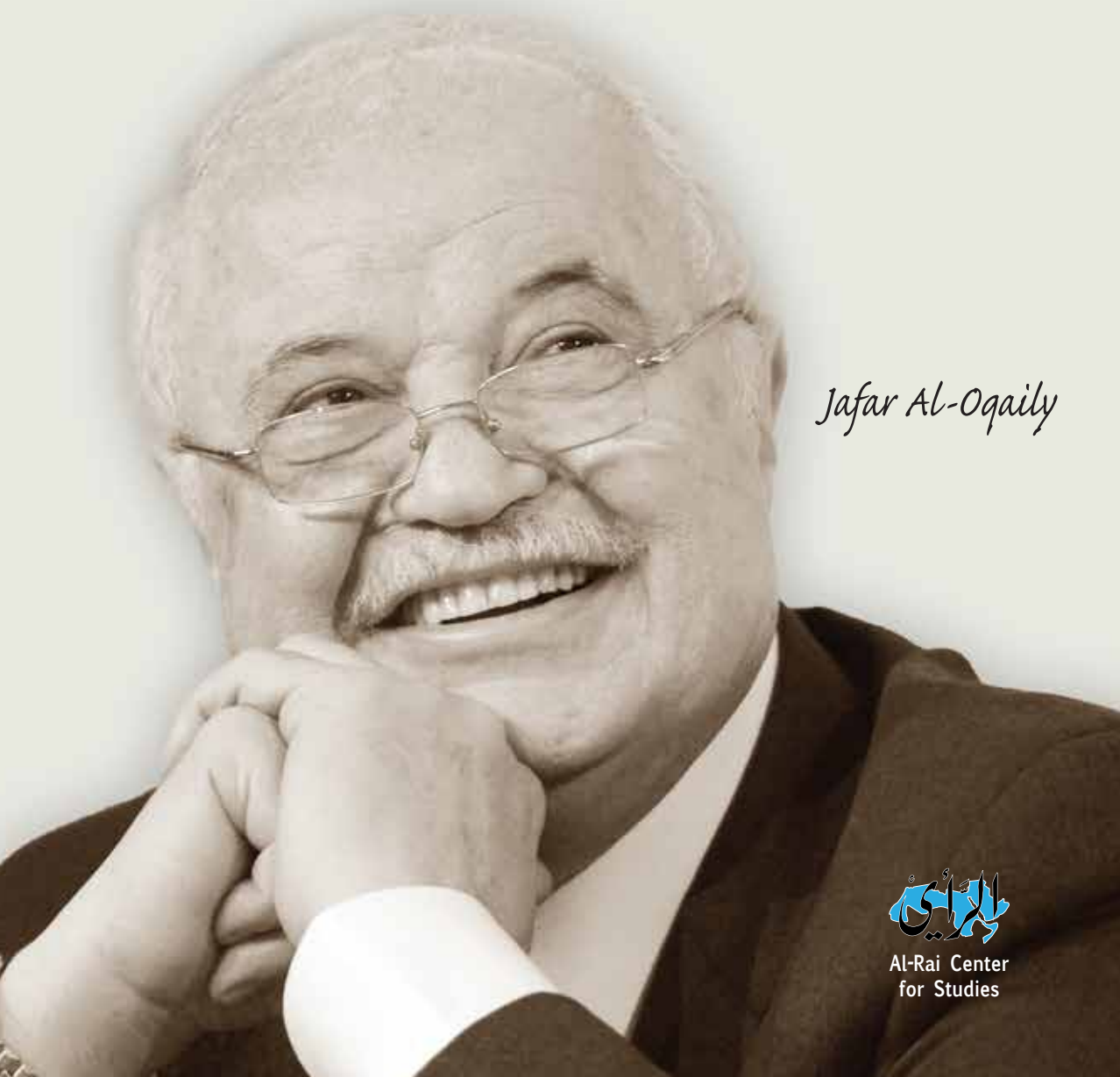


Talal Abu-Ghazaleh

From Suffering to Global Spotlight



Jafar Al-Oqaily



Al-Rai Center
for Studies

*I have learnt
to thank Allah
for everything*

~ Talal Abu-Ghazaleh ~

The Hashemite Kingdom of Jordan
The Deposit Number at the National
Library
1028/2/2024

923.3

Al-Oqaily, J'afar Ahmed Hamdan
**From Suffering to Global Spotlight / Al-Oqaily, J'afar
Ahmed Hamdan. - Amman : Abu-Ghazaleh Translation,
Distribution and Publishing, 2024, First Edition
Translated by: Mahmoud Daoud Fares AlAbed**

(239) p.

Deposit No.: 1028/2/2024

Descriptors: /Biographies//Businessmen//Economists/

The author bears all legal responsibility for the content of his
work and does not express the opinion of the National Library
Department or any other party

ردمك (978-9957-559-92-2) ISBN

ردمك (978-9957-559-93-9) ISBN E-BOOK

This book is a translation of an
original Arabic version authored by:
Jafar Al-Oqaily

First edition, 2017

Published by:
Alaan Publishers and Distributors
Jordan



& Jordan Press Foundation (Al-Rai)



Translation by: Mahmoud Al-Abed

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

Jafar Al-Oqaily



Al-Rai Center
for Studies

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Dedication

To the universal citizen,

Dr. Talal Abu-Ghazaleh

To the ambitious from the new generation,

Makers of the of future

I dedicate this book

Jafar Al-Ogaily

► Prelude

Since its establishment in 2001, Al Rai center for studies has been keen to open up to the general scene with all its knowledge, cultural, economic, political and social manifestations. This approach has been enhanced through a series of publications, varying between research works, specialized studies, history, documentation, culture and intellectual and literary productions.

In service to the country and as part of its role to introduce to the public creative and innovative achievements, the center has placed in the heart of its concerns the illumination of inspiring experiences of figures that have left their fingerprints on the life of the local community, especially those whose influence crossed borders to earn global presence. Among these is Talal Abu-Ghazaleh, a man of giving, and an example of the forward-looking way of thinking, sound planning and investment in human capital.

His story has become common knowledge, especially his iconic and successful endeavor to turn the sufferings he experienced during childhood and youth into a motivation to achieve great ambitions. And here he is, six decades after graduation from university, boasting a remarkable record of achievements in the different aspects of his career track, in the fields of professional services, auditing, intellectual property protection, digitalism and building knowledge-based societies.

A close look at Talal Abu-Ghazaleh will lead to the conclusion that his life is rich in creativity and marked with perseverance and keenness to introduce the Arabs to the world as civilization builders and key contributors to human civilization on this planet.

These achievements, of course, have not come as a result of wishful thinking and rhetoric, but are rather the outcome of an individual's dedication and earnestness, which rendered the man the admiration of everybody. Eventually, Talal Abu-Ghazaleh has set the record straight as regards the image of Arabs in the minds of many Westerners.

Talal Abu-Ghazaleh, while presiding over his professional services group whose branches and representative offices are operating in the four corners of the world, always expresses his loyalty and belonging to Jordan through initiatives, public service projects, grants and sponsorship of talents wherever they are in the country. Talal Abu-Ghazaleh Global never gives up on the new generations of Jordanians, always stimulating them to make a difference, pursue their goals and serve their community. For this purpose, the group designs modern plans and programs to facilitate graduates' entry into the labor market, equipped with knowledge, determination and confidence in their abilities.

For all these reasons, Al Rai Studies Center has taken this step to assign the author, Jaafar Al-Oqeili, to write this book, "Talal Abu-Ghazaleh, from Suffering to Global Spotlight, to be added to the center's periodical publications list. In the following pages, the honorable readers are to be told a story of success worthy of narration of a man worthy of taking as a role model. It is a story of challenges, adventure and hope, rich with details that are prone to raise the morale and stimulate determination in its readers.

Al-Rai Center for Studies

A man in a dark suit and tie stands outdoors under the shade of a tree. He is looking slightly to his left with a slight smile. The background is bright and out of focus, suggesting a sunny day. The tree's leaves are dense and create a dappled light effect on the ground.

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

Thresholds

The Model Arab Businessman

By His Highness Prince El Hassan bin Talal

Nations and countries take pride in their creative and pioneering citizens. Based on that, I do appreciate the positive attitude of my brother Talal Abu-Ghazaleh, who has chosen the path the institutional path and harnessed the capabilities and experiences of his institution in a direction ending with intellects meeting in the Third Space, where governmental, private and civil action blend.

We need a forward-looking process for mutual evaluation based on experiences in the different knowledge fields, and this should not be done only through distance learning. There is a need to meet and exchange ideas and opinions. And this is what brother Abu-Ghazaleh always tries to achieve through his work.

Arab knowledge communication needs to deepen the way experiences are exchanged in the Arab world, in multiple fields, such as intellectual property, management, accounting, information technology, and communication.

Hence, I invite good Arab businessmen, who are many, to launch initiatives at home and abroad, and I am sure that their capabilities may exceed those of their countries' governments.

What distinguishes Abu-Ghazaleh's career is his deep belief in education, rehabilitation and capacity building for our sons and daughters.

I congratulate him on his successes and initiatives and encourage him to continue on this path, wishing him success.

The Brilliant Student

**Dr. Salim Al-Hoss ⁽¹⁾*

I am proud that Talal Abu-Ghazaleh was once a student of mine when I was a professor at the American University in Beirut. Indeed, he was one of the brightest and most distinguished students.

He has never stopped contacting me during this long time, and I have been tracking the news of his career, in which, again, he evidently surpassed his peers, scoring a highly notable success at the professional level. He is now at the helm of Talal Abu-Ghazaleh & Co., standing out with his partners among the most prominent professionals in the field of accounting and auditing in Lebanon, and indeed in the entire Arab Levant.

His birthplace is Palestine, home of jihad and the hope of all Arabs. It is the land that gave birth to a distinguished people known for their sacrifices, bravery, and struggle. Among the children of this exceptional nation are some of the most prominent icons of the Arab struggle against criminal Zionism and steadfastness in the face of the toughest conditions that have engulfed the Arab nation.

He was born in that good land and had his share of the suffering just like the rest of his fellow Palestinians. He was forced out of his homeland at the hands of the criminal Zionists, and so he migrated to Lebanon with his family. There, he finished school and completed his

(1) An Arabist thinker and former Lebanese prime minister

university studies. He was one of the most brilliant and brightest students throughout his education. He never gave up on his ambition to do something that leaves a significant impact on his Arab Nation. He devoted himself to serving his nation in his own way; that is, he dedicated his life to working in a vital and emerging facility that is accounting and auditing. He has had a long experience in this field through effective professional companies, with high competitiveness, working in Lebanon and other Arab countries.

I am proud that Talal was one of my students, and I consider that period in my life, my teaching career, one of the most productive times of my life.

I am delighted that this captivating book, “From Suffering to Global Spotlight,” is published to do justice to this generous man, for he is worthy of this kind gesture and more.

A sincere salute to my dear brother Talal Abu-Ghazaleh, and greetings to all his faithful brothers who rose up to the writing of this book in his honor. He is worthy of all appreciation and honor.

A man of initiative and a proactive entrepreneur

Taher Al-Masri (1)

Brother and friend Talal Abu-Ghazaleh's journey in this life is worth studying and to be taught to generations as there are lessons to learn from the story of a self-made man who employed his solid will, determination, and perseverance to achieve his goals, and build a unique personality capable of imposing its active presence in more than one field at the same time.

That is the son of Jaffa, who was born there, witnessed the exodus and lived through wars and calamities, and left Palestine. He chose the profession of accounting and excelled in the field of auditing he became A pioneer in the field of finance and economics, and became a great benefactor, supporting science and education, including his generous donations to the university from which he graduated.

Many challenges have come into the path of Talal during his career, but he every time came out more powerful and solid. His business has endured the consequences of what the region has witnessed of wars and turbulences, but as a man of initiative, experience, know-how and determination, he has overcome all that and become a respected pioneer in the field of intellectual property, not only at the level of Arab countries, but also in the global arena. His international status in this field has become well known and highly acclaimed, so much so that the United Nations, and specifically its Secretary-General, has reached out for him to benefit from his expertise in this respect. This is a testimony to the efficacy of his knowledge and distinction as a world-class expert, who, in my opinion, stands out as an example of a distinguished Arab person worthy of appreciation, praise and respect.

(1) Former Jordanian prime minister and president of the Senate

Talal is haunted by the concerns and issues of his Arab nation, particularly the Palestinian cause, exhibiting mature Arab pan-nationalism thought. He has a remarkable record of action for Palestine and its just cause, especially in supporting the sectors of culture, health, and education.

He has very strong political relations in different parts of the world, and he never hesitates to employ them in support of the Palestinian cause and Arabs causes in general.

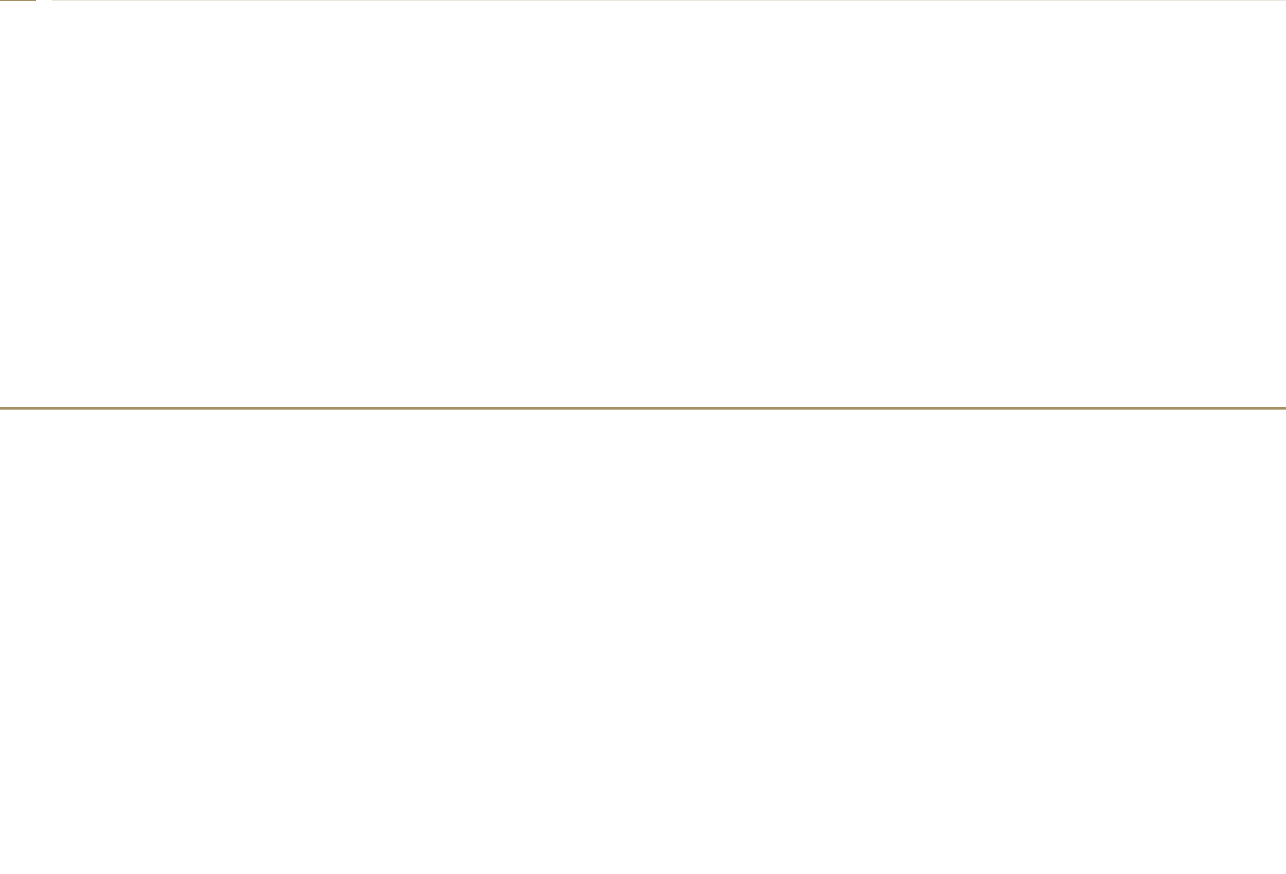
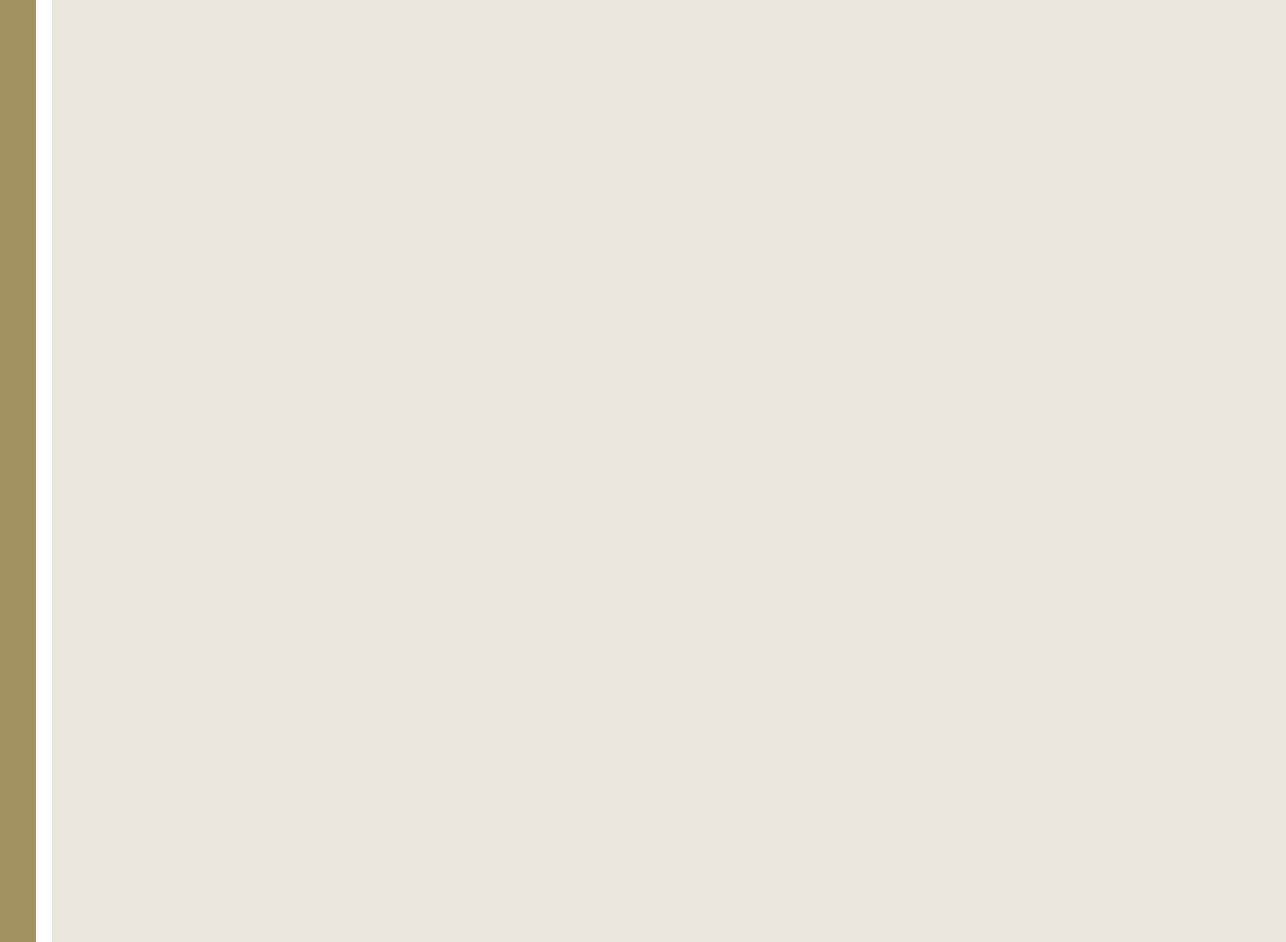
It is evident that his vast knowledge and deep political insight are dedicated to serving this lofty noble efficiently, and there is no doubt that the positive and impactful fingerprints he has left here, in Jordan, are many, especially in the fields of education, accounting, finance and economics, and investment, in addition to his broad and influential social presence.

Despite his many preoccupations with accounting, academic and political activities, he is fond of music and art in general and does not hesitate to support fine art on both the Arab and European levels. He has made many contributions in the field of supporting festivals and innovative artistic works, especially in Austria (Salzburg).

This is Talal Abu-Ghazaleh, the man I know very closely, a true self-made person, a man of initiative, and a proactive entrepreneur. He is a devoted Arabist who makes a difference wherever he is.

He is always charged with wonderful humanist sentiments in every move he makes and enjoys a fine sense of humor free of grudges. He is a respected family man and a good citizen who is wholly devoted to giving, serving his country, and pro-life stands. He defends his views but never cancels those of others.

In short, he is a human being whose experience is worthy of reading and whose achievements are worthy of respect.





The Native Land

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► The Seed and the Sun

In Jaffa was the birth of the seed, which penetrated the soil with vigor worthy of its neighboring sea, that is open to the horizon of hope, guarded by the sun of truth. Up there in the sky visions rise, and dreams take shape like clusters of wishes.

That same sea, the Mediterranean, was the route Talal Abu-Ghazaleh took to reach a shore not very far from the shore where he lived his childhood. Beirut was the next port, and it is where the soul-searching journey began. It is where he started to equip himself with an arsenal of knowledge and skills, coupled with a determination to rise up to fight the war of life, which began at an early stage of his life, when he endured exile, poverty, and a blurry destiny.

His steadfastness and struggle with suffering were like a flower blossoming in firm and good soil, extending out in search of the right trajectory for the young man in his future career, a journey that would only take him to the summit, where his endeavors have proved that success is not an achievement in itself; rather, true success is the continuous ability to make achievements. He landed in Kuwait, the big house accommodating everybody. There, his compass was fixed in one direction and he started carving his passage with hard work, perseverance, capacity building, and upskilling. He took accounting and auditing as his career path, which led later to sub-tracks that included a variety of professional services, keeping pace with the expansion witnessed by Arab countries and affirming that the world is obliged to tip its hat in appreciation to the person who understands his

“

He who wants to learn must struggle.

”

direction and allows him the space to pave his confident path. Here we have a “universal” man who embodies on the ground a model of Arabness, born Palestinian, raised Lebanese, rose as Kuwaiti, and spread as an Arab, raising the banner of building an empowered generation capable of placing its nation in the deserved position on the world map.

In all of this, Talal stems from his faith, which he often expressed in.

In all of this, Talal emerges from his deep-rooted belief, often expressed in international forums and global meetings, with his statement: “I have no doubt that we are capable of victory in all Arab countries because we have enough history, civilization, and culture... We were not born yesterday, we are a nation with thousands of years of history, and our history and civilization give us the strength to persevere and triumph... We are, by virtue of history and geography, a great nation.”

Talal Abu-Ghazaleh started with himself first, building a group that included companies providing everything needed by Arab management. It was his determination that propelled his ambitions towards excellence, leading to his global reach. Jordan became the nurturing home for the realization of the global project that Talal Abu-Ghazaleh once dreamed of, and it has now become an achievement that is hailed by everyone.

And here is Talal Abu-Ghazaleh, an Arab name that traverses the world with a presence that commands respect, admiration, and a desire for partnership and collaboration. From this perspective, one can understand the fame that has made him an exceptionally trustworthy

“

If you have fun playing, you are the winner even if you lose the round.

”

figure relied upon in managing many international affairs. He has achieved global triumph despite the challenges and hardships he has faced. He is a strong personality whose strength is enhanced by challenges and one who withstands the wind without bending.

And because every personality has its keys, the “keys” of Talal Abu-Ghazaleh’s personality provoke reflection. Philosopher Anthony Greenbank says, “To live through an impossible situation, you don’t need to have the reflexes of a Grand prix drivers, the muscles of a Hercules, the mind of Einstein. You simply need to know what to do.”

Abu-Ghazaleh confirms this theory, saying, “You have to be stubborn. My colleagues used to come in the morning and say, ‘We have a problem!’ and they would be extremely worried and gloomy. If there was a problem or an issue, I would tell them, ‘Great, thank God we have a problem! This is good news! It means there is something for us to work on.’”

He adds, “This is my philosophy in life. Life is full of problems, obstacles, wars, conflicts, envy, everything is difficult! You can succeed if you are stubborn and see difficulties as blessings that you will overcome. I always say that those who fight against me are the best people who have been good to me. They are many and they still exist. I love those who fight against me because they give me strength. This may be a philosophy that you find strange, but believe me, no one has served me better than those who have fought against me.”

“

Competing with one’s self is the best kind of competition. The more a person competes with himself, the more he develops. This does not mean that today should be the same as yesterday or that tomorrow should be the same as today.

”

► Jaffa, the Spring and the Sea

Talal opened his eyes to the world in Jaffa, a city that sleeps on the sea's shore and opens its heart to its children. It was in April 1938. Because he was born in the spring, he was destined to be filled with hope, characterized by renewal and generosity without bounds.

His father was Tawfiq Salim Abu-Ghazaleh, a respected Palestinian. Although he was illiterate; he was calm, wise, possessed a strong personality, will, and determination that earned him the respect of his family and the esteem of those around him. He provided Talal with a wealth of knowledge, including his love for work, dedication to it, and responsibility towards his family members. Talal and his siblings were awakened by their father's voice every morning, saying "Kak Hamshari," a Turkish phrase meaning "Wake up, soldiers," because Tawfiq believed that God distributes provisions before the sun rises, in addition to his military training, as he was a soldier in the Ottoman army in his youth.

Talal learned from his father the importance of respecting and not wasting time, and the habit of waking up before sunrise. His father always reminded him that a person who sleeps in late loses their share of the sustenance God distributes. Even after all these years, Talal continues to illuminate his path with his father's wisdom, saying, "My father taught me that time is the only commodity that can create something out of nothing."

Hajj Tawfiq launched numerous entrepreneurial projects in Palestine. He worked in trade and served as an agent for several car oil companies. He also owned

“

Palestinians are not only ready to persevere, but are able to persevere to the end.

”

agricultural lands and a fleet of buses that operated on the route between Jerusalem and Jaffa within a company he established and named “Yafa.” It was the only company that provided transportation services at that time. Abu-Ghazaleh family also owned a hotel in Jaffa. Due to the widespread reputation of Hajj Tawfiq and the reach of his fame, one of Jaffa Streets was named “Abu-Ghazaleh Street.”

As for Talal’s mother, Adibeh, originally from Jabri family in Damascus, Syria. Her father was the Syrian consul in Palestine at the time, which is why she was born in Jaffa. She dedicated her life to her family and was known for her loving spirit and gentle nature, which shaded her relationship with her husband and children as she tirelessly sought to provide them with a happy and fulfilling life.

► The School of Family and Life

Since childhood, Talal enjoyed a special place with his parents. He was obedient, loving, affectionate, caring, and devoted to his studies. He fulfilled his duties and never went against their will. He always requested his mother to bless him and his siblings with prayers, showering them with prayers of contentment and success from God.

One of the strong indications of his mother’s deep attachment to him is when she fell ill and entered a coma before her passing. Whenever she regained consciousness from her coma, she would utter Talal’s name. Although distances took him far away on work

“

The goal of the Zionist enemy is to frustrate us. Our response should be not to fall victim to frustration.

”

trips, his heart seemed to beat in another place, in his mother's room. His veins and arteries drew their life's essence from her pure breath.

Talal's relationship with his father greatly contributed to his social and moral development, as well as shaping his life and determining his future paths. This relationship was built on emotional attachment and mutual respect. Talal nostalgically shares, "We held great reverence for our father, not out of fear, but out of respect and admiration. When he entered the room, we all stood up like students. He never scolded anyone, but his unique manner and gestures conveyed his expectations. We understood what he wanted, and we willingly complied."

Talal learned a great deal from his father. He accompanied him on his business trips and travels. His father would often take him to cafes and gatherings where he would engage in conversations with his friends, exchanging thoughts on various life matters. Talal was an attentive listener, displaying impeccable manners and retaining the information that interested him. He absorbed his father's words and conversational style, as well as the principles and values passed down through generations in the family. He noticed his father's ability to make sound decisions at the right time.

“

He who wins at the end is the one who proves the ability to be patient and enduring.

”

One of the most important principles Talal learned was never to compromise his name, reputation, or conscience. He witnessed his father losing a lawsuit because he refused to sign a statement that he knew would compromise his integrity. Despite being aware that refusing to sign meant losing the case, his father confidently declared, "I realize that I will lose the lawsuit by not signing, but I will retain my dignity, conscience, character, name, reputation, and honor."

Talal also learned from his father the love of entrepreneurship and taking initiatives. As one of the early pioneers, he established ice factories, a venture considered modern and controversial at that time.

Talal cherishes the times when he was his father's companion, reminiscing with a sense of longing. He reflects on the lessons and values he gained from those moments, saying, "Many situations occurred with my father, and from them, I learned that principles create success." He adds, "These values were instilled in me by my father and they have stayed. I take pride in following the footsteps of this great man who nurtured our extended family and whose honorable reputation led to one of the streets in Jaffa being named after him. He has provided me with treasures of knowledge and wisdom that I have benefited from in different stages of my life."

Talal also learned a profound lesson from his father, which he considers one of the secrets to his success. It is the practice of wisdom and dealing with crises and problems positively, facing them with a smile. He learned this lesson when a fire broke out in the oil warehouses in an incident known as the "Great Fire of Jaffa." Talal, who was with his father at a café, observed his father's reaction as he received the news with composure and did not exhibit any impulsive behavior. His father's first question was, "Did anyone get hurt?" The answer came that everyone was safe, and only the goods were damaged. His father calmly and reassuringly said, "Thank God everyone is safe. The material losses can be compensated." Talal contemplated the contentment and acceptance of fate reflected in his father's face. His father's only concern was the well-being of the workers before he resumed what he was doing as if nothing had

“

Nothing great was ever achieved without enthusiasm.

”

happened. Talal deeply stored this scene in his memory and took it as an exemplary model for dealing with crises.

Another indication that the young man followed in his father's footsteps is when a fire broke out in one of Talal Abu-Ghazaleh's offices in the city of Al-Khobar, Saudi Arabia, consuming the entire building. This happened in 1992, years after the previous incident. When Talal learned about the fire, he acted in the same manner as his father did before. He did not inquire about the material losses but instead asked about the safety of the employees and neighbors. When he learned that no one was harmed, he expressed gratitude to God, out of his firm belief that only human lives and well-being matter. Talal had reached such a level of closeness to his father that he acquired his father's characteristics, ethics, and business acumen. In particular, Hajj Tawfiq frequently advised his youngest son to engage in trade, often repeating the phrase, "Being a trader is being two-thirds of a sovereign."

Talal was fully trusted by his father, who registered a small piece of land valued at 400 [Palestinian] pounds in his name when Talal was only four years old. His father always advised him to hold onto the land and never forget that he was a farmer.

“

Taking the right step makes you feel good, even if the whole world hates you.

”

Talal Abu-Ghazaleh cherished memories of strolling through the orchards with his father and listening attentively as he imparted wisdom without fatigue or boredom. His father would often say, "Farmers are the most patriotic and devoted people because they have a deeper connection to the land than anyone else. They are involved in digging, planting, nurturing the crops, watering them every day, and finally reaping the

harvest.” Talal’s father would look into his son’s eyes and earnestly say words that the child absorbed and stored deep within: “You must always think of yourself as a farmer to be connected to your land.” The echoes of those words still resonate within Talal, accompanying him on his journeys and endeavors.

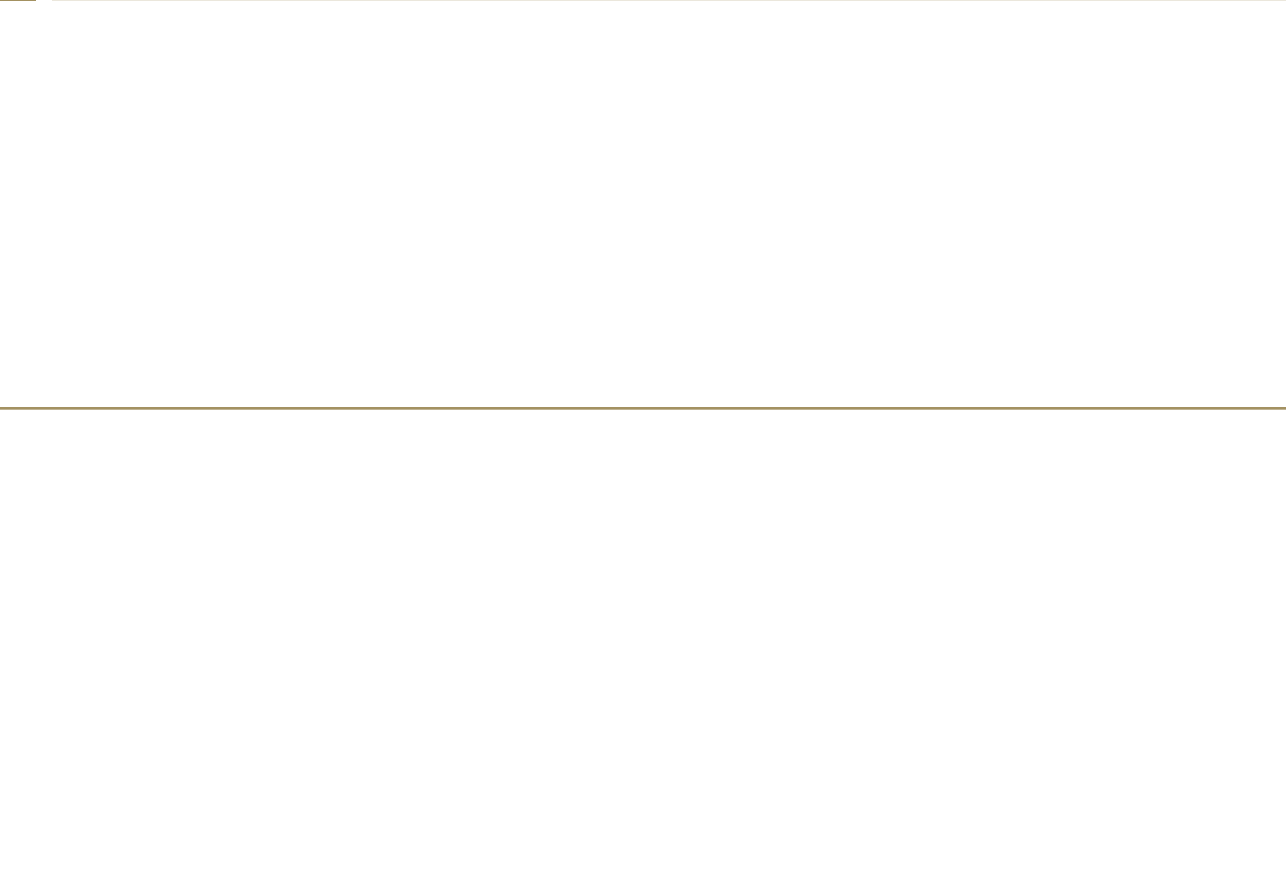
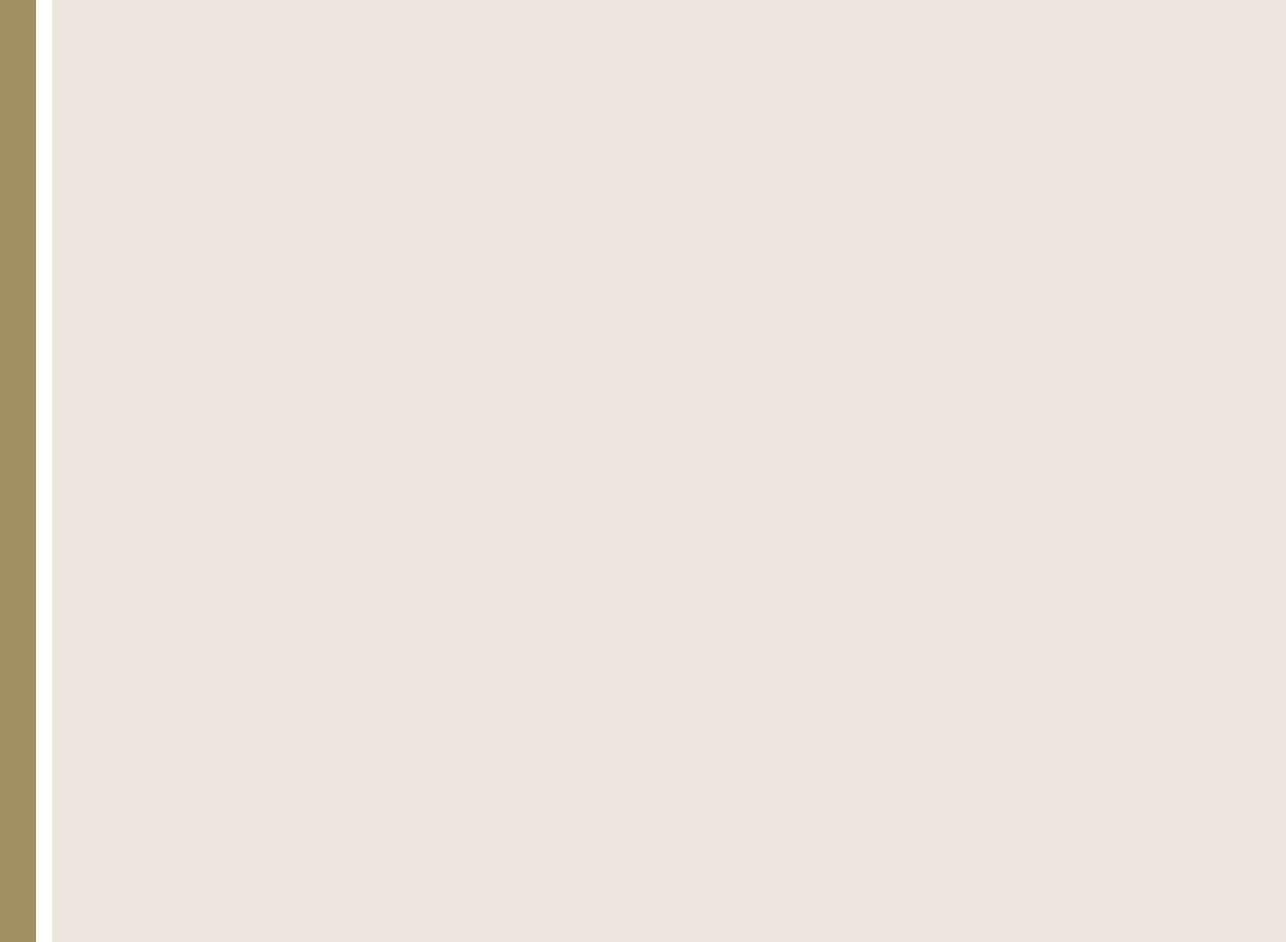
Talal Abu-Ghazaleh developed a love for the land from an early age, and he was known for his respect for others regardless of their social status or background. He believed that a person should always remember that their value lies in their humanist actions because, without them, they cannot perform their work correctly and coherently. He realized early on that a person who does not respect their family or fulfill their duties towards them cannot contribute goodness to their work, company, nation, or community. Even today, Talal finds his true peace only among his family, and he constantly reiterates, “My happiest moments are when I listen to music and sit with my family. That is on a personal level. On a professional level, accomplishing projects and initiatives, especially those related to our social responsibility, are the best moments of life.”

Talal lived in the embrace of his family in the city of Jaffa until he turned ten years old, in 1948, when the displacement began. In Jaffa, he studied at the Greek Orthodox School, where his father was keen on providing him with the best education. That school instilled in him the principles of contentment, giving, sacrifice, social responsibility, and love for others.

“

There are important decisions that we must make, no matter how difficult they seem and no matter how angry those around us may be.

”





Departure and Destination

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► Building the individual

The year 1948 represented the first turning point in Talal Abu-Ghazaleh's life journey, as it marked the beginning of a journey of hardship. It is no secret the pain that the "Nakba" brought to thousands of Palestinian families who faced the cruelty of displacement and the tragedy of homelessness while holding onto the dream and belief that they will eventually return to their stolen lands, no matter how long it takes.

Talal remembers that period with a lingering heaviness in his heart, saying, "I became a refugee and displaced in an instant. I felt the pain of refuge. How I used to live in our home, our farm, and how everything turned upside down, leaving us with nothing."

And because success cannot be monopolized by anyone, success belongs to those who pay the price. This harsh blow strengthened Talal and turned the pain of suffering into a driving force for achievements. He proudly states, "I am proud to hold the identity of a Palestinian refugee. The Palestinian refugee takes pride in what I call the 'blessing of suffering'."

The forced displacement taught Talal to confront life and gain wisdom from its experiences. As they say, a wise person creates opportunities more than what he or she stumbles upon. After his father became his first teacher with the support and encouragement of his mother, and after the school became his second teacher during his primary education, the journey of displacement became his third teacher, placing him directly face-to-

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Suffering might turn into a blessing if you set your mind in the right direction and decide that excellence is the only way to escape.

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face with “life” and all its fluctuations, far away from his homeland. Talal compares between what school and what life offers, saying, “At school and university, we learn the lessons and then face the exams. In life, we face the exams first and then learn the lessons.” This wisdom holds deep meaning and significance, guiding Talal in the following days to arm himself with determination and challenge, leading to success that can only be described as “astounding” because it was achieved through a path filled with suffering and nothing but suffering. Perhaps Friedrich Nietzsche’s words best express this idea, as he said, “To live is to suffer... to survive is to find some meaning in the suffering.”

The road of suffering began with a call that echoed through the streets of Jaffa, reaching Talal and his family as they sat on the rooftop of their house. The voice repeated incessantly, “Leave your homes and head to the beach for the safety of military operations.” Like everyone else, they went to the beach. It didn’t take long for Talal to develop a different interpretation of this event as he witnessed the cruelty of displacement and the fate that befell the residents of Jaffa. It was ingrained in his mind early on that what happened was nothing but a Zionist plan aimed at emptying the city of its original inhabitants and evicting the rightful owners from their homes.



There is no achieving ambitions without suffering.



The residents reluctantly responded to the call, seeking safety, and walked to the beach, leaving behind their belongings, possessions, and memories. They didn’t have enough time to take anything or even think about it. Thousands of people left their homes with empty hands, believing that their return was imminent, very imminent.

When they reached the port, cargo ships awaited them to transport them to another place, where a new life awaited them—a life they knew nothing about. They boarded the ships, and young Talal at that moment felt pain and suffocation within himself. He realized that he had lost everything from the moment he stepped into the cargo ship, which was designed to carry goods, not passengers. The pressing question of a child never left him as he gazed at his father and asked, “Father, where will this ship take us? Isn’t it a cargo ship? How will it transport us, the passengers?” His father replied, hiding the pain that almost choked his voice and concealing the sadness creeping upon his face, “Don’t worry, my son. Surely it will take us somewhere.”

The ship, carrying its human cargo, headed to South Lebanon, specifically to the village of “Al-Ghaziyah.” Despite the short distance between Jaffa and Al-Ghaziyah, this journey of suffering lasted two weeks. During this time, despair settled among the passengers, and their faces darkened, as one of the displaced individuals tragically passed away on the ship, and those responsible decided to throw his body into the open sea as long as they wouldn’t reach the land anytime soon. After this painful incident, the displaced came to realize that the calls broadcasted by the loudspeakers, urging them to leave for their safety, were part of a Zionist conspiracy against their legitimate existence on their land. Talal-Abu-Ghazaleh became convinced that he was forcibly irradicated from his land, just like a good tree with its branches reaching the sky and its roots deeply embedded in the earth that it cherished and had a deep connection with.

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Our existence, our continuity, the recovery of our soil, and the return to our homeland. All of this depends on our cultural superiority.

”

Overnight, Talal found himself displaced, refugee with his family, filled with anger towards those Zionist colonizers. However, he didn't surrender to his pain. Instead, he began to contemplate thousands of plans and grand projects, driven by the desire to transform suffering into a source of success. He aimed to confront Zionism, its strongholds, and its oppressive military machinery through the weapons of knowledge, success, human development, and the establishment of a conscious generation, laying the foundation for reclaiming the usurped land and the stolen rights.

Talal Abu-Ghazaleh is often quoted in one of his interviews, as he recalls this experience and its impact on him: "If there is one personal thing that helped me in building a global institution, it is what I call 'the blessing of suffering.'" From there, determination and challenges began to pave the way towards achieving the great goal. He said, "My dream of establishing the largest institution in the world started when I was only eleven years old."



One gets from life what he deserves, so if you decide that you deserve to succeed, this is the beginning. Then you have to remind yourself that success is not achieved by chance, but rather by suffering.



Talal Abu-Ghazaleh wanted to show the world, through his grand corporate work, that a conscious and a self-confident individual possesses tremendous potential, which, when invested properly and strategically, enables him to unleash his creativity and demonstrate high capabilities. This can only be achieved through knowledge, learning, commitment, honesty, perseverance, hard work, and adherence to noble ethics.

Talal believed that the development of a person is a holistic process that cannot be separated into individual parts. And the success in creating a conscious generation is the first and most important step towards liberating the land and reviving the nation again.



► A New Beginning

Lebanon was the second chapter in Talal Abu-Ghazaleh's life journey. As soon as the ship docked, the journey of challenges began. Although Talal's family was displaced, they were not rendered homeless like many Palestinian families. His father had established strong and close relationships through his business dealings with acquaintances and friends, including Hajj Rida Khalifa, a prominent figure and one of the dignitaries of Al-Ghaziyah village. Abu-Ghazaleh family was hosted by Hajj Rida in a house where one of his sons lived. For this reason, the family was not treated as refugees. Hajj Rida well treated them, refusing to let them live in tents. They received their rations from the United Nations Relief and Works Agency for Palestine Refugees (UNRWA), and anything else they needed was provided to them without financial cost, as Hajj Rida instructed all the village's shops to give his guests what they needed at his expense.

In fact, Hajj Rida went beyond that; he treated Talal like a father treats his son. He always took him to his meetings with men while they sipped on "maté," a herbal tea. This delighted Talal, who eagerly desired to sit with the elders and learn from their knowledge and experiences.

“

My success would not have been possible without hard work and endurance.

”

► Suffering fuels creativity

Talal was not defeated or discouraged by the sudden displacement and the pain of suffering that accompanied it. He did not succumb to resignation or despair, nor did he succumb to the Zionist conspiracies aimed at humiliating and subjugating the Palestinian people. On the contrary, Talal used the experience to his advantage and succeeded.

He had settled with his 13-member family, after one departed for Saudi Arabia and another to Brazil, in a one-bedroom and living-room apartment that they shared for sleeping and living. His mother and eldest sister were responsible for managing the household, while the rest of the family took care of the other tasks, each on his or her own. In this way, Abu-Ghazaleh family was able to adapt to their new life despite the difficulties they faced.

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Do not take success as a criterion for your performance and giving, but rather take your capabilities as the criterion.

”

In this reality, Talal, with the encouragement of his father, continued his studies. He enrolled in the American School (a Protestant) in Saida, which was not far from the village of Al-Ghaziyah. Due to the tight financial situation, Talal had no choice but to go there and return on foot, on a daily journey that started at 5 a.m. and took about two hours each way, regardless of the weather, the burning summer sun, or the extreme cold, which he defied by putting on a jacket his mother had made from a wool blanket, which he still proudly keeps. Sometimes he was lucky enough to get a lift a passing trucks laden with vegetables or fruits. Because he is a person with a positive attitude all the time, Talal recalls this round trip

with happiness, describing it as a daily exercise that kept him in shape and spared him illnesses.

Talal recalls such hardships and his clutching to education saying: “I was happy because the journey on foot was an opportunity to study, to review my lessons, as it was an opportunity for solitude, thinking, dreaming, and questioning life and how it should look like.”

One of the most cherished and happy memories at that schools was a moment that brings a smile to his face. He recalls: “One rainy day, when I arrived at my class. I was soaked in rain, all the students laughed and made fun of me, but I didn’t feel sad about it. I just smiled. The next day, I was surprised to find them shaking my hand and saying words of encouragement, after having learned that I came to school on foot.”

As the famous saying goes, “He who seeks glory works all night,” Talal patiently bore the hardship, eager for education. He realized that the world he aspires to enter needs a key to unlock the closed doors. That key was education, which eventually enabled him to cross into the empire of success by establishing a global company, the same entity he had drawn in his imagination as a child. He did not stop at imagination; he wanted his day dreams to come to life and breathe in real world.

Talal carried with him the knowledge, principles, and noble ethics he learned at this school, and continued on to another stage of his academic journey at “Al-Maqasid Islamic School,” in Saida as well. Talal faces a

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In order to succeed, you should first believe that you can. If you start while you are hesitant, frustrated, or in doubt, you should not start. Do not start unless you make up your mind.

”

major challenge to be able to join the school, for he was a refugee who did not own a penny of the money that everyone attended this school needs.

Talal believed, and still believes, in the proverb that says that “ will shortens the distance”. Therefore, he sought to shorten the distance and obtain a scholarship, despite his prior knowledge that his request required conditions that he did not possess. However, his eagerness for education could not help but take a real step , so he requested an interview with the school’s principle and explained his desire to get a scholarship in exchange for a deal he would make with him: If he excelled and got the top rank at the school, he would receive the scholarship, and if he did not, he would be committed to pay the tuition fees in full. The principal, Muhammad Sallam, agreed to this deal, seeing the determination and desire for success in Talal’s eyes.

Talal was up to the challenge, just as he had planned . He dedicated all his efforts to acquire knowledge, benefiting from every minute he spent at school. He was an exemplary diligent student, committed and disciplined in his behavior. He was loved by all his teachers, and his fellow students surrounded him with their friendship and respect. Perhaps the most beautiful experience he had while studying at the Islamic Institutes was when he memorized the Quran with proper recitation and intonation. As a reward, he received a watch as a gift, which was one of the most cherished gifts he received in his life.

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To work, create,
and make
achievements is
the greatest hobby.

”

► Work and Education Duality

“You are the head of the family.” These are the words that Talal’s father constantly repeated to him, instilling in him at an early age the belief that in order to learn, one must absorb all that life has to offer in order to enrich his knowledge and be responsible, particularly towards his family. After excelling in his studies and winning a scholarship, Talal had to prove to his father that he was capable of fulfilling his potential, so he rose up to overcome another challenge in life: finding a job to support the needs of his family. It started with a box of ice cream that he would roam the streets carrying, shouting at the top of his voice, “ice cream sticks!”

The first proper job he had in his life was selling music records at a store. This sparked his love for music, especially the classical genre. At first, his job required him to understand and deeply delve into what he was listening to, allowing him to taste the delights of Beethoven, Mozart, and other icons of world music and persuade customers to buy records. The job turned into a passion for music and its realm.

When the owner of the shop, all of a sudden, told Talal that he would no longer need his services because his son wanted to work with him and that he did not have the money to pay the young man, Talal interrupted, saying: “Yesterday, I enjoyed music and received a salary, and today I will enjoy it without a salary, and even in this situation, I will benefit because I will enjoy it for free!”

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Medicine heals the body; music heals the soul.

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The shop owner replied: “Since you are so passionate about music, you will stay and will continue to receive a salary.”

Until today, Talal remains involved in all the arts: music, singing, acting, and writing, but his favorite is opera, which he appreciates tremendously and sees it as the pinnacle of all arts in the world. When he faces a difficult, complex, or alarming problem, he turns to music; he might listen to a piece of “Wagner”. As far as he is concerned, music has splendor and beauty that dispels anxiety. He is proud that the Arabs have distinguished themselves with the innovations that Al-Farabi and Al-Kindi established and that through music, they established principles of interaction between civilizations and cultures in the period between the eleventh and thirteenth centuries.

After that, Talal Abu-Ghazaleh worked in several fields, which afflicted him with hardship to the same extent that it provided him with the experience he needed to achieve his goals and aspirations. This ultimately benefited him in the following years. At dawn, before going to school, Talal would leave the house and head to the vegetable market to help dealers calculate the cost of selling vegetable boxes from the wholesalers to the retailers. He would then return home at 7:00AM to shower and go to school. After returning, he would continue his other work. As he was proficient in English, he taught it to female peers studying at a girls’ school. He also taught Shakespeare, which enhanced his language skills, and he engaged in translation, rendering into Arabic a diverse range of foreign books.

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Opera is the classiest and most expressive art, which I adore.

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Talal transformed the challenges he experienced into valuable experiences in his life. He enriched his knowledge by translating books that he eagerly absorbed and was inspired by their ideas. This gave him greater fluency, eloquence, and clarity of expression and put him far ahead of his peers in this regard.

Talal, despite being younger than his siblings, found himself responsible for their affairs and tasked with solving their problems due to his wisdom, sound judgment, and ability to effectively manage situations. This responsibility encompassed not only financial matters, but also social ones. An instance that demonstrates this is when Talal's father told him that his older brother, who was about fifteen years his senior, stopped going to work as a teacher at a Lebanese school and instead slept until late in the morning. The principal fired him. Talal intervened, suggesting to his brother that he request a meeting with the principle, who was shocked to see a fifteen-year-old boy mediating on behalf of a thirty-year-old but was impressed by Talal's confidence and his persuasiveness. Talal proposed that the principal give his brother a three-month trial period without pay, with the understanding that if he fulfilled his duties, he would receive all the missed salaries from that period in retrospect. The mediation was successful, and the arrangement was put in place.

Talal reflects on the period in which he took on the responsibility for his family when he was in his late teens: "I was glad to see that my family members were happy with my efforts, and they still cherish me to this day. they felt that Talal was them. This feeling gave me

strength that I am the representative for the whole family, this Palestinian family that consistently took pride in its distinguished member. This further motivated me to work hard and achieve a new goal, because achieving that goal alone would be sufficient to alleviate the hardship.”

Journalist Muhammad Al-Sammak, one of Talal’s classmates, recalls an episode from Talal’s school years: “During my primary school years, I consistently ranked first in my class, and I still have my school certificates to this day. However, when Palestinian refugees arrived in Lebanon in 1948, I dropped down to third place until I finished my secondary education at Al-Maqasid College. The first one was Palestinian student named Yusuf Kostantini - I don’t know where life has taken him – the second was Talal Abu-Ghazaleh. Yusuf was an outstanding student and he used to memorize texts with their punctuation marks. Talal, on the other hand, was intelligent and distinguished, but he rarely memorizes a text. However, he had a sharp mind, was eager to acquire knowledge, and was able to process information until it became a part of him.”

Al-Sammak adds: “After high school. Talal went to AUB to study business, and I to major in humanities and political science. After we graduated, Talal migrated to Kuwait to work in his field of study: business and finance, while I remained in Beirut working as a journalist. Years passed without seeing Talal Abu-Ghazaleh, till his image almost faded away from my memory. I used to track his news from time to time as a classmate and childhood buddy. But last week, he was in the headlines in the Lebanese press. I do not know why I instantly recalled the thyme pastry anecdote.”



Always activate
your mind, the
same way your
heart always beats.



“It was in 1950, At that time Talal lived with his family in a very modest house on the New Road in Beirut, like most of the Palestinian refugee families. He was my age. However, he was a quite agitator and an innocent instigator. He would incite a revolution in the classroom or on the playground and then he would stand back ,as if he were in another world , not connected to what his hands had done.

The classmate continues, describing the naughtiness of Talal in his childhood: “Once I brought a thyme pastry to school, and Talal brought a white cheese flat loaf. We had the habit of swapping parts of lunch during the break, but that day, I did not like Talal’s cheese loaf, while he was eager to have a bite from my pastry. He tried to convince me to share, but in vain. I not only refused, but was also eating it in a teasing way. Talal simply convinced two peers to grab me, and he took the food from my hand! Now after 30 years, I keep telling Talal: Bon appetite: You can have all my pastries.”

During his university studies, Talal Abu-Ghazaleh planted good seeds in preparation for reaping the fruits in the practical phase of his life. He was aware that the gardens of abundant success could only be reached by passing through exhaustion and pain, much like how the beauty of a rose can’t be appreciated without feeling the prick of its thorns. Due to his strong will and visionary outlook, he didn’t linger in these junctures, but rather tried to benefit from them during his brief stay and continued to pass along the path of glory.

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If you never try,
you will never
know what you
are capable of.

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After graduating from Al-Maqasid School in 1956 and obtaining the Lebanese baccalaureate degree in the literary branch, ranking first in Lebanon, Talal was awarded a scholarship from the United Nations Relief and Works Agency for Palestinian Refugees (UNRWA) to attend the American University of Beirut. This marked the beginning of a new phase of challenges, and Talal took an important step that would lead him to the success and excellence that awaited him. He proved that the Palestinian is a deserving human being who doesn't falter in the face of storms.

Talal attempted to study English, which he loved, but the registration period had ended by the time he started the process. He was advised by a friend to study with him at the Faculty of Commerce, which he did. This decision proved to be a pivotal step that would lead him to success through a ladder built with perseverance, willpower, and determination in the study of commerce and business management.



You will encounter many obstacles in your work, but you have to insist on the truth and be determined to achieve your goal.



The university scholarship covered tuition fees, housing, books, and meals. Since Talal was accustomed to sharing what he had with others with love, he had the habit of keeping his share of the fruit that came with meals. At the end of each week, he would carry what he collected of apples, oranges, and bananas to enjoy sharing it with his family members. These moments were the true meaning of happiness for Talal. To be happy means to receive a lot of love from those around you.

Talal used to take the train to get to the university and back to the dormitory as well. One of the things that

helped him a lot in his studies was his fluency in both Arabic and English, and his mastery of both languages in reading, writing and speaking. Therefore, it was not surprising that the college exempted him from studying these two subjects after passing the entrance exams for each of them. He attributed his mastery of these two languages at an early age to memorizing the Quran and translating English books.

► **The University... Action and Hope**

Talal Abu-Ghazaleh avoided resonance as much as possible in his university life. He was full of energy and did not hesitate to participate in social, cultural and political activities he enjoyed or were available, establishing his presence and effectiveness during this period that extended between 1956 and 1960.

On the literary level, Talal participated in a short story competition in 1958, organized by the Supreme Council for Arts, Literature, and Social Sciences in the United Arab Republic for university and higher institute students. Motivated by patriotism and the fervor of the Palestinian youth, Talal competed with a story he wrote entitled “The Cursed Echo,” expressing the tragedy of Palestine that he and his people lived through. The story is narrated in the form of a dialogue between a father and his son. The father was convinced that Palestine was lost and its people were displaced for good, and that there was no return. The son, on the other hand disagrees, believing that “Israel” is only a passing phase, like a

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Think about the moral value of any work you do before you think about money.

”

fragile city built on the seashore. There must come a day when the waves will swallow it up and end its existence. Talal won first place in this competition, and was honored by the organizing body, and received a cash prize of five hundred Egyptian pounds, which was a very large sum for him at the time. It was a “fortune”, he said”.

Talal Abu-Ghazaleh kept this literary spark, and those close to him know that he still excels in writing and expresses his thoughts in an elegant style, even if the subject he writes about is related to work and its affairs. As for his political activity, Talal Abu-Ghazaleh joined the Arab Nationalist Movement, he learned a lot from his short experience . Although his father urged him to focus on his education and stay away from politics, he could not resist the temptations of political action in his youth.

Talal became acquainted with the Arab Nationalist Movement through Mr. Abdelhamid Sharaf and his wife Mrs. Leila Sharaf, who are well-known figures in Jordan and had a leading role in persuading him to embrace the principles of the movement. In 1959, as part of the preparations to celebrate the first anniversary of the implementation of the unity project between Syria and Egypt, the members of the movement decided to organize a student rally using vehicles that would start from the university in Lebanon and end in Damascus. The leadership of the rally was entrusted to Talal, who believed that Arab unity was the only way to support and defend the Palestinian cause.

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Only losers believe
success is pure
luck.

”

In the meantime, there was a counter-rally organized by the “Phalange Party” to block the movement’s march, and clashes almost erupted between the two sides. This prompted the university dean, “Dean Malkiyan,” who was aware of the details, to meet with Talal and ask him to stop the march and disperse it immediately, threatening to take strict action against him if he did not comply. Despite Talal’s disapproval of this request, he found it necessary to respect the administration’s wishes and decided to organize the march outside the university.

The march did set off and it reached Damascus. Some parties, however, took advantage of the situation and pushed their members to infiltrate the crowd, but Talal and his colleagues wisely managed to get rid of these intruders who intended to divert the march from its objectives. The matter did not end there, as upon their return to the university, Talal was given a warning as a punishment despite his good relationship with the dean, who had strongly criticized him. Then Talal was faced with two options, both of which were unpleasant: to completely leave the movement or to be expelled from the university. Since his dream was to complete his academic studies, he chose to leave the movement, especially since his father asked him to do so. From this experience, Talal learned a lesson that he took as a guide in his professional career: “There is always a better way to do something, and we must try to find it.”

Talal says about this experience that gave him a new perspective in life, : “During my membership in the Arab Nationalists’ Movement, I learned how to manage

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Big things
start small.

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organizations, control work, coordinate communication, and attract members, which benefited me in building my foundation.” Talal completed his university studies with honors and distinction, as expected, to start his professional life in which many junctures and milestones awaited him.

It may be difficult to imagine it, but Talal’s steps that made him a towering figure and his remarkable successes had their seeds sown in the mind of this self-made man during his daily journey crossing the grape and olive vineyards from the village of Ghaziyah to his first school in Sidon. He was a boy with big dreams, and in that boundless space for thinking, there was a question that never left him: “What do I need to do?”

It should be noted here what Author Brian Van de Mark’s mentioned in the context of his discussion about the American University of Beirut and the families that founded and supported it over 150 years. In his 2015 book “American Sheikhs”, Van de Mark confirms that Talal Abu-Ghazaleh is one of the most prominent graduates of the American University, stating that Dr. Abu-Ghazaleh, a Palestinian refugee whose life is governed by “the principle of the blessing of suffering, was the first student to get a scholarship from United Nations Relief and Works Agency (UNRWA) to study at the AUB for being the top student in Lebanon in 1956.

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Success is important, but the desire to succeed is even more important.

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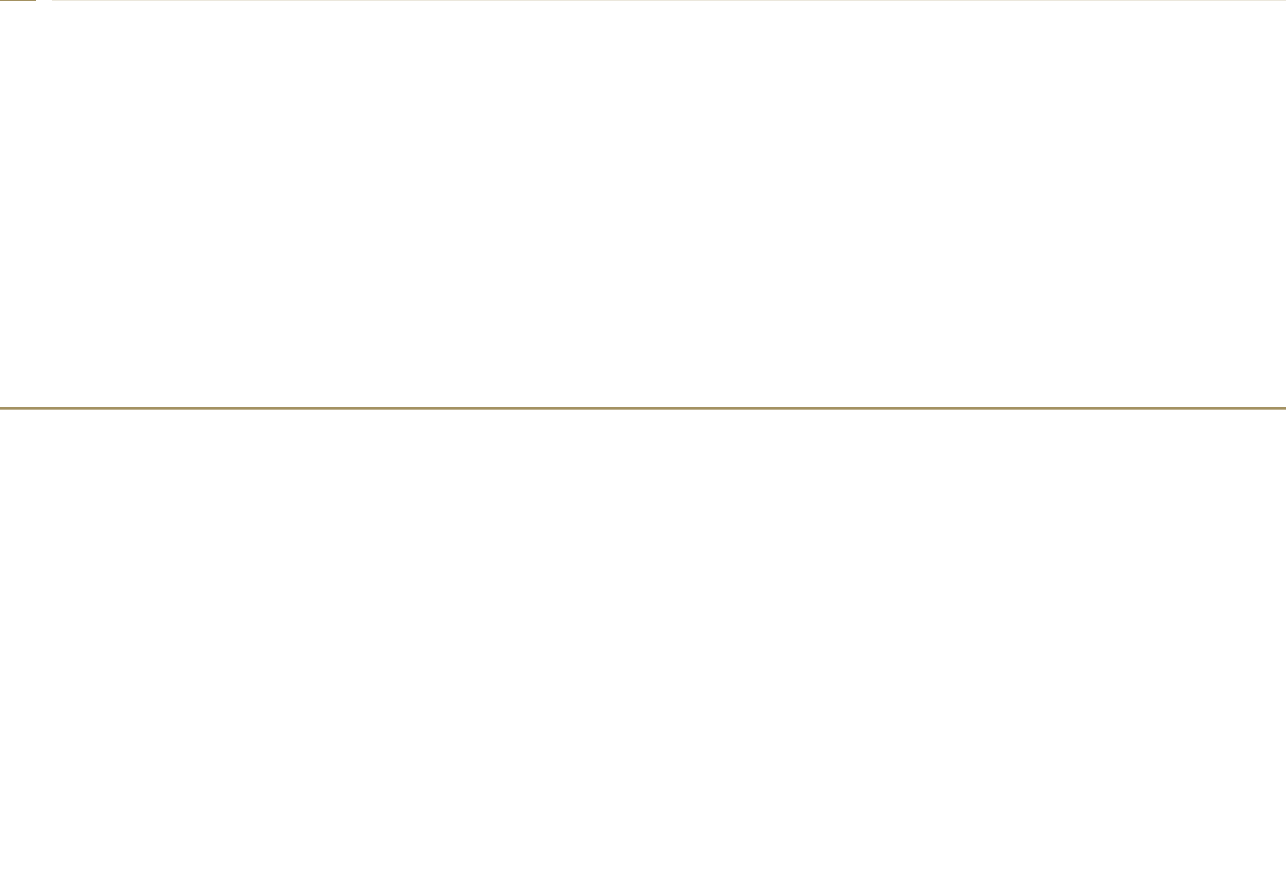
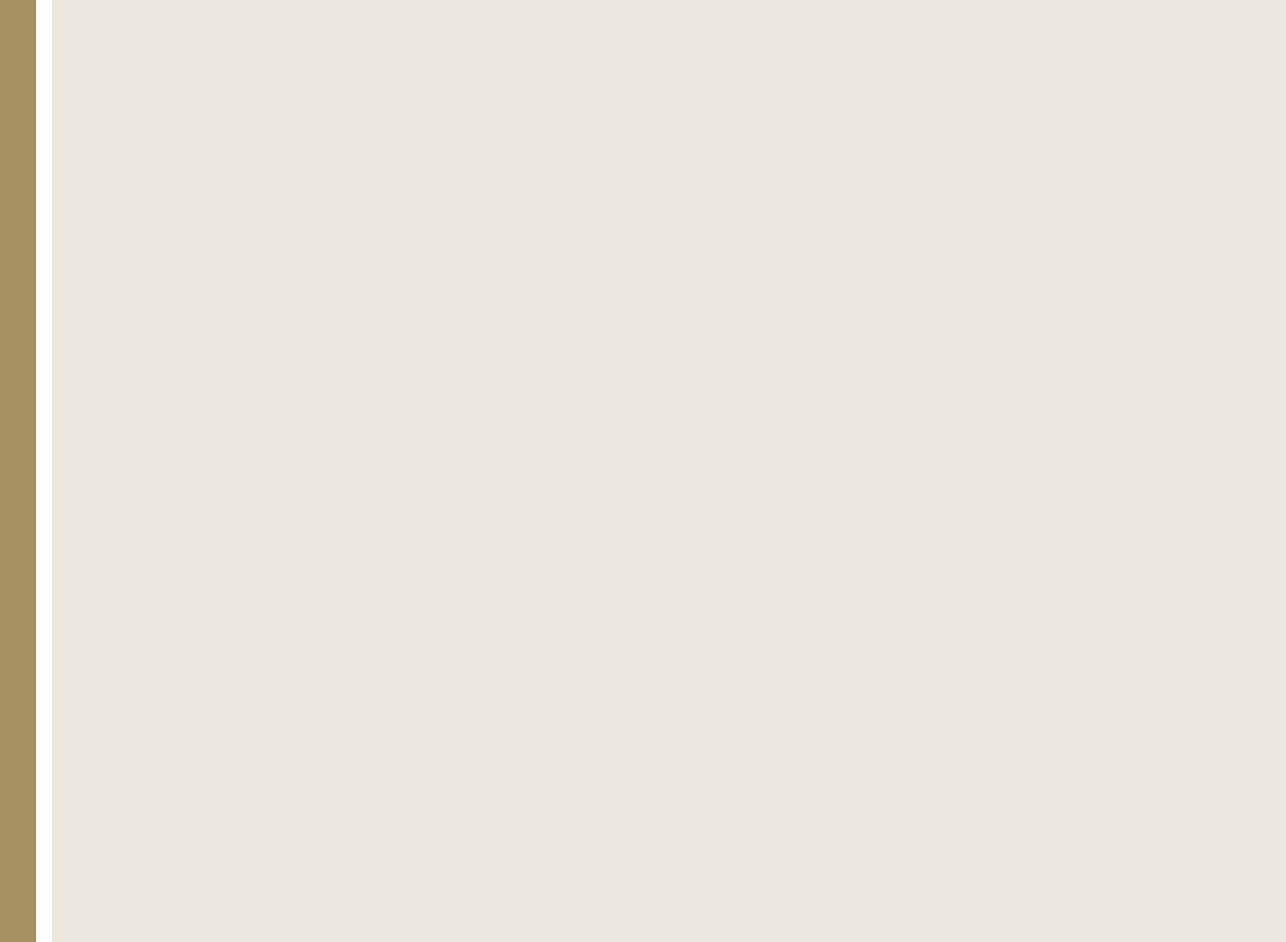
In 1980, the author notes, Talal was called to serve as a member of the Board of Trustees of the AUB, an honor he accepted with pleasure.

Dr. Abu-Ghazaleh is joined by a list of high-profile AUB graduates in the book such as Walid Junblat, Joseph LeBaron, Taher Al Masri, Mohammed-Najib Mikati, Hanan Ashrawi, Mohammed Safadi, Ali Fakhro, Ali Nouami, Khaled Al Qusaibi, Fouad Saniora, Adnan Al Bajihi, Husa Sabah, Khaled Touqan, Wajih Owais and Maha Khatib, among others.

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There is no
excuse not to
excel.

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A March of Struggle

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► Persistence is synonymous with success

Talal graduated from university and began his job search, submitting job applications to many companies, both inside Lebanon and abroad, specifically in the Gulf countries which were a destination for young people seeking work for a better future.

Believing that persistence is the key to success, Talal did not hesitate to contact numerous companies, organizations, and institutions, filling out hundreds of job applications. However, he only received “rejection” and “apology”, and he still keeps a bag full of rejected job applications at home. Interestingly, some of those who rejected his job application later became among the experts his companies hired!

Regarding this experience, Talal says, “I was not discouraged, but rather it increased my feeling that this rejection is acceptable. Those responses did not bother me as much as they gave me the motivation and hope to move forward.”

► The First Host

Talal Abu-Ghazaleh continued his search with determination and perseverance, feeling that he had to start in any way possible. After waiting and making repeated attempts, he received a positive response from a company in Kuwait, the country he had dreamed of working in, which respected. He often says: “If anyone has favor over me, after Allah and my parents, it is Kuwait.”

“

Those who struggle must bear pain and work hard, so that they would not to be broken.

”

Talal joined a large company specialized in accounting and auditing, to take his first steps on the real journey of struggle, the fruits of which would flourish later, albeit after a while. He had to overcome the challenge of transitioning from a moderate climate to a highly humid desert climate, and since he could not afford an air conditioner, he would open the window and endure the dust and humidity, which was easier than the difficulty of breathing that could occur when closing it! Then he quickly trained himself to work eighteen hours a day in the office, and sometimes the boss would close the door on him so he could spend most of his night investing his time in gaining experience in work before sleeping there! In that stage, he focused all his physical and mental strength to achieve what he aspired to, and failure was not an option. He wouldn't allow any excuses to divert him from the path he had set for himself.

Talal was a diligent and creative person, always coming up with innovative ideas. This ambitious young man demonstrated his intelligence, skills, and abilities in record time. After only three years of joining the company, he became a candidate to manage and lead it.



Experience has taught me that there is no point in despair and that any failure is a chance to try again.



He proposed a new program that called for expansion and opening new branches around the world, and setting annual allocations of 10 percent of the company's revenues for training and qualifying employees. He also suggested obligating the partners residing abroad to be present at the company's headquarters in Muscat, Doha, or Riyadh, as he was given full authority to manage and run the company. It was natural that his proposals did not appeal to some rival executives in the company, because it conflicted with their interests or their understanding of

management, which led to professional disagreements between him and these persons. Because he was a man who stood his grounds, he preferred to quit his job, committed to his beliefs that he would apply later in the modest project he founded after leaving that company.

► Holding on the Project

As soon as Talal started gathering his belongings to leave the company, several employees gathered around him and insisted on quitting and accompanying him. They believed in his ideas and were confident in his success. They didn't hesitate to support and encourage him to open his own project, despite his repeated attempts to persuade them to stay in the company. He had no place to work after leaving, and couldn't pay them salaries as good as what they were getting. It was only a short time before these employees became his partners in his project. Then, ninety percent of the firm's employees left the company and joined Talal's project without salaries for six months.

Talal made up his mind to start an accounting and auditing company under the name "Talal Abu-Ghazaleh & Co.", which was the first seed of Talal Abu-Ghazaleh Group. He started it from scratch, he had no office, so he worked from his own car, until his friend Abdulaziz Al Shakhshir offered him a room in his office to work from. until he can rent his own office.

“

Whenever I found myself in a sharp confrontation, I remembered Roosevelt's answer when he was asked, "How did you win the war?" He said, "You mean, how did I manage it."

”

Talal's colleagues who gathered around him and supported him embodied the finest examples of solidarity, cooperation, and altruism. For example, the switchboard operator, Mary Al Hayek, donated her jewelry for him to sell and use the money to establish his firm. All were absolutely certain it would one day become one of the most important companies in the world. Talal did not disappoint the work family's hopes, and thanks to this solidarity, the company was able to stand on its feet and take off into the sky of fame and expansion. The company lived for many years, during which Talal Abu-Ghazaleh met important and influential personalities in all fields.

► A Passing Summer Cloud

One day, Talal received a call from the office director of Sheikh Jaber Al-Ahmad Al-Sabah. At that time, Talal had not met any member of the ruling family, and Sheikh Jaber was the head of the financial department before he became the Emir of Kuwait. The office manager told Talal that the Sheikh wanted to meet him. When Talal asked about the reason for the meeting, the caller informed him that the Sheikh was very angry with him and that he would know the reason when he meets him.

Talal entered the Sheikh's office to find a handsome and gracious man welcoming him warmly before asking him how long he had been in Kuwait and if he was aware of the Kuwaitis' manners, and customs. "apologies. I'm still learning," Talal replied, and apologized if he unintentionally offended anyone.

“

My faith in the Arabs has no limits and it is not an emotional belief. It is based on the successes achieved by Arab hands abroad in all fields.

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The Sheikh then asked Talal about the reason behind a lawsuit he had filed against the host, and presented him with a file that read, “The Honorable Sheikh Jaber Al-Ahmad Al-Sabah, please attend the court hearing.” The Sheikh did not object to the legal order, but reproached Talal for not talking to him before filing the lawsuit, emphasizing that the matter could have been resolved amicably.

As for the nature of the lawsuit, it was that Talal was hired by “Seven Up” company to protect its trademark, but the relevant authority refused to register the trademark because it regarded that the two words “seven” and “up” could have many meanings and can be used anywhere and anytime. Talal insisted on registering this trademark in full on a green bottle, and when the rejection was repeated, he filed a lawsuit against that entity.

Talal confirmed to the sheikh that he was willing to give up the trademark, and also as a joke, he said he would go to court the next day and drop the lawsuit. He also said that he would destroy all “Seven Up” bottles he had upon arriving at the office, he would also destroy any bottles he had in his apartment and write a will stating that no one in the family is allowed to drink “Seven Up” from now on! The sheikh laughed at Talal’s sense of humor and ordered tea for both of them. The sheikh inquired about Talal’s life, family, and intellectual property business. He also told Talal that he would contact the relevant authority for trademark registration to resolve the issue fairly.

After this meeting, Talal Abu-Ghazaleh realized the importance of intellectual property rights which enabled

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In the world of knowledge, drafting knowledge is the way to build wealth.

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him to meet such a great personality who taught him how problems can be solved and rights can be restored to their owners without resorting to force or threatening to use power.

► **Power Expires**

“When you use Power, it expires.” This is what former US President Jimmy Carter told Talal Abu-Ghazaleh in one of the international meetings. This concise statement reinforced the deep meaning of what Talal had learned from Sheikh Jaber Al-Sabah, and became a motto that he memorized and applied as a guiding principle in his life.

Carter elaborated on his statement in that meeting, saying that power remains as long as it’s not used... It is the other party who knows that you possess it and may use it... Therefore, leave it and keep it so that it does not expire. Abu-Ghazaleh ran his company, his group, and even in his life applying this principle, believing that using power is not always the optimal way to solve problems.



Do not forget that problems may concern you, even if you are not interested in them.



► **‘This is doable’**

“Talal Abu-Ghazaleh and Partners” witnessed further expansion due to its skilled and professional performance, which continued at a steady pace, leading the company towards success. As a result, the company opened offices in Jordan and Lebanon. Talal Abu-Ghazaleh obtained

Jordanian citizenship, which he is proud of, in 1967, following the example of many Palestinians. However, he did not leave Kuwait at that time, as he felt indebted to the country that had supported him, provided him with experience, and solidified his ethical values.

Abu-Ghazaleh believed that success is the fruit of perseverance, hope and not fearing failure. He constantly repeated to his employees, especially newcomers: “Do not fear failure, as life can be summarized in three situations: what can be done, what can be done, and what we must do.”

The major breakthrough for Talal Abu-Ghazaleh Group came in 1972 when he began to apply the motto: “This is doable,” after listening to a speech at the “Time Warner” conference on intellectual property held in San Francisco. He was inspired by the idea and decided to adopt it, and soon after that, he founded a company specializing in intellectual property protection.

► A Justified Trust

Talal Abu-Ghazaleh never missed the opportunity of a seminar, media interview, or a private conversation without mentioning Kuwait’s contribution to enriching his life and professional career. He always said, “Palestine is my first country, and the entire Arab world is my second country, and the truth is that Kuwait, unlike any other country, has done me a favor that I cannot describe.

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Reaching goals depends on your knowledge of their starting points.

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I found that this country has a lot of goodness and good manners, and the most important thing I learned is that the world belongs to those with good manners.”

Since setting foot in Kuwait, this Palestinian refugee found a warm supporter that never ceased to nurture, care for, and educate him. In a talk show, he said, “I can sit here for 20 air hours talking about how generous this country was to me, but I will never thank it enough.”

Talal Abu-Ghazaleh lived important experiences in Kuwait where he received limitless attention and support. He went through situations that confirmed the genuine and noble character of Kuwaitis, who did not hesitate to provide him with assistance and encouragement and had trust in him. This trust was well placed and he proved himself worthy of it.

► **Limitless Support**



Whenever we achieve a goal, we strive for the next one. Without perseverance, nothing can be accomplished.



After establishing Abu-Ghazaleh Intellectual Property (AGIP), Talal Abu-Ghazaleh needed to secure representation from international companies in this field. For this purpose, he traveled to Washington with the goal of establishing relationships with American companies to protect their trademarks and rights. His task was difficult and challenging, but nothing is impossible for those who love to climb mountains and refuse to remain in the trenches.

The first thing that Talal did after leaving the plane was to visit the Kuwaiti Ambassador in Washington, who

was Sheikh Salem Sabah Al-Salem, the son of the Emir of Kuwait, who later became the Minister of Defense. During that visit, the Sheikh asked him about the reason for his coming to Washington, and Talal informed him about his projects and plans. The Sheikh then asked him if he had a list of company names, to which he responded affirmatively. The Sheikh then invited the owners of these companies to dinner at his home in honor of Talal Abu-Ghazaleh, introducing them to him and emphasizing that he is like his son and that he has great confidence in him. This support was like a magical key that opened all the doors for Talal Abu-Ghazaleh and made him a subject of global appreciation and respect. At that time, he felt immense gratitude for the material and moral support that the Sheikh had provided him, which made him feel humbled by such unprecedented generosity. The Sheikh, realizing how Talal felt, told him: “Through this work, you are serving Kuwait and the Kuwaitis. You are one of us, and your company is Kuwaiti. You are serving your country.”

► Unforgettable Gestures

When discussing the role of Kuwait in Talal Abu-Ghazaleh’s life and the support it provided him, an inspiring figure, Abdelaziz Hamad Al-Saqer, must be mentioned. He was the president of the Kuwait Chamber of Commerce and Industry at the time and later became the first president of the Kuwaiti National Assembly. Al-Saqer had a significant impact on Talal’s personality; the latter learned a lot from his mentor and became like a son to him. Al-Saqer had countless gestures that left

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We can never make sure of what the future is hiding for us. That is why we have to be intuitive and adaptable, in order to react to changes flexibly.

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a positive impact on Talal's life and contributed to his professional experiences.

Al-Saqer was one of the first supporters of Talal after he brought him closer, by assigning him to audit his accounts. Talal had just founded his humble company. At that time, Al-Saqer gathered the board of directors of the Chamber of Commerce and Industry and informed them that he would appoint Talal as a legal accountant for the chamber. Thus, the emerging company received its first job, which was the first source that pumped life, growth, and success into its veins.

Gradually, the relationship between the two men deepened, based on love, trust, and mutual respect. Talal would meet Al-Saqer at his diwaniya every Monday, and Al-Saqer had designated a place for him that reflected Talal's status and importance to him, always reserving for him the seat to his right.

One time, Talal sat in his usual spot silently, and it became clear that he wanted to ask for something, but his shyness and pride held him back. Abdelaziz Al-Saqer sensed this and politely requested that he stay after the gathering dispersed. When everyone left, Abdelaziz asked Talal what was on his mind. Talal expressed his desire to own a house, but explained that he faced two problems. First, he didn't have enough money and would have to borrow, so he wanted Abdelaziz to be his guarantor. Second, Kuwaiti law prohibits non-Kuwaitis from owning property, so he hoped to register the house under Abdelaziz's name. Abdelaziz replied that he could solve the first problem easily, but couldn't handle the second because all his

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If you think there is something you cannot achieve, make way for someone who thinks he or she can do it.

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properties were registered under his family's name, not his. However, Talal insisted on being given the honor of registering the house under his mentor's name. Abdelaziz agreed, requesting that Talal visit his office the following day. When Talal arrived, he found that Abdelaziz had arranged for the loan and spoken with the president of the Kuwaiti National Bank, requesting that they facilitate Talal's transaction and that he would guarantor for that loan. As promised, Talal received the requested loan of two hundred thousand Kuwaiti dinars. When registering the house, Abdelaziz refused to sign the contract until he wrote a document stating that Talal had paid the full price for the house and that he had the right to dispose of it and sell it without any obligation to consult anyone at any time. Then he proceeded to complete the transaction. From that time on, Talal had a beautiful house in Kuwait located on a hill opposite the Emir's office.

The relationship between the two men solidified, and Abdelaziz Al-Saqer became a role model and a mentor to Talal. One day, Talal was sitting with his friend when he expressed his frustration and disappointment because there were large Arab and foreign companies waging a war against him and launching smear campaigns at him. He revealed to his friend that he was feeling bitterness for the injustice he was facing, which he could do nothing about. Then, Al-Saqer asked him if he deserved better than Prophet Muhammad (PBUH), and Talal answered, "God forbid, who am I? There is no room for comparison." Al-Saqer replied, "Do you expect people to have consensus over you when they never agreed unanimously on our master Muhammad (PBUH)?! If you believe in what you are doing, do not

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There is always a more suitable way to get things done. It requires skill to find that way.

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respond to the attack with insults. Instead of wasting your time responding to the attack and expending your energy defending yourself, focus on your work, building your abilities and achieving success. With this approach, you will triumph over those who attack you; you will not triumph by exchanging insults.”

Abdelaziz Al-Saqer continued advising Talal, saying: “If you want to avoid being bothered or having anyone fight or envy you, stay at home. Only then you will have peace of mind. But if you want to accomplish your goals, and achieve your ambitions, it’s normal to have competitors and envious people around. This is human nature and the price of success. You should know *The Tree That Bears Fruit Will Be Stoned* . It’s your choice.”

These words left a deep impact on Talal’s mind, sparking hope, love of work, and eagerness to achieve, fully convinced that achievement is the best deterrence of plotters.



Problems happen from time to time. We have to solve them and should not be annoyed by them.



It’s ironic that Talal faced rejection from Al-Saqer when he told him about his intention to start his own project in the field of intellectual property. In fact, Al-Saqer was sad believing that his young friend, known for his knowledge, manners, and distinction, was adopting a fake project that would lead him astray from the right path. He didn’t hide his feeling of concern for Talal and his future. However, as days passed by, Al-Saqer reconsidered his position after he saw the project take shape and realized its nature and importance. He said, “I thought Talal Abu-Ghazaleh wanted to own people’s



minds, but after twenty years, I discovered that I was wrong, and we should have listened to him carefully because such a project was to our benefit.”

► ‘Barwa’ (The Waiver)

Work at Talal Abu-Ghazaleh’s company in Kuwait went well, as planned. This encouraged Talal to consider expanding and spreading throughout the Arab World. His first destination was the United Arab Emirates, where he began a new experiment that yielded great success.

Talal traveled to the United Arab Emirates as part of his efforts to expand his business, but he was surprised to learn that Emirati law requires him to have a local partner. This means that the partner has the right to access the trade secrets of other competing traders. This law was issued by Abu Dhabi municipality during the reign of Sheikh Zayed bin Sultan Al Nahyan before the federal government was established.

Abu-Ghazaleh did not digest this idea, so he requested a meeting with Sheikh Zayed, who was hospitable and a good listener. The meeting took place in the city of Al Ain during the holy month of Ramadan. Abu-Ghazaleh asked for permission to leave the country and close the office, and Sheikh Zayed asked for an explanation. Abu-Ghazaleh explained his point of view that it is not permissible for anyone to have access to the secrets of another’s profession, as this violates the laws of accounting and auditing. Sheikh Zayed was convinced

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Hard work puts you where good luck finds you.

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by his argument and ordered that they write him a “Barwa,” which Abu-Ghazaleh later realized meant a “waiver” from this law and an exception to it. This marked the beginning of Abu-Ghazaleh’s launch in the UAE, which became the second country to host offices for his company.

► **Historic shift**

The historic turning point in Talal Abu-Ghazaleh’s career occurred when he met with Prince Salman bin Abdelaziz, who later became the Custodian of the Two Holy Shrines. In 1974, Talal traveled to Saudi Arabia as part of a Kuwaiti delegation that included senior figures and businessmen, and he served as their advisor. During one of Prince Salman’s visits to an economic and commercial project, he listened to Talal and was impressed by his ideas and enthusiasm for work. He saw in Talal a distinct personality, so he invited him to his office.

Abu-Ghazaleh recounts what happened in this important meeting and his personal impressions of the Emir, saying: “The personality of the Custodian of the Two Holy Mosques King Salman bin Abdelaziz is characterized by closeness and friendliness towards everyone he meets. He possesses immense and diverse capabilities. He is a great intellectual with intellectuals, he is a skilled poet with poets, and he is a gifted writer with writers. He understands the concerns, aspirations, and desires of the businessmen he meets, and always seeks to reassure them and urge them to initiate and develop their businesses and projects, providing them

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You cannot build up a reputation on what you are going to do.

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with generous support and facilitation. In his guidance and discussions , he asks that their plans and projects look to the future, rather than being confined to achieving quick short-term profits.”

Abu-Ghazaleh continues, “King Salman always expresses gratitude to Allah for His blessings downed on this blessed country, and he says, ‘We must benefit from this goodness to develop the country and serve its people.’ He focuses on the youth and is keen on building a qualified and capable generation that can shoulder responsibility and continue to develop and advance the country. He says, ‘We want to support any Arab project that serves the youth.’”

Talal continues to talk about Emir, later King, Salman, saying: “His Highness supported me when I was a young man just starting out, and I learned from him how to initiate support for youth. I had the honor of participating in supporting young entrepreneurs in the kingdom through the Emir Salman Center for Youth Entrepreneurship, whose motto is ‘Initiative is the foundation of success.’ I remember that he established a business dispute resolution circle in Riyadh to solve issues quickly and without complex procedures. His office there asked us to join this circle and tasked us with preparing financial reports as financial experts. The Custodian of the Two Holy Mosques welcomed me daily in his office for a week and sat me next to him. I learned from him how to better manage work and make decisions, as he read files and papers fully, he wanted to teach me decision-making. I learned a lot from these visits, especially since his court was open to all citizens.”

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Success is achieved by looking to the future, not just looking at the present.

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Talal recalls an incident that occurred during the visit of the Kuwaiti delegation to Saudi Arabia, of which he was a member. His Highness arranged for the delegation to have the honor of meeting the late King Khalid bin Abdelaziz. At that time, His Highness instructed me to wear the traditional Arab attire (thobe and ghutra), and as I wanted to greet the tall-statured King, I tried to elevate myself slightly to kiss his head, but my ghutra fell off. With his wisdom and kindness, the King gracefully and jokingly handled the situation. Talal continues recounting his memories: “During one of the sessions where I had the honor of meeting Emir Salman, he asked me if we had offices in Saudi Arabia. I replied in the negative, explaining that we lacked the necessary documents for licensing. Then, he said that our foundation must have offices in the kingdom, on the condition that we undertake to complete the required documents at a later time. He asked me how many work visas we needed, and I said ‘three hundred’.

He wondered if that was too many, to which I explained that we had two hundred employees in Kuwait and required a larger number in Saudi Arabia to provide our professional services fully. He ordered the issuance of the required work permits for the group to serve the kingdom, and they were appointed and allowed entry with their families within one year.”



A short conversation with a wise person equals one month of studying.



Abu-Ghazaleh affirms that the significance of the support he received from the Custodian of the Two Holy Mosques lies in backing his position against one of the world’s giant corporations that attempted to acquire the group and dominate the profession in the Arab countries.

In a similar context, Talal recalls that “in 1972, I launched Talal Abu-Ghazaleh Group from the state of Kuwait, where I hold all the respect for its leadership, sheikhs, businessmen, and its kind people, and I acknowledge their great support for me. But credit for my next step, which opened the doors for our group’s investments and expansion, goes mainly to the Custodian of the Two Holy Mosques, that wise man who has a methodical approach to thinking and foresight for the future. And here we are today, the largest, most comprehensive, and widest group with over a hundred offices around the world.”

He adds, “I learned from Emir Salman - later King Salman - the importance of reading. His highness used to read a lot more than any university professor. He is a reader of the first class and communicates with journalists from all over the world, to the point where he was described as the media face of the kingdom. He has extensive relationships with writers, intellectuals, and media figures inside and outside the kingdom, and he meets and listens to them. He would not sleep before reading important reports, local and international newspapers and magazines. I remember he surprised me in one of our meetings asking about an article a friend of mine had written about me in a Lebanese magazine . He used to tell me that knowledge and competence are important, but what is more important is to accompany them with good manners and honesty. This culture of principles is what I learned from him.”

Talal Abu-Ghazaleh has a lot to say about King Salman, his meetings with him, his impressions of him. He continues talking . “Everyone can see the

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Being a tortoise on the correct path is better than being a deer on the incorrect one.

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sincerity of King Salman and his support for the causes of the Arabs and Muslims, and his particular concern for the Palestinian cause, where he heads the Popular Committee to Support the Palestinian People, and I bear witness to his many initiatives in this field. He is proud of his Islamic identity and Arab origin, and he volunteered to the battle to repel the treacherous Tripartite Aggression on Egypt in 1956, because every inch in any Arab or Islamic country is dear to him as his homeland.”

Talal cherishes and takes pride in his 2012 recognition by King Salman, who at the time was the Crown Prince, Deputy Prime Minister and Minister of Defense. Talal was awarded a commemorative plaque, and he was the only non-Saudi to receive this honor, with Emir Mohammed bin Salman in attendance. Talal noticed during that occasion the strong father-son relationship between the two emirs, which serves as a model for nobility.

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You should not measure your satisfaction with yourself by what you have accomplished, but by what you ought to have achieved according to your abilities.

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Abu-Ghazaleh concludes the stream of pleasant memories flowing through the years, saying, “One of Allah’s blessings upon me, and a manifestation of my parents’ satisfaction with me, was that Allah has granted me the opportunity to meet this man of great stature and capabilities. And it was also one of Allah’s blessings upon me that I stayed at the residence of Sheikh Fahd Al-Sudairi in Al-Maathar, which was adjacent to the King’s palace then, and I was fortunate to be under the care of a neighbor who could be considered the best neighbor that any person could get.”

► The Blessing of Belonging

Every task must involve difficulties and challenges, even if it was small and easy. So, you can imagine when the mission has the multitude and diversity of Talal Abu-Ghazaleh's countless projects?!

Those who know Talal or deal with him in the scope of his various activities quickly discover that he is capable of solving what he faces through clarification and explanation. Talal points out that he has never encountered a problem with an Arab ruler or authority on a matter that has good in it. He sums it up saying that countries welcome projects that are characterized by clarity, accuracy, and precision, emphasizing that his company is treated as a national institution in every country, despite the spread of its offices in many capitals. This is Talal Abu-Ghazaleh, the pan-Arabist man who belongs to his Arab nation and is attached to its causes with a tight and unbreakable bond. He looks at this bond as a great blessing that has given him the opportunity to learn and draw from the wisdom and experience of many leaders of this nation, of which he is proud to be a member.

► Belief in Predetermination

In 1979, while he was in Kuwait, Talal Abu-Ghazaleh received a phone call from the office manager of the US Ambassador asking him about the timing of his next visit to New York. Talal requested an explanation, so the employee told him that Nelson Rockefeller, the governor

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People forget how fast you did a job-but they remember how well you did it.

”

of New York at the time, and David Rockefeller, the president of Chase Manhattan Bank, wanted to meet him. Talal was surprised by this request but expressed his willingness to travel at the governor's convenience. A meeting was arranged between them over lunch, and Talal was very excited to find out the reason for the invitation.

During the meeting, Talal found out that Rockefeller was familiar with even the smallest details of his life, including the fact that Talal's father had lived to be 107 years old. This made Talal feel anxious and suspicious, but he learned an important lesson in his professional life: one must study everything related to their competitors and delve into the smallest details, as they may serve them well someday.

Rockefeller told Talal that during one of his meetings with Anwar Sadat, the Egyptian president at the time, had discussed bureaucracy in Egypt and revealed to him that there was a plan to establish a free zone on the Nile aboard a ship that would not be subject to routine bureaucratic government procedures. He expressed his desire to be a partner in that project. Talal burst out laughing and said, "I have never heard of an elephant partnering with a mosquito!" He was alluding to the Republican Party's logo "the elephant," and continued, "This does not make sense!" Rockefeller replied, "The mosquito is stronger than the elephant because if they come together, the mosquito can move freely and bother the elephant by circling around it, while the elephant can only move its head!"



How do you
achieve success?
In two words:
Right decisions.



Known for his sharp mind, Rockefeller understood that Talal refused his offer and saw the project as unrealistic,

especially when he pointed out that the priority is to try to improve systems and reduce bureaucracy not only in Egypt but in all countries worldwide. Rockefeller said, “I disagree with you. Anyway, after twenty years, only you and I will meet, and all these people - pointing to those sitting there - will not be present for a simple reason; it is that your father and mine are both long-lived, and logically, we both will live, and we will meet after twenty years!”

This idea did not appeal to Talal, as he is a believer in fate and that only God holds the power over life and death, and that a person’s life might come to an end at any moment. He asked not to discuss the matter further because he disagrees with him, and left the lunch intending to go back to Kuwait. When he arrived in London, he called his wife and informed her to notify the US embassy that he would be able to attend the dinner that would be held in honor of David Rockefeller, Nelson’s brother. However, his wife surprised him with the news of Nelson’s death due to cerebral thrombosis, and that the dinner invitation had been canceled. This incident further strengthened Abu-Ghazaleh’s belief in fate and that only God knows how long each person lives.

► **Exceptional Situation**

In the 1970s, Talal Abu-Ghazaleh also went to Bahrain and visited Sheikh Khalifa bin Salman Al Khalifa, who was serving as Prime Minister. Sheikh Khalifa asked Talal about the state of affairs, to which Talal responded that they were good, but there were some aspects that

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How do you make right decisions?
In one word:
Experience.

”

needed to be addressed. Talal expected the Sheikh to be angry, but his reaction was unexpected. The Sheikh smiled and said that it was the first time he had heard from someone that there were mistakes, and encouraged Talal to share his observations. After Talal clearly and objectively conveyed what he had in his mind, the Sheikh told him a phrase that was deeply etched in his memory and accompanied him for a long time: “You make me happy because you upset me. Most people tell me that everything is great, and no one tells me that there is a problem or that they have observations that need attention. I need someone who tells me the truth, not someone who tells me that things are always good.”

This experience has influenced Abu-Ghazaleh’s management style and approach to how he should run his foundation. He does not get angry when others express criticism or point out mistakes, as he believes that criticism can be constructive even if it is sometimes uncomfortable. He also believes that empty praise can be destructive, as it may lead to arrogance and a false sense of security. Therefore, Abu-Ghazaleh values and continues to value listening to criticism and accepting it with an open mind, and he takes any feedback seriously in order to improve performance and avoid mistakes.

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Only those
who dare to
fail greatly can
achieve greatly.

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► Global Company

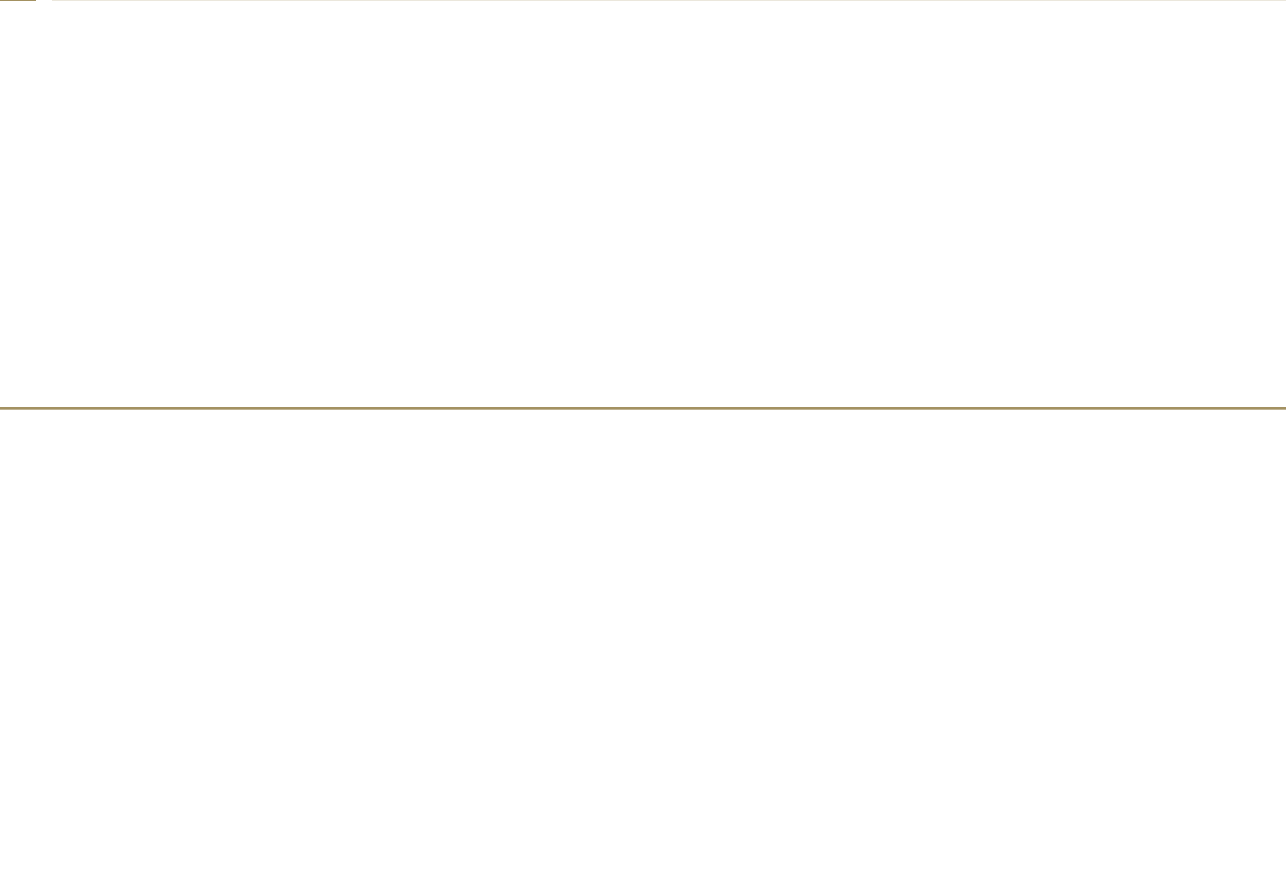
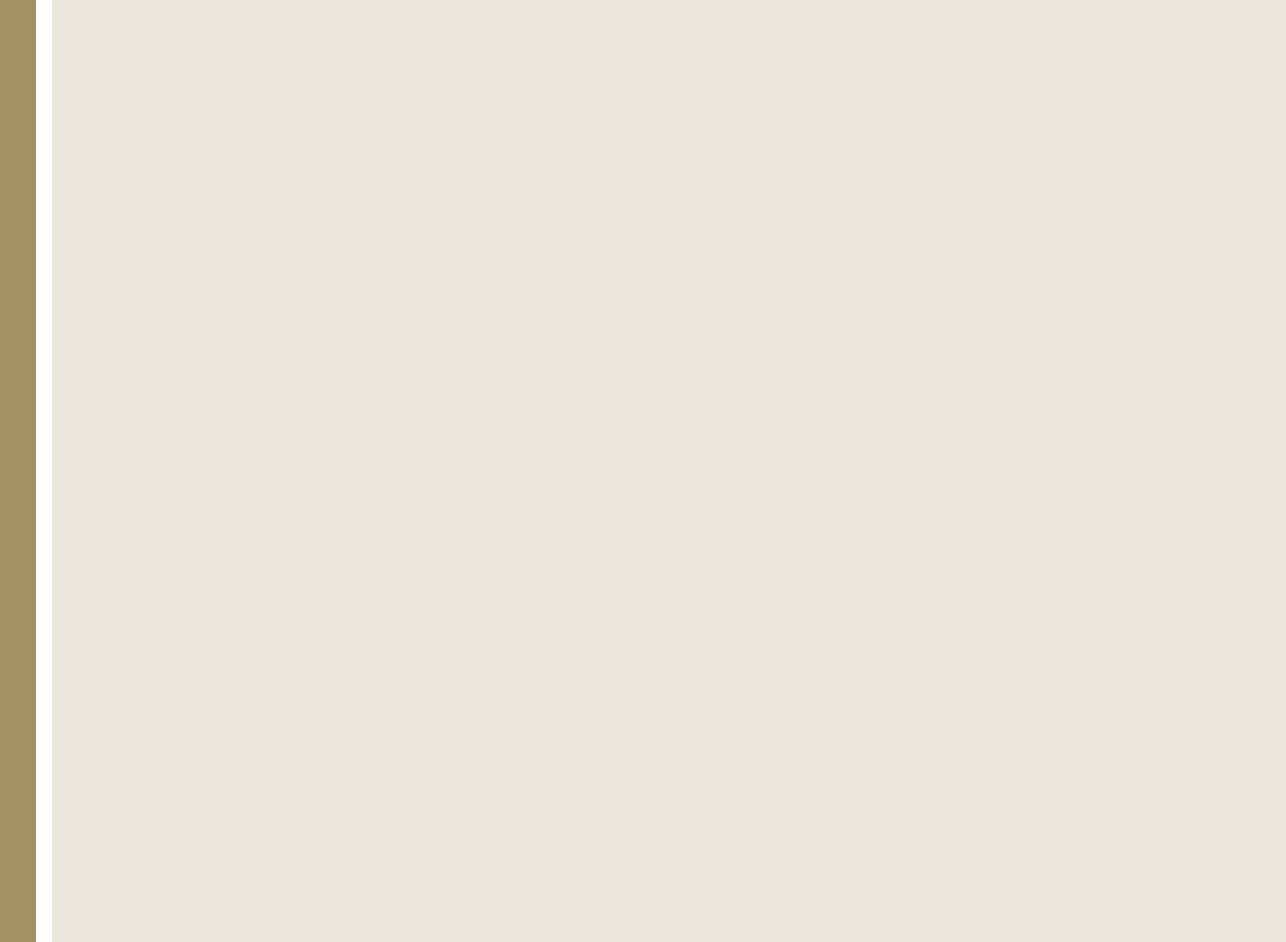
It is widely acknowledged that Talal Abu-Ghazaleh remained strongly committed to his Arab identity and never stopped being proud of his national affiliation. He was known to constantly repeat in public that he is, “an Arab citizen, I have one nationality, which is my Arab nationality; I believe in this great nation, and I do my utmost to rebuild its capabilities and regain its status as a leader of the world.” Driven by this belief, Talal moved to Qatar to continue his mission. There, he faced a new challenge: the existence of two different legal systems: one for global institutions and another for non-global ones. The disagreement arose around Abu-Ghazaleh Group, whether it is global or not.

When Talal’s competitors tried to classify his institution as non-global, he countered by identifying the conditions and standards of a global institution, emphasizing that his institution meets these conditions and applies these standards. He pointed out that his institution has 71 branches worldwide, like any other global institution, and is a member of the Forum of Transnational Accounting Firms, which includes 20 companies. With this clarification, he was able to secure recognition from his competitors that his institution is truly and rightfully global.

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There are two ways to build the highest building; to demolish all the buildings around you or to build it higher than others. The easy, right thing to do is to build, not to demolish.

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Fruits of Success

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► Limitless Aspirations

Talal Abu-Ghazaleh spent thirty years in Kuwait, which embraced his first steps and supported the project that he started from scratch, leading him to achieve global success. However, after the Iraqi invasion, most Palestinians were forced to leave Kuwait and hundreds of projects were canceled due to the Palestinian leadership's official stance in support of the invasion, despite the fact that many Palestinians, including Talal himself, vehemently opposed it. They felt that Kuwait was their country, which had welcomed them, supported them, and provided them with opportunities for a decent life.

When the invasion happened, Talal was on a family trip with his friend Abdul Latif Hamad, the head of the Arab Monetary Fund in Kuwait. They were attending a classical and opera concert when they received the devastating news. The mood darkened, and they couldn't continue their trip. They quickly went back to Kuwait because Talal had to close his office after it was occupied by the Iraqi army, which had also taken over his house and turned it into a police station.

Talal's supportive stances towards Kuwait and the Al-Sabah dynasty were enough to make him an "enemy" in the eyes of the Iraqi regime at the time, but he didn't care about that. He based his views on his understanding of what was happening and his estimation of Kuwait as a people, government, and system, inspired by the verse from the Quran: "Is the reward of goodness anything except goodness?" So how could he adopt a position that supports aggression against the country

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You cannot evolve unless you try innovative things.

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that had hosted him, honored him, and provided him with opportunities and a decent life?

Amid the political upheavals that swept Kuwait, Talal found no choice but to relocate his main office to another country, to safeguard the project, ensure its continuity, and secure its future. Therefore, he turned his attention to Jordan.

► A Glance at Geography

In 1972, Talal Abu-Ghazaleh established his own office in Jordan, after becoming a Jordanian Citizen 1967. This made him a responsible citizen who was highly respected and supported by the Jordanian leadership. In 1967, King Hussein bin Talal awarded him the Jordanian Independence Medal. In November 2010, he was appointed as a member of the Jordanian Senate, but he resigned from the council in October 2011 to comply with the constitutional amendments that stipulates that a member of the House of Representatives must not hold citizenship of any other country in addition to Jordanian citizenship.



Actions speak
louder than
words.



In 2013, he was selected as a member of the Royal Committee for Integrity, and in 2016 he was re-elected as a member of the Senate. King Abdullah II also awarded him the first-class Jordanian Independence Medal for his outstanding contributions to the economic, educational, and technological sectors, as well as for his role in promoting Jordan's intellectual image

and its civilizational message both regionally and internationally, and for his initiative to develop local communities as part of his social responsibility.

Abu-Ghazaleh's response to this recognition was eloquent, as he said: "I came to this country as a refugee who decided to turn the Palestinian suffering into a blessing and decided to turn the blessing of being a Jordanian citizen into a mission to serve the community. You gave me a homeland that I am proud of and taught me to love its people. Thank you."

Talal Abu-Ghazaleh moved his headquarters to Jordan in the early 1990s because he found the appropriate environment in light of the situation that Kuwait went through. Jordan enjoys good infrastructure, security, stability, and the prevalence of the rule of the law. The most important thing was that Talal had to think about the financial situation of his employees after the Iraqi invasion. Due to his care for his employees and looking at them as one family, he had about 500 Jordanian employees in his Kuwaiti company. Either he had to employ them in Jordan or pay their salaries until they find new jobs. The company had to continue despite the difficulties and challenges.

For these reasons, Abu-Ghazaleh decided to move the headquarters of the general administration to Jordan, where he found all the support and facilities in his field of work to continue his project the way he planned.

Kuwait was the main source of income for Talal Abu-Ghazaleh's company, and thus the company suffered

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Citizenship is a culture first and foremost. The essence of this culture is for everyone to believe that he or she is responsible for this country, that he or she is part of it, and that he or she owns it. This is what makes one more committed to preserving ones homeland.

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greatly after the closure of this source. However, as the saying goes “every cloud has a silver lining,” Talal immediately started thinking about rebuilding the company and expanding it further. He began investing the profits in growth and expansion, with annual allocations distributed among the partners and the remaining profit used to open new offices.

The rapid growth witnessed by the company in Kuwait was a sufficient reason for Talal to postpone thinking about expansion. After the company moved to Jordan, Talal realized that it was time to go beyond the boundaries of the Gulf in his projects, based on a visionary outlook that confirms that whoever knocks on the doors of success and explore new horizons, novel opportunities must inevitably materialize. From here, he began searching for potential successful opportunities outside the Arab region, a vision that was achieved by focusing on Turkey, India, China, and Canada, before reaching out to the four corners of the globe.

Talal’s confidence in his ability to compete in major and large countries increased after he became the owner of the largest company in the world in the field of intellectual property and the owner of the largest translation company. The latter was founded in response to the needs of Abu-Ghazaleh Group, as it required the translation of everything it offers, being the largest company for trademarks. Abu-Ghazaleh also founded the largest law firm in the Arab world, specializing in legal services, due to his need for lawyers to handle the legal affairs of the group.

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Personal work
and public work
are the same.
My only job
is to serve my
homeland.

”

► The Obstacle is Overcome

It was expected that difficulties would hinder Talal and his projects after the stormy and sudden events the region witnessed in the 1990s. But as usual, he was able to overcome and surpass them. He is known for his wisdom in handling situations and making the right decisions in a timely manner. He even finds pleasure in facing challenges head-to-head and overcoming them. He always says, “I have learned that happiness is not achieved by the absence of problems in our lives, but by overcoming these problems.”

The big firms began to exploit the period of stagnation that Abu-Ghazaleh Group went through, impacted by the volatile environment. One of those firms was “Arthur Andersen”, a global American firm founded in 1913, operating in the field of accounting and auditing. At the time when Talal started working in Kuwait, control was held by the Eight Big firms, but after undergoing a merger, they became the “Big Five”. The emergence of Abu-Ghazaleh company as a strange mutation in the competition arena led the managers of these firms to form a committee whose mission was to block the work of Talal’s group and hinder its projects. However, their fight against him did not weaken, nor deter him. On the contrary, it fueled his strength, determination, and willpower. This is not surprising when Talal is known for his famous quote: “Every war waged against us has been for our benefit.”

Despite all the odds, “Abu-Ghazaleh” earned the title of “the strongest in the Middle East”, but after the Iraqi

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If you fail, make mistakes, and stumble in your work, do not look for someone to blame. The right start is to admit that you are wrong, and that if you had done well, you would not have failed.

”

invasion of Kuwait, “Arthur Anderson” believed that Talal and his partners became an easy target. Therefore, the company officials began negotiations with him. Despite the likelihood that he would not merge with anyone, because the merger might end his enterprise and the lifelong dream that he dedicated his life to achieving, he did not refuse to enter into negotiations with them. This move would give him more experience and develop his skills further in this field. As Archimedes said, experience is not what happens to a man, it is what a man does with what happens to him. During the negotiations, they offered him a merger and offered to appoint him as a consultant, and promised to employ his best employees.

However, Talal, known for his shrewdness and good judgment, did not immediately reject the offer. Instead, he suggested that he buy their company under the same terms. Of course, they did not like the idea and found his bold offer offending. One of them angrily told him, “We will take over you, dead or alive!”

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Humility in the pursuit for success is unacceptable.

”

And now, after this long journey, Talal Abu-Ghazaleh Group has achieved a level of fame, success, and expansion that no other company or group has reached, while “Arthur Andersen” has disappeared from existence. Inspired by this experience in proving oneself and having confidence in one’s abilities, Abu-Ghazaleh said in one of his interviews, with a smile, “No matter how small a person may be, he can exist by doing the right thing; and excelling in work, he is undefeatable then.”



A Farsighted Plan

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► When the Horizon Expands

Jordan served as the pivot point for Abu-Ghazaleh Group then it launched into the global arena, where the number of Abu-Ghazaleh offices has reached more than one hundred offices covering a wide area of the globe. They even opened an office in China with Chinese employees, and another was opened in the Afghan capital, Kabul, with Afghan employees. This was followed by a confident move towards international organizations. Abu-Ghazaleh presented a new understanding of entrepreneurship, where persons with exceptional performance do not reach the height of success through what they know alone, but also through the continuous pursuit of knowledge.

The expansion that established Abu-Ghazaleh's foundations was not a result of government recommendations, but rather through interaction with professional councils and recommendations. Talal Abu-Ghazaleh was a member of the board of directors of the International Chamber of Commerce in Paris, and this membership allowed him to launch several activities in the United Nations and to head several committees in the 1970s and 1980s. By the 1990s, Talal had ventured into many diverse fields through professional committees, such as the United Nations team in the field of information and communication technology.

When he was a member of the International Chamber of Commerce, Talal visited the United Nations as part of a delegation and met with the then-Secretary-General

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Every job seeker must understand that the shortest path is the long path and remember that the career path is extended. If he or she decides to start his or her career, they will eventually arrive at the destination.

”

Kofi Annan. As expected, Talal's sharp-mindedness and his talk caught the attention of the Secretary-General, and a special meeting was arranged between them. Talal wanted to convince the United Nations of the importance of the private sector and its effective role that cannot be bypassed.

A meeting was supposed to be held for the "United Nations team for information and communication technology" on September 19, 2001, at the United Nations headquarters in New York, and Abu-Ghazaleh was on his way to the meeting when the events of September 11, 2001, took place in the United States. The meeting was postponed for two months, until November 21 of the same year, and Talal was invited to the meeting due to his experience in this field.



We have adopted the idea of producing "knowledge workers" and motivate the people of the Arab World to be imaginative and creative.



The number of participants was fifty-two people representing all sectors of society. An eight-member board of directors was elected, including Talal as a member. Then a participating chairman was elected from the non-governmental sector, Talal was the elected chairman. He was asked to deliver a speech, and when he took the podium, he thanked the participants for their trust in him and expressed his gratitude to them for electing him, despite their knowledge that he is a "Palestinian Jordanian Arab Muslim." Silence fell over the hall before applause erupted from all attendees, including the US delegate. Kofi Annan told Talal during their subsequent meeting, "You have said a phrase more powerful than a book," because this phrase - in its

simplicity - revealed to the world that an Arab Muslim can have great skills and abilities, comparable to peers from other civilizations, and that he is a civilized, well-mannered person dealing with others, contrary to the stereotypical image that has been ingrained in the minds of Westerners for centuries. Talal's phrase contained a deliberate, wise, and skillful challenge.

Talal led this team for five years, after which a meeting was held in Geneva, followed by another in Tunisia. It was decided to establish a mixed global organization that would focus on how to apply information and communication technology to achieve sustainable development, and Abu-Ghazaleh was tasked with presiding over this taskforce.

Talal Abu-Ghazaleh began introducing information and communication technology to his institution after realizing the positive impact it had had on large US and foreign companies, and that it is a crucial advantage that can make a significant difference to the performance of these institutions and enable them to outperform their competitors. As a man whose life experiences have taught him that the right step is strengthened by a mature vision of the future, he made a decision that represented a new turning point in the path to success. He transformed his institution to adopt an e-system harnessing the best of ICT.

Talal Abu-Ghazaleh has always been fascinated by the amazing impact that every new development, no matter

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What I mean by knowledge is the use of ICT to make information, disseminate it, and turn it into a product and then into a wealth.

”

how small, can have on the world if dealt with aptly and effectively. Each success milestone reached by Talal was sufficient for him to proudly say, “We did it,” followed immediately by thinking about new starting points.

► **Exceptional track record**

After a career spanning decades, during which he achieved great successes, faced difficult experiences, endured overwhelming circumstances, and encountered various situations, some of which he overcame with great difficulty and others with ease, Talal Abu-Ghazaleh became a model of a “global citizen” due to his determined personality, exceptional and inspiring history, and the assumption of leadership roles at international development institutions and organizations that focus on forward-thinking and human capacity development worldwide.



The world has moved to a new phase, which is the phase of creativity. There will be no wealth creation except through knowledge creation and knowledge creativity.



Talal played an active role and achieved a distinguished presence in the Global Compact initiative launched by the Secretary-General of the United Nations, Kofi Annan, in April 2006. The initiative represents a voluntary commitment by global business institutions that agree to work collectively to improve the standard of living worldwide.

As the Deputy Chairman of the initiative’s board, Abu-Ghazaleh exhibited great enthusiasm in supporting and promoting this Compact in the Arab region, where he

was commissioned at a board meeting in June 2008 to lead the Arab network of the Compact, establish units in Arab countries, and represent the Compact in the partnership with the International Organization for Standardization (ISO) to formulate the standard related to corporate social responsibility and lead the role of the Compact in this aspect.

Talal Abu-Ghazaleh participates in the summits held by the leaders of the Compact annually, and the most notable of which was the historic summit held in Geneva in July 2007, which resulted in the issuance of the Corporate Social Responsibility Declaration. This summit was considered the biggest event ever held by the United Nations on the issue of corporate citizenship. Speakers included UN Secretary-General at the time, Ban Ki-moon, who was the Compact's chairperson, Talal Abu-Ghazaleh as the Deputy Chairperson, French Foreign Minister Bernard Kouchner, and a number of business leaders from around the world.

In his speech, Abu Ghazaleh said "The world is waiting for us to declare our commitment to the noble goals of humanity, which are embodied in building markets that possess the elements of life, combating corruption, protecting human rights and the environment through a true partnership between business institutions, civil society, labor forces, governments, the United Nations, and all other relevant parties."

Abdulhamid Mamdouh, Director of the Trade in Services Division at the World Trade Organization, says of Abu-

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In the future, wealth will only be achieved through knowledge and the progress of knowledge is the basis for the progress of any country. We are required to educate our children and direct them towards knowledge and invention.

”

Ghazaleh’s contributions in this field, “Abu-Ghazaleh has established a number of important non-governmental organizations that have played a very significant role in raising awareness among labor and key circles in Arab countries about various rights.”

In 2009, the Secretary-General of the United Nations, Ban Ki-moon, chose Talal Abu-Ghazaleh as the new Chairperson of the United Nations Global Alliance for Information and Communication Technologies and Development, succeeding Craig Barrett, the former CEO of Intel. This decision reflects great confidence in Abu-Ghazaleh’s abilities to make a qualitative leap in this field.



Eliminating ICT illiteracy and the provision of digital education to all people in the world is one of the most fundamental challenges on the road to development.



► In the Hall of Fame

In September 2007, Talal Abu-Ghazaleh became the only expert from outside the Group of Eight (G8) countries to be included in the list of the most important figures in the world of intellectual property. This came after the UK-based magazine “Intellectual Asset Management” announced the names of the inductees into the IP Hall of Fame in Chicago, which includes twenty-three distinguished individuals, entailing officials, businessmen, and academics, for their outstanding contributions to the development of the intellectual property system. Some of these figures include Thomas Edison, Victor Hugo, Presidents Thomas Jefferson and James Madison, Hisamitsu Arai, Jerome Gilson, Carl

Gerold, Sir Hugh Laddie, Gerald Mossinghoff, Pauline Newman, Kevin Rivette, and Joseph Straus.

Abu-Ghazaleh speaks about this experience saying: “I am indebted to my distinguished colleagues who elected me as a member of the Hall of Fame for Intellectual Property. I also owe this to my colleagues at Talal Abu-Ghazaleh Intellectual Property, who have built the company to become a global leader through their excellence. I also owe this fame to our distinguished clients and partners around the world who honored me with their precious trust.” Abu-Ghazaleh also extended his greetings to the members of the Arab community who provided all the support and endorsement for his leadership of the Arab Intellectual Property Association and the regional Arab Association for Intellectual Property, expressing his pride in being a part of this distinguished group, and expressing his thanks and gratitude to the “Intellectual Asset Management” magazine for launching this initiative to honor the profession of intellectual property worldwide.

The magazine announced the names of the members after a five-month process that gave leaders of intellectual property around the world the opportunity to vote and identify the individuals who contributed to making intellectual property one of the most important commercial assets of the 21st century.

An official celebration was held under the auspices of OCEAN TOMO to honor Talal Abu-Ghazaleh and the new members in Chicago on October 24, 2007.

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In the future, economic power will depend on creativity and innovation and the creation of wealth will move from traditional resources to knowledge resources.

”

► At the Helm of Professional Councils

Talal Abu-Ghazaleh takes pride in being the first Arab to reach the most important professional councils in the world, such as the “International Federation of Accountants” and the “International Accounting Standards Board”, which formulate accounting principles worldwide.

In this context, Abu-Ghazaleh contributed to formulating auditing standards for the United Nations Committee of Experts on Professional Qualifications Standards to Establish a global professional system.

Many of the positions Abu-Ghazaleh held had not been occupied by any Arab or person from the Third World Countries before, and he was keen on assuming these positions and shouldering more responsibilities to show the world that the Arab individual possesses the ability and skill that qualifies him to be in the lead.

Talal Abu-Ghazaleh has proven that reaching the world stage must first start from a strong local and national foundation, deeply rooted in the land before branching out in all directions. He has always been a flexible and visionary leader who proposes new and brilliant ideas that are both achievable and successful, built on intellectual, scientific, and logical foundations, and on a smart understanding of reality with confidence in the future. He believes that we should trust that future is in the commitment to our wise ancestors who possessed morality, goodness, creativity, and excellence in science and knowledge, and rebuild the civilization that some movements are trying to destroy.

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The application of knowledge in the era of speed, Internet, and computers has become power.

”

Abu-Ghazaleh saw his global positions and presence at the top of international institutions and organizations as a significant step in refuting Israeli claims that constantly question the capabilities of the Palestinian Arabs. It deeply pains him that the enemy has succeeded in instilling a sense of shame in many Arabs about their Arab identity. Talal continually repeats that nothing in this world compares to the pride of being Arab, and that Arabism means great glory, a rich history, and a civilization that has laid the foundations for modern sciences and the advancement of humanity as a whole.

Abu-Ghazaleh believes that no matter how hard the enemy tries, they will not succeed in changing history and its facts because the bright truth is that: the Arab is a civilized, excelling human being who is proud of their Arab identity. This pride is reflected in Abu-Ghazaleh's speeches, actions, decisions, and visions, which have made him a model for Arabs. He often repeated the words of the French leader Charles de Gaulle, who put maps on the wall and wrote history in front of him: "You cannot evaluate anything apart from history and geography. According to history and geography, we are a nation that remains, and we are a nation that must take its rightful place in history."

During his participation in international conferences and meetings, whether at the United Nations or in the many institutions he heads or is a member of, Abu-Ghazaleh used to repeat the following statement in various forms according to the nature of the occasion:

"I notice our superiority and not equality, for I am not

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If we cannot bridge the global digital gap, we will have to face dire consequences in the future.

”

satisfied with being equal to a Jew, Israeli or Zionist. By the way, I am speaking first and foremost about Palestine with emotion and secondly with faith and conviction that Palestine is all of Palestine, from the sea to the river, there is no before or after, or green line...etc. This does not mean anything to me. I am fortunate that God inspired me to deal with this suffering as a blessing that I must take advantage of and prove success through it. I always remember in detail my daily journey to school and in all circumstances and I think: What do I want to be?"

► Among the 500 Most Influential Figures

In 2012, Arabian Business magazine chose Talal Abu-Ghazaleh as one of the top 500 most influential Arab personalities, and one of the most influential personalities in the world. Regarding the mechanisms of selecting the list, the magazine's management commissioned the editorial team to update the "most powerful personalities" database throughout the year by searching for Arab figures who have made their presence regionally and globally and have been able to influence the world. According to the magazine's definition, power is influence.

The selection of Abu-Ghazaleh within this list is attributed to his life full of achievements and a continuous path of successes that made him deserving of hundreds of awards and accolades bestowed upon him by major global accounting and academic organizations. In addition, he was granted the title of "Leader of Arab

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In the 21st century, technology will penetrate deep into the human brain, which has enormous untapped potential.

”

Accounting”, and the recognition of his efforts in promoting intellectual property in the Arab region, as well as his success in establishing close partnerships with global organizations such as the United Nations, the World Trade Organization, and his appointment as Deputy Chairman of the Global Compact Board. The magazine also highlighted Abu-Ghazaleh’s business achievements, including the establishment of Talal Abu-Ghazaleh Group and expanding its presence in four continents.

► **Among Top 100 Most Prominent Accountants**

In 2014, the British “International Accounting Magazine”, which is considered the most prominent in the field of accounting services worldwide, issued a list of the top 100 accounting personalities in the world, included Talal Abu-Ghazaleh from the Arab Region, who was the President of the International Arab Society of Certified Accountants. This list includes leaders of the profession worldwide from personalities in international accounting organizations, national accounting associations and institutes, major accounting firms, in addition to global accounting personalities working in the financial field.

The sorting process was conducted by a committee of international judges, comprised of members from the American Institute of Certified Public Accountants, the International Federation of Accountants, the Institute

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We realize the need for a systematic development of the Arab institutions, in order to build a solid foundation for the future.

”

of Chartered Accountants in England and Wales, the Institute of Chartered Accountants in Australia, and the Malaysian Institute of Accountants.

► **International Ambassador of Social Responsibility**

In 2014, during the Regional Forum for International Ambassadors of Social Responsibility held in Bahrain, Talal Abu-Ghazaleh was awarded the title of “International Ambassador of Social Responsibility” by the Regional Network for Social Responsibility, in collaboration with the Bahraini Ministry of Social Development and in line with the United Nations Global Compact program. This recognition was a tribute to Abu-Ghazaleh’s efforts and appreciation of his pioneering initiatives, publications, and contributions in the fields of social responsibility and sustainable development, as well as his notable role in community service, raising awareness of humanitarian, economic, and educational issues at both the Arab and international levels.



The term “social responsibility” is more elaborate than “charity.” The real source of income for any organization is the society embracing it.



In a related context, the Regional Network for Corporate Social Responsibility launched “Dr. Talal Abu-Ghazaleh Award for Community Initiatives,” which was highly appreciated by Abu-Ghazaleh himself, who said, being awarded the title of “International Ambassador of Corporate Social Responsibility” and the launch of Talal Abu-Ghazaleh Award for Community Initiatives

is a great honor and responsibility to double the efforts and time to establish the vision and objectives of the award, encourage excellence and professionalism in social work, and promote institutional performance and awareness of the values of community work.”

For Abu-Ghazaleh, social responsibility is “an embodiment of a good partnership with the community,” and it is “the result of individual and corporate awareness of the community’s favor and an expression of gratitude for this favor.” It is also “a small part of the gratitude we owe to the communities without which institutions would not have arisen, grown, and succeeded,” so participation in community service programs “is a duty for all individuals, especially representatives of the private sector.”

Abu-Ghazaleh never ceases to emphasize that social responsibility is “a message to every believer,” recalling Mother Teresa’s saying: “If we do not love the person we can see, the how can you love God whom we cannot see?” and citing Victor Hugo’s words: “To be perfectly happy it does not suffice to possess happiness, it is necessary to have deserved it.” He also cited what Albert Einstein said: “True religion is real living; living with all one’s soul, with all one’s goodness and righteousness,” summarizing this concept by saying: “He who is kind is better than he who is great.”

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The community will give you only if you give to it because it respects and appreciates whomever appreciates and respects it.

”

► Working for a Better World

Talal Abu-Ghazaleh has devised a plan to run his institutions, with the development of human capabilities at its core, through education and knowledge transfer. Motivated by his aspiration for the future, his group is committed to supporting efforts toward achieving a better world by strengthening communication with international organizations and institutions.

To achieve this goal, the group, under Talal Abu-Ghazaleh's personal supervision, has signed several cooperation agreements and memoranda of understanding. One of these agreements involves managing and translating the World Trade Organization's website and launching it on the unofficial global network in Arabic. The cooperation with WTO has been close and deep since its establishment in January 1995.

The group also collaborated with the International Chamber of Commerce to launch its website in Arabic. The group translated the official website of the Chamber to create a comprehensive platform that enables interested parties in the Arab world to easily access and learn about what the Chamber offers.

Abu-Ghazaleh Group signed a partnership and cooperation agreement with the global leader in software technology "Microsoft". A number of initiatives and projects were launched under this agreement and a wide range of tasks and technological aspects were covered such as: information rights management, automation, enterprise integration applications, as well as training and



Charity means the "love of mankind."

Charity, in essence, is an act that aims to promote a decent life for people.



consulting services. Abu-Ghazaleh Group has taken a pioneering step in contributing to the development of the Arab knowledge society and reducing the digital gap. In collaboration with the International Examinations Board at the University of Cambridge and the Arab International Academy for Technology and Management, the group has established “Talal Abu-Ghazaleh Cambridge IT Skills Center”, which awards the “Abu-Ghazaleh Cambridge IT Skills Certificate”.

This certificate has been officially recognized by the United Nations Educational, Scientific and Cultural Organization (UNESCO), which has approved it as a distinguished and non-commercial vocational training program for computer skills.

Moreover, Talal Abu-Ghazaleh Group has established Arab and international partnerships with the global company “APCO.” Margaret Krause, the CEO of the company has stated: “APCO is proud to have established a strategic partnership with Talal Abu-Ghazaleh Group, which will enable us to enhance, distribute and connect our services and business in the Arab region, where our presence was limited. This partnership will also strengthen the international presence of Abu-Ghazaleh Group in the global economic system.”

Tala Abu-Ghazaleh Group continued to lead efforts in the Arab region to develop the United Nations Global Compact and update its websites, with the aim of harnessing the private sector’s influence and capabilities to address social issues in the region. The foundation made sure that social commitment is a central part of its activities, and this is

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The progress humanity has achieved through the ages would not have been possible without education, information, and communication.

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achieved through its sponsorship and guidance of Arab non-governmental organizations. Due to these efforts, a wide network of relationships and commitments has been formed, including cooperation with the United Nations Resident Coordinator's office in Egypt to translate and update the Compact website into Arabic.

In addition, the group, in partnership with the International Trade Center, has released the Arabic version of the Business Guide to the International Trade System. The group has worked closely with the World Trade Organization over the years through a comprehensive awareness campaign, including publishing clear and informative materials about how the organization operates and introducing the Arab world to its content and activities.

The joint educational program between Tala Abu-Ghazaleh Graduate School of Business and doctoral students at Birzeit University has allowed students to obtain a joint degree between the college and the university. This is a significant and impactful step because it provides specialized education to Palestinian students, without leaving their homeland, which reinforces the idea of staying in the land of their ancestors and clinging to it.

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Technology only moves forward at a great speed. Any invention is only a step on the way to reach new, greater inventions.

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In 2004, Talal Abu-Ghazaleh Group joined the “Global Compact”, the framework that allows committed commercial institutions to align their operations and strategies with ten universally accepted principles in the areas of human rights, labor, environment, and anti-corruption. More than one hundred countries from all over the world participate in this initiative, which aims

to demonstrate the social legitimacy of commercial institutions and markets, and to enhance the idea that launching business practices based on global principles contributes to establishing a more stable, inclusive, and integrated global market. It also helps to build communities that live in an environment of prosperity and growth. The Global Compact seeks to universalize the ten principles in the activities of commercial institutions worldwide and to motivate action in support of broader United Nations development goals, such as the Millennium Development Goals. Abu-Ghazaleh Group participated in launching the Arab Network for the Compact in Egypt, Syria, Jordan, and other Arab countries in cooperation with the United Nations Development Program. Talal Abu-Ghazaleh was also chosen as the Deputy Chair of the Compact, which was headed by then Secretary-General of the United Nations, Ban Ki-moon.

► **Active Membership and Impactful Presence**

Talal Abu-Ghazaleh joined a large number of committees, including the International Federation Council, which was tasked by the United Nations to form a committee for standards from representatives of the global accounting community. Abu-Ghazaleh later became the chairman of this committee, which issues mandatory decisions by virtue of the authorization of the International Federation and the International Committee. Abu-Ghazaleh's group formulated these standards, then translated them into

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The knowledge revolution that we are witnessing today will lead to the “wisdom revolution.”

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Arabic and obliged all companies to apply them, in order to work out a unified way of issuing financial statements.

Abu-Ghazaleh was also appointed as the head of the Arab Organization for Quality in Education and Accreditation of Educational Programs. The Secretary- General of the Arab League Amro Moussa was its honorary president. A meeting was held at the Arab University in Cairo, chaired by Moussa, which resulted in the establishment of the Arab Organization for University Scientific Research. Abu-Ghazaleh was chosen as its president, while Moussa took on the honorary presidency. Abu-Ghazaleh invited the European Union to meet with them in Cairo to share their experience in providing opportunities for youth in scientific research and development at universities. this organization made important decisions and recommendations in the field of scientific research, including that scientific research is a right for students to innovate in their research, that the exchange of information and expertise between educational centers is necessary to ignite the spirit of competition, honoring young innovators can motivate them to achieve and excel, and that linking this network with the European network is a necessary step to benefit from research and development toward improvement.

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We have to prepare for the electronic learning “tsunami”.

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Abu-Ghazaleh blames the lack of creativity on the older generation, not the youth, who are in desperate need of appropriate conditions to show their abilities. He says, “If I don’t believe that my grandchildren are more capable of creativity than me, they won’t be creative. The grandchildren live two lives today; their real life and

their life in the realm of technology. When one of them goes online, they actually enter another life.” What young people need is to be empowered, not led, to utilize their abilities. That’s why Abu-Ghazaleh has no hesitation in placing his trust in the youth who add vitality to the nation. After all, young nations are the nations of the future.

Abu-Ghazaleh has been selected as a member of the board of directors or trustees for various regional and international institutions. These memberships include the board of trustees for the American University of Beirut, the board of governors for the Center for Strategic and International Studies (CSIS) in the United States, the Arab Thought Forum in Jordan, the Advisory Council for the Middle East Center at CSIS, the Board of Trustees for the National Music Conservatory, the International Advisory Council for the University of Bahrain, the Thinkers’ Forum in the United Arab Emirates, the Global Talent Competitiveness Index GTCI in France. the high-level Council for the United Nations Social Impact Fund - Humanitarian Leadership and Business (UNSIF-HLAB) program.

This active presence underpins the lofty status Talal Abu-Ghazaleh holds and the shining example he represents on a global level. It also confirms his commitment to his nation and his efforts to provide the fertile ground from which the younger generation can launch towards horizons of creativity and excellence. Additionally, it shows his support for all individuals in the community to accomplish a true developmental mission that will uplift the nation and revive the glory of the Arab world.

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I believe in learning, not teaching.

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► The Man of Great Tasks

Abu-Ghazaleh has held the presidency of a large number of international organizations due to his competence and professional experience. These organizations include the Arab International Association of Legal Accountants in the United Kingdom, the Arab International Management Technology Association in the United States of America, the Arab Experts Association for Licenses of Arab States in Jordan, the Business Initiative to Support the Information Society/ International Chamber of Commerce in France, the Evian Group-Arab Region/Switzerland, the Arab Organization for Quality Assurance in Education in Belgium, the Encyclopedia of Excellence and Civilization Committee in Saudi Arabia, the Arab Organization for Network and Learning Initiative in Germany, and the “All for Palestine” initiative in France.



There are two kinds of losers: those who think but do not implement anything and those who implement without thinking.



This confidence in Abu-Ghazaleh is not arbitrary, but is based on his strong belief in the importance of supporting and assisting society in all possible ways, and dedicating a typical fusion of capital, society, environment, and sustainable development, in addition to what he has done in serving the Palestinian cause since he was forced to leave his homeland as a child.

► **First Accounting Dictionary**

Despite the difficulties that he faced during the establishment phase in Kuwait and the challenges that accompanied the launch of his specialized professional services company, Talal Abu-Ghazaleh's determination never wavered. He continued to work and develop, while at the same time, he busied himself with the compilation of Abu-Ghazaleh's Accounting Dictionary, which he issued in 1978, thus becoming the first dictionary in this field. This dictionary represented the first spark of the enlightenment flame, which was followed by the issuance of dictionaries, books, and guides, and the translation of international standards and trademark laws, with the aim of filling the gaps in many areas covered by these publications. This enabled professionals, academics, students, researchers, and even officials to refer to these publications when needed to find answers to their questions and meet their knowledge needs. This contributes to enhancing their awareness, knowledge, and guidance, and ensures that work proceeds in a proficient and excellent manner. Among the most prominent of these publications are: Talal Abu-Ghazaleh's Dictionary of Intellectual Property, Talal Abu-Ghazaleh's Dictionary of Information and Communication Technologies, the Arabic version of the Guide to Business Circles to the World Trade System, the official Arabic translation of International Accounting Standards, International Public Sector Accounting Standards, Accounting for International Monetary Institutions, Islamic Capital Markets and Instruments, a report on the World Trade Organization Reform Program, and the Book of Management Consultations.

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I was more interested in founding a comprehensive humanitarian organization than I was in founding a company with the sole purpose of making a profit.

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► Good Resonance

These publications covered wide sectors and demand for them increased in both government and private institutions. They gained popularity at universities and institutes in the Arab region. They also received the attention of many prominent figures who praised the effort made to produce these dictionaries, books, and guides and bring them into existence. Today, they have become beacons of enlightenment that guide success seekers.

Talal Abu-Ghazaleh received notes of appreciation and praise from hundreds of distinguished figures for his pioneering project. After the issuance of the accounting and business dictionary, Dr. Said Salman, the president of Ajman University of Science and Technology, sent a letter to Abu-Ghazaleh, in which he said:

“

I do not have much wealth, thanks to Allah. All I own is this organization, which I am still building. I reinvest all the profits in it. This is the secret of its success.

”

“I have received your gift, that rare gem, adorned with a dedication that is equal to our deep affection and sincere love.

You've taken the initiative and you've won

And that's only the start; you've just begun

Abu-Ghazaleh's Accounting Dictionary represents, in addition to overcoming the psychological barrier, represents type of Arab concerns and issues, and is linked to a range of these concerns. On the one hand, it is a continuation of efforts to spread Arabic within the Arab world. On the other hand, it helps promote its

spread outside Arab countries. Thirdly, it is a pursuit of eliminating language duality among scientific Arab elites. Finally, and not least, it is a rescue from the linguistic exile where emotional and intellectual creativity is absent, where barrenness and fragmentation prevail. It is as if you are saying that progress can only be achieved by entrenching knowledge in the social fabric by means of the national language - the real repository of civilization.”

“All that glitters is not gold.”

Dr. Rouhi Al-Baalbaki, director of Dar Al-Ilm, praised Talal Abu-Ghazaleh’s Dictionary of Accounting and Business during the book signing ceremony held at the Lebanese Press Syndicate on January 17, 2001. Al-Baalbaki said, “Talented pioneer of a modern renaissance, a brilliant mind in the field of accounting, finance and business, a thinker whose concerns are those of the community, breaking the barriers and turning every subject into more than one program and project. As Napoleon Bonaparte said, he dug a well with a needle, or rather he showed us the comprehensiveness of his thinking, the nobility of his character through the usefulness of his work, according to Gustave Le Bon.”

Al-Baalbaki added, “During my participation in the celebrations of Kuwait’s declaration as the capital of Arab culture, I read the following news in a Kuwaiti newspaper: Talal Abu-Ghazaleh, the president of the Arab International Society of Certified Accountants, has decided to provide scholarships, paid personally by him, to cover

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Sleep well at night and work hard during the day.

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all expenses for Arab students seeking an Arab certified accountant certificate in support of the Arab resistance until the Uprising is crowned by the establishment of an independent Palestinian state. The mentioned tuition fees amount to \$1500 per student, and there are a thousand students who will be covered by the scholarships.”

Al-Baalbaki continued, “This fountain of generosity is the same person who also donated yesterday a sum of one hundred and fifty thousand dollars to cover the accumulated deficit in the budget of the Arab Intellectual Property Union since its establishment until the end of the year 1999.”

Suffice it to know that this dictionary is highly specialized with utter accuracy, very comprehensive and inclusive, and full of terminology well-traced to their origins; it paves the way for a new millennium and opens the doors that have been closed for long. Now, we have a very close glimpse into the mind of Abu-Ghazaleh: He is a law that tolerates no violation, a dutiful person who takes his duties seriously and carries them out with pleasure. He is as much a haven for those aspiring to enlightenment. Wherever he is, the breeze of freedom blows. He gives genuine love in whatever he does: If he lectures, he amuses his audience; he if argues, he convinces his opponent; if he studies an issue, he masters it; he knows how to accept challenges and goes after them in a civilized manner with a tendency for supremacy; he knows how to mobilize his capabilities to eliminate a prevailing intellectual void, with complete harmony and consistency.”

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I apologize for the dust I have stirred up on my active course and I apologize in advance for the dust I will stir up in the future because I will not let dust accumulate on our way.

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Al-Baalbaki concluded his speech by saying, “Talal Abu-Ghazaleh, you have bestowed upon us the values of knowledge and the knowledge of values, and you have ignited in us the spark of the dignity of renaissance and the renaissance of dignity, and you have sown in us wheat, jasmine, and nightingales. Our tomorrow has become better than our today, opening the way for flowers to blossom, for construction, and for sovereignty, like rain that descends with paradise and bliss, a reminder of good running without any favoritism, an unstoppable supply of Nymphaea... Where knowledge resides, there is Talal. Where programming exists, there is Abu-Ghazaleh. Let there be, in our generations, the nobility of traces and the aroma of Abu-Ghazaleh, two resounding, eloquent, and convincing voices that dominate every Arab soul and grasp every Arab hand, toward the knowledge that we yearn for in every corner of the Arab world, and the forefront of it is the land of civilization, Lebanon. May every thoughtful and emotional idea rise with it and serve humanity... every human.”

► The Construction Process Continues

The journey of a thousand miles for the TAG-Org group started with the launch of the company in the aftermath of the Arabian Gulf independence in the 1970s. The region was undergoing an economic transformation due to the oil boom, accompanied by agility in the sectors of construction, industry, and service-oriented commerce. The company contributed to this progress by conducting

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Those who love berries learn to climb quickly.

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studies and providing consultations and advice, which had a significant impact on social and economic development and construction.

Through its excellent and dedicated work, the company gained the trust and support of leaders and officials, which allowed it to compete with major foreign firms in the fields of accounting and auditing. Over the years, the company expanded its scope of work and increased the number of its offices, due to its integrity, commitment, and professional level of service. In addition to Talal Abu-Ghazaleh's plan for developing the company. He says, "Our mission to serve the Arab world continues, and everything we do today is just a prelude to what we will do tomorrow. We look forward to more influential developments in what we do and the way we do it, as the region progresses towards becoming a knowledge-based society."



By the grace of Allah, I have always been successful. I have always worked on the basis that working bring luck, not otherwise.



► **Mastering Sustainability**

Talal Abu-Ghazaleh adopted the slogan "We Work Hard to Stay First" early on and has been committed to this motto through continuous work, achievements, diverse and qualitative initiatives, and the spread of the group's work and services globally, building on its experience since its establishment in 1972. As a result, some of the group's activities and initiatives have gained a leading position, being the first and most prominent in terms of size and role.

Talal Abu-Ghazaleh Group operates through its more than one hundred offices in addition to one hundred and fifty representative offices around the world. This group is the largest global group of professional services companies working in the fields of accounting, external audit, internal audit, corporate governance, taxes, educational consulting, economic and strategic studies, administrative consulting services, vocational and technical training, technology transfer and project management, real estate management, recruitment services, e-government, e-commerce, e-learning, IT security audit, website development and design, interpretation and professional translation, website localization, domain name registration, strategic planning for IT and communication, project resource planning consulting services, training on IT and internet skills and their exams, an intellectual property news agency, intellectual property renewals, evaluation of intellectual property assets and business services, intellectual property registration and protection, protection and management of property rights, and legal services (consulting and law), and public offerings.

Operating in an area constantly witnessing drastic and unprecedented changes, Talal Abu-Ghazaleh group takes into account all aspects of the economic environment, including social and regulatory factors that govern its activities. It recognizes the need for organized development of Arab institutions to build a solid foundation for the future, it meets this need by providing highly competent experts with the ability to forecast economic and social trends and evaluate variables to

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Happiness is not the absence of problems; it is the ability to deal with them.

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identify the most innovative solutions for current and future problems.

The group has achieved outstanding success among its clients, which include important agencies, Arab and international government financing organizations, as well as leading companies in the fields of banking, industry, insurance, and commerce. It has helped these clients make crucial decisions related to business and management, individuals, equipment, facilities, and capital.

The Group's mission is to contribute to the social and economic development in the Arab world through two levels. The first is to find practical and effective solutions to the problems facing their various clients, and the second, which is more comprehensive, is to hold brainstorming sessions and strategic internal meetings with the best consultants to examine and analyze the problems facing the Arab business community and come up with appropriate solutions.



Altruistic, social responsibility is based on “capacity responsibility,” meaning that an organization has enough resources for social giving.



Since its early stages, the Group's identity evolved partly from its strong relationships with financial and development institutions around the world, along with the United Nations, the World Trade Organization, the World Bank, the International Chamber of Commerce, and other organizations and institutions. The Group works to present the Arab world to the international community in the way it believes it should be presented: a friendly, fair, professional, and confident world.

Therefore, Abu-Ghazaleh Group does not focus primarily on the profits it can make, although one of its main goals is to continue its business activities. Rather, it focuses on how to address problems and expand the range of solutions that can be offered. This is of utmost importance because it means challenging and overcoming difficulties, just like a racehorse that jumps hurdles and confidently reaches the point where it is crowned victorious.

With this resilient and passionate spirit of challenge and perseverance, the Group has grown and flourished to become the largest professional services and education institution in the world, offering a diverse range of high-quality, innovative, and modern professional and educational services.

► **Intellectual Property... the Groundbreaker**

AGIP (Abu-Ghazaleh Intellectual Property) was established in Kuwait in 1972 under the name “TMP Agents,” at a time when the intellectual property was taking its first steps in the Arab region. Since its inception, the company has made efforts to improve the infrastructure of intellectual property worldwide, and for this reason, it has worked to coordinate with Arab governments and multi-party organizations to establish an effective system of intellectual property.



If you want to liberate yourself, you have to learn. If you want to achieve victory, you have to learn. If you want to achieve prosperity, you have to learn.



Through this new system, major multinational corporations were given the opportunity to expand and plan major investments in the region, as they became confident that their investments were properly protected. This also encouraged creative Arabs in fields such as engineering, architecture, art, design, music, inventions, and literature to submit more innovations, knowing that they would be effectively rewarded and their creations would be protected.

AGIP has provided assistance and support to government committees and officials in charge of reviewing and drafting new laws and regulations regarding the enforcement of intellectual property rights in many Arab countries, such as Bahrain, Lebanon, Yemen, Oman, Tunisia, and the United Arab Emirates. This commitment to protecting intellectual property has been strengthened through the company's collaboration with international organizations, including the World Intellectual Property Organization and the World Trade Organization, as well as non-governmental organizations such as the International Trademark Association, the International Association for the Protection of Intellectual Property, and the International Federation of Intellectual Property Attorneys, in addition to funding non-governmental organizations such as the Arab Intellectual Property Society and the Arab States Licensing Experts Society.

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Europeans say that intellectual property is the oil that fuels creativity. Without the intellectual property system, we cannot protect creativity or fuel it.
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The company has also organized training courses in coordination with the World Intellectual Property Organization and the World Trade Organization, targeting members of the judiciary and lawyers in various

Arab countries. The company is proud to have published innovative reference works in the field of intellectual property in the Arab world, including collecting the English translation of all Arab intellectual property laws and publishing a dictionary on intellectual property that provides for the first time in Arabic, a comprehensive list of English translations and definitions of intellectual property terms used in the Arab world.

In just a few years, “Abu-Ghazaleh Intellectual Property” has become one of the largest companies globally in its field in terms of geographical coverage, nature of services, and the number of professionals. Therefore, it was no surprise that the name of its Chairman of the Board, Talal Abu-Ghazaleh, was listed in the IP Hall of Fame in Chicago in 2007, to be the first figure selected from outside the G8.

The company has been ranked as the top intellectual property service provider over the past years, according to the global list issued by the “Intellectual Property Management” magazine. It is the first and only company to become a member of the Intellectual Property Commission (IPC), the Country Code Names Supporting Organizations (ccNSO) and the Council of the Internet Corporation for Assigned Names and Numbers (ICANN). It has also been granted membership in Internet governance bodies with the United Nations and advisory councils prior to the establishment of the Internet Governance Forum (WSIS, WGIG, IGF). The company still holds these memberships to this day. The company’s CEO has been appointed to the board

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We need a revolution and an awareness of invention and creativity. This is only possible under a system of intellectual property protection.

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of the International Trademark Association (INTA). In addition, it is the first company in the world to launch a news agency dedicated to intellectual property news (AG-IP-News) and publish a specialized intellectual property dictionary.

► **Leading the Arab Accounting Profession**

Talal Abu-Ghazaleh International (TAGI) has led the Arabic accounting profession through its rapid development since its establishment four decades ago. It is the first company to implement international accounting standards in the Arab world and has become renowned as a name associated with high standards and integrity in the fields of accounting, auditing, and financial services. The company has represented Arab accountants in international forums and has continued to receive professional and academic recognition for Arab accountants.

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I am always inspired by the words of Allah the Almighty, “And of knowledge, you (mankind) have been given only a little” (Al. Israa: 85).

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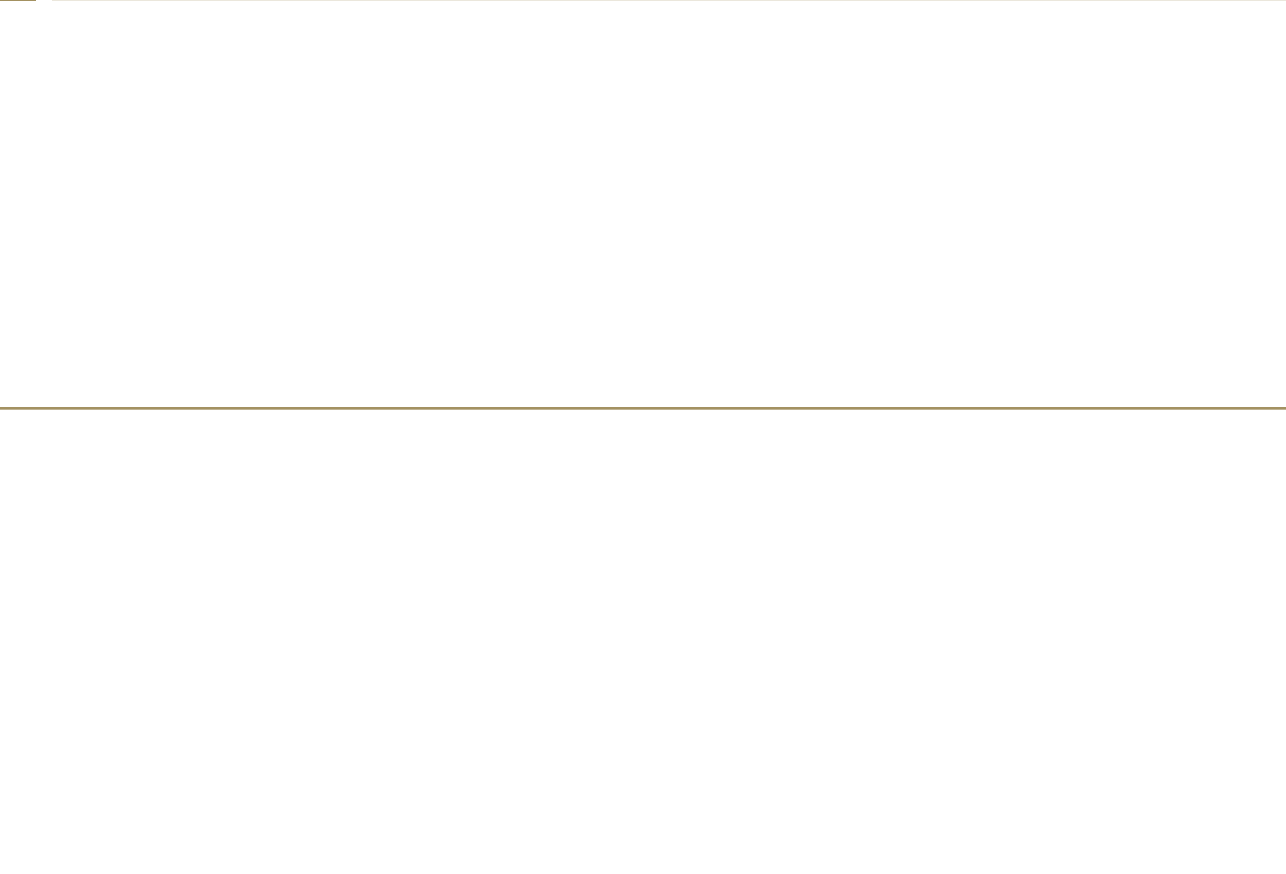
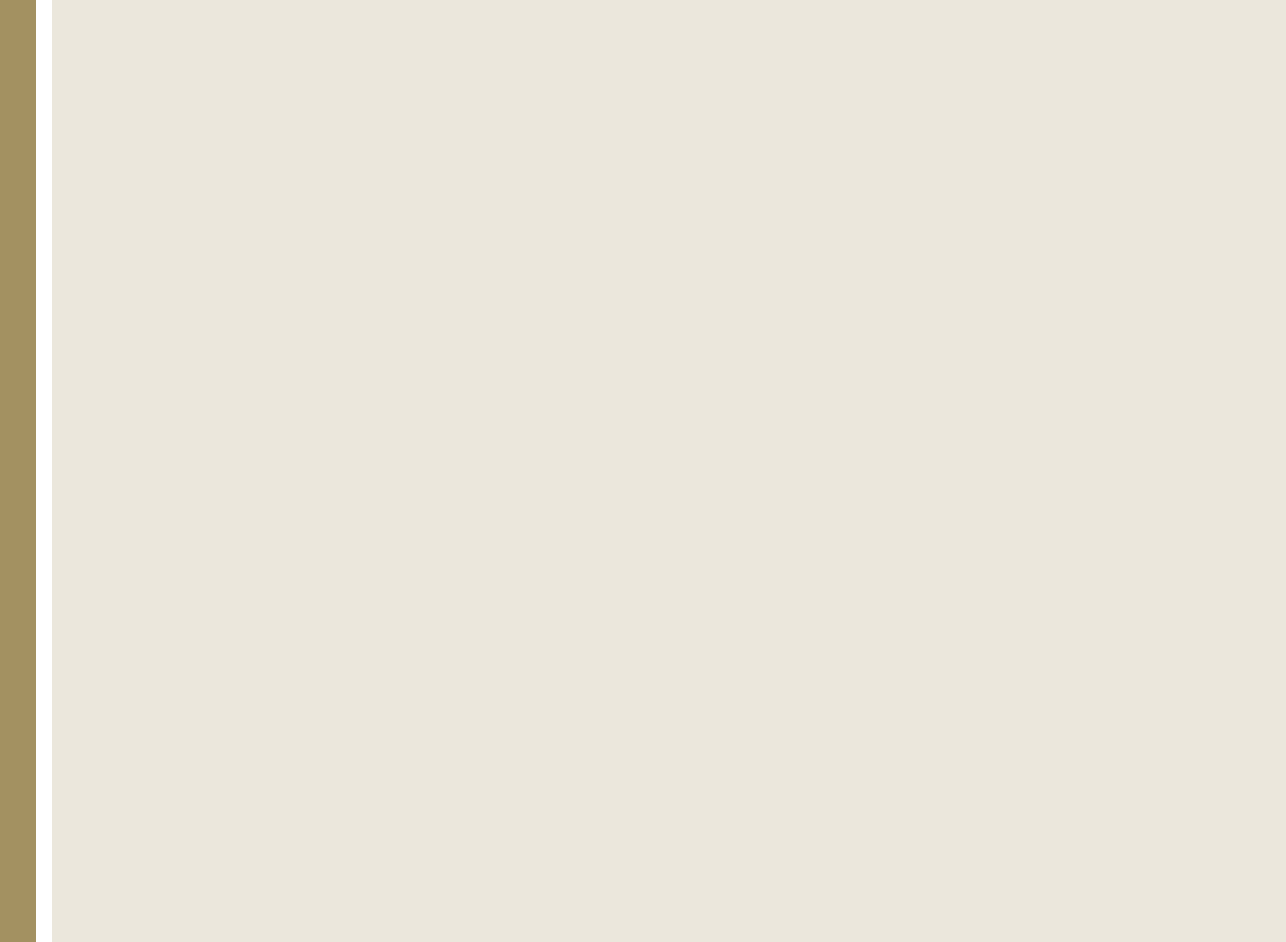
This company is the first and largest in the region in terms of reach, diversity, and integration of professional services. Perhaps its most distinguishing feature is that it is the only company in the region to join the global Forum of Firms (FOF) affiliated with the International Federation of Accountants (IFAC), the first private Arab company to become a member of the Business Sector Commission (BC), and the first professional company in the region to publish an accounting and business dictionary.

Moreover, this company is the first in the region to have its chairman, Talal Abu-Ghazaleh, elected to a number of positions, including the presidency of the International Federation of Accountants (IFAC), the chairmanship of the United Nations Expert Committee on Professional Qualification Standards, membership on the board of the International Accounting Standards Committee (IASC), membership on the board of the Auditing Practices Committee affiliated with the International Federation of Accountants, and membership in the Private Sector Support for Information Technology (BASIS) organization, affiliated with the International Chamber of Commerce.



The establishment of a system for the protection of intellectual property would enhance the transfer of technology and hence, the emergence of national technologies.







A Mission for Advancing Society

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► The Gate into the Future

Talal Abu-Ghazaleh had a special interest in young people and believed in them as the cornerstone of the nation's progress and development. He often spoke to them like a caring father who is eager for his children's success, warning them against discouragement and anyone who might bring them down. He believed that education is the key to success and that we all need to support the next generation of leaders in various fields to secure a better future for our grandchildren. He emphasizes that development can only be achieved through innovation and competitiveness and that young people are the ones capable of achieving this, as they are the driving force of creativity in the world of knowledge.

Therefore, Abu-Ghazaleh sought to develop the academic field to keep up with the rapidly evolving electronic revolution that paves the way for progress. By doing so, students can enter the world of knowledge through its right gateway, opening up multiple sources of knowledge for them. Talal has expressed his vision by saying that "children start using various electronic devices before they even start school, so what's next? We must think about the future."

Talal Abu-Ghazaleh set his sights on a shift towards learning instead of education, and started to apply this concept by establishing Talal Abu-Ghazaleh University, a global alliance that provides opportunities for remote learning through joint work with professional associations and educational institutions via computer.

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This is a great nation and it must remain great. It will lead the world once again. I accept no less than that.

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He continuously called for the building of free universities without walls, as there is no longer any justification for the traditional concept of a “campus”. He refer to the successful experience of both Harvard University and the Massachusetts Institute of Technology, where learning is not complete without education and information is no longer stored and taught, but rather searched for from various sources, and the image of the “teacher” fades away to be replaced by the image of the “knowledge leader”.

Abu-Ghazaleh also called for the establishment of educational institutions that support and lead students into the world of information technology and communication. As a representation of this, his group made significant efforts to launch institutions and initiatives that contribute to building human capabilities.



Young people are the source of innovation, inspiration, and leadership and they are the main contributors to change and transformation in our world.



Among the most notable achievements of the group is Talal Abu-Ghazaleh University (TAGI-UNI), a global university that is the first of its kind in terms of its universal accessibility. The university offers academic, professional, and business language training programs, operating through a private cloud belonging to Talal Abu-Ghazaleh Group, facilitating the needs of students around the world. Founded in 2012, the university model is designed to meet the needs of learning in a constantly changing world, equipping students with the necessary skills to face the challenges of the modern global economy.

Talal Abu-Ghazaleh Graduate School of Business (TAG-SB), which was established in 2006 as one of the main colleges of the German-Jordanian University, represented



a partnership between the public and private sectors. It distinguished itself as the first college in the Arab world to receive the Best Business School in Asia Award from the World Education Congress for Asia Awards in 2012. It is also the first college in the region to have its programs accredited by the Foundation for International Business Administration Accreditation (FIBAA). It is among the top ten colleges in the region offering a master's degree, according to a survey conducted by Forbes Middle East magazine.

In Bahrain, Talal Abu-Ghazaleh University College of Business (TAG-UCB) was established in 2012, with the aim of delivering advanced, high-quality education to the people of the Gulf States.

Furthermore, the group launched Talal Abu-Ghazaleh Education News Agency in 2012, the first of its kind, offering complementary services to the educational projects the group is working on.

In this context as well, the Arab States Research and Education Network (ASREN) was launched as the first non-profit organization aiming to build, maintain, and enhance the regional electronic infrastructure for scientific research and education in the world. The Arab Organization for Quality Assurance in Education (AROQA) was also established as a non-profit organization aiming to improve the quality of education and provide services related to quality assurance in the region. Talal Abu-Ghazaleh International Testing Center (TAGI-Metric) represents a unique concept by

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There are thousands of inventors in our Arab world. However, they do not find assistance to help them develop useful products for humanity.

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functioning as a one-stop shop for hosting exams and tests and bringing together globally prominent exams under one roof. It is a secure testing center equipped with internet-based monitoring services and student authentication facilities using the latest biometric technologies.

Talal Abu-Ghazaleh University Management Consulting Company, Talal Abu-Ghazaleh Education Consulting Company, Talal Abu-Ghazaleh Research Center, and Talal Abu-Ghazaleh Business Research Center at Canisius University in the United States have also been established. These institutions provide research and consultancy on policies, regulations, standards, and quality of services in educational institutions.



In answer to the frequently asked question: What kind of Jordan do we want? I only have one answer. We want a knowledge based Jordan in which everything works through IT.



Given the growing importance of intercultural communication skills in a world characterized by globalization, it has become essential to create a distinctive and exceptional environment for studying some of the most widely spoken languages in the world, such as English, Arabic, French, German, and Italian, to enhance language proficiency and mastery. This has led the group to establish Talal Abu-Ghazaleh Academy for Languages (TAG-Lingual) under the umbrella of Talal Abu-Ghazaleh Knowledge Society (TAG-KS).

Talal Abu-Ghazaleh did not only provide an ideal learning environment for young people, but also provided graduates of universities, academies, and institutes with job opportunities within his group. This is because the group's system aims to instill policies and methods in



the new employee to understand, study, and harmonize with them, and to build upon them. Additionally, the group has an internal training system that prepares young people for their future tasks within the organization.

► The Right to Education

Education has been the window that allowed Talal Abu-Ghazaleh to overlook his big dream when he had no money. Therefore, he has always held a special appreciation for education, which he sees as an interactive process that leads to creating a generation of ambitious youth capable of excelling and innovating. He says, “Whether the subject is intellectual property, information and communication technology, or anything else in life, education is the central axis and foundation block.”

While Abu-Ghazaleh highly values the role of educational institutions, he constantly reminds them of the necessity to keep up with rapid developments on an ongoing basis. Therefore, through his leading educational and professional institutions, he has contributed to supporting education, which he sees as “the foundation of everything in life, and we should not neglect it.”

With his critical thinking, Talal Abu-Ghazaleh points to the importance of providing societies with ambitious youth, asserting that Jordanian youth are on par with their counterparts in the developed world in terms

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I am against the “Education for All” slogan.

What I am calling for is, “Quality Education for All.”

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of intelligence and potential, as long as the right environment is available for them to receive a quality education that belongs to the future. He believes that education is a right, not a privilege, pointing to his achievement in convincing the United Nations to add the right to education to the list of basic human rights.

After nearly half a century in the business world, Abu-Ghazaleh looks with satisfaction at “Talal Abu-Ghazaleh Foundation,” a project that opens doors for young people’s dreams to move from the realm of hope and waiting to the realm of realization and implementation. Half of the profits generated by Talal Abu-Ghazaleh Group are allocated to finance initiatives aimed at providing and equipping generations with the best possible means to access high-quality education. One of these initiatives was the distribution of 3,000 laptops to students in underprivileged areas in Jordan in 2016.

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I always remind myself of the old saying, “what makes a peacock beautiful is its feathers.” A man’s feather is his knowledge.

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In addition, Talal Abu-Ghazaleh Foundation manages a network of knowledge stations distributed throughout Jordan to combat digital illiteracy. Talal emphasizes in this context: “I don’t give a single dinar in cash to the needy; instead, I support their development so they don’t need donations. I don’t object to helping those in need, but we don’t want anyone to need on me or anyone else.”

Abu-Ghazaleh appreciates the efforts made by successive Jordanian governments during the last quarter of the previous century in the field of digitizing education and improving its quality. However, he believes these efforts

are “not enough,” pointing to the “brave and precise” observations made by Her Majesty Queen Rania Al-Abdullah, which accurately diagnose the educational situation in Jordan. In her speech during the launch of the National Human Resource Development Strategy held in September 2016, Her Majesty revealed shocking facts about the outputs of the educational process, stating: “We reach the eighth grade, and we notice the deterioration of Jordan’s ranking in the last two rounds instead of improving, in the international mathematics and science excellence test.” She added, “After that, in the tenth grade, we find that Jordan ranks among the bottom ten countries in the international student assessment program out of fifty-six countries.” She continued by saying, “As for the general secondary education certificate (Tawjihi), despite the efforts made to develop it and restore its prestige, the results are still unsatisfactory.”

Talal Abu-Ghazaleh, who closely follows, concerned with the progress of the educational process, realizes that the solution lies in a progressive vision that regards the quality of education as a right for the student. He speaks about the education sector, driven by a deep belief in the need for action at all levels to improve it, expressing his regret during his remarks in conferences dedicated to educational issues, because access to elite education at the global level is still limited to specific categories, and the majority of students around the world cannot afford it.

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Businesses can and should fulfill their social responsibilities and be a major force for good in societies.

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Talal Abu-Ghazaleh's patriotic sentiments toward education were what drove him to establish Talal Abu-Ghazaleh University, which undertakes a fundamental mission to change the perception of digital education and establish it as the path towards the future. It transcends barriers of cultural differences and financial obstacles, providing unprecedented opportunities for empowering people to gain knowledge.

Talal expresses his happiness in establishing the university, calling for wider adoption of this approach: "For the first time in history, access to education with global standards has become an inevitable reality." He clarifies his patriotic idea by saying: "Imagine achieving that. To be a student without financial ability, living in a country where the cost of traveling abroad for education is totally unaffordable, and not even worth considering. Imagine that the only way to improve your situation is through obtaining an education at a global level. Imagine a single digital gateway that allows and enables you to obtain a degree from America, receive vocational training from Australia, and English language lessons from the United Kingdom... in order to be appointed to a job here."

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In life, you're given a test that teaches you a lesson. In school, you're taught a lesson then given a test.

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Abu-Ghazaleh predicted that 80 percent of universities worldwide would be digital and without a campus by 2020. Therefore, he does not hide his shock when he once heard a Minister of Education boasting that all schools had been provided with blackboards and chalks, which prompted him to make an exceptional effort to find a model for developing education, asserting: "What we

need is the will to change, as the tools are now available, and students in Jordan, or anywhere else, need the tools as well as the ability to connect and communicate.”

► Building a Knowledge Society

Building a knowledge-based society will not be possible without paying attention to individuals’ capabilities and developing their creative powers. With this deep understanding and foresight, Abu-Ghazaleh Group has built capacities that have shown responsiveness and worked on developing and employing them to serve both the individual and the community.

One of the group’s achievements in this field is Talal Abu-Ghazaleh Knowledge Society (TAG-KS), an initiative that aligns with the group’s mission and social responsibility in nurturing a knowledge-based society. It represents the bridge that transfers Arab students in universities from the academic world to the world of professionalism and expertise.

In addition to providing free internet access, the Knowledge Society facilitates access to global knowledge resources, digital libraries, the latest trainings, skills management, and many knowledge transfer activities. It also helps students with career planning and decision-making to embark on a successful professional journey through the consulting services it offers.

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We must be confident that the desired future can only be achieved by following the example of our wise, ethical ancestors, adhering to goodness, creativity, excellence in science and knowledge, and by rebuilding the civilization that some movements are trying to destroy.

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Talal Abu-Ghazaleh Knowledge Forum (TAG-KF) was established in Talal Abu-Ghazaleh University building to serve as a space for dialogue, exchange of expertise, diagnosis, research, study, and continuous evaluation of all aspects of the economy and business at the local, regional, and international levels. The forum hosts business people, academics, experts, scientists, educators, industry leaders, writers, artists, government employees, community leaders, and others who possess the methods and ability to stimulate activity and standards, analyze problems to find solutions, conduct research, and overcome old approaches to be replaced by innovation, progress, and networking with the outside world.

Talal Abu-Ghazaleh Confucius Institute (TAG Confucius) was established in 2008 through an exclusive agreement between Talal Abu-Ghazaleh Academy and the Chinese Confucius Institute, with the aim of introducing the Chinese language and culture and highlighting the common elements and values between the Arab and Chinese cultures.

The Institute offers programs accredited by the Chinese government and specialized in teaching Chinese to non-native speakers. It also holds teacher training courses in Chinese language in cooperation with the Chinese government's Xinyang University, in addition to being an official center for holding the Chinese language proficiency exam (HSK).

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I still believe that the Arabs are one, great nation and that it will eventually triumph over all the challenges it is facing.

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In 2016, the President of the People’s Republic of China, Xi Jinping, awarded Talal Abu-Ghazaleh the Outstanding Contributions to China-Arab Friendship Award, a first-of-its-kind initiative in this field, in recognition of the role of Abu-Ghazaleh Group in developing and enhancing ties between China and Arab countries in the fields of economy, culture, and education through its offices in Beijing, Shanghai, and Hong Kong, its partnership in Talal Abu-Ghazaleh Confucius Institute for teaching the Chinese language in the Arab region, and providing visa services for travel to China on behalf of the Chinese Embassy in Amman.

The “TAGITOP” initiative represents the most important Arab initiative of its kind in our current era, as it involves the manufacture of the first Arab laptop called “TAGITOP” as part of a non-profit project with the best technical specifications. The aim is to eradicate information illiteracy and increase the effectiveness of information and communication technology in the Arab society.

The device includes everything students and young people need in terms of useful programs for accessing knowledge, and it is available for purchase at cost for Arab citizens.

The group has adopted Talal Abu-Ghazaleh Arabic Electronic Encyclopedia project “TAGEPEDIA,” a charitable project with an estimated cost of over ten million dollars, and it does not accept any funding or donations to ensure the independence of the work.

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China represents a seven-thousand-year civilization. It is an emerging country, while the West is on its way to decline, according to its own reports and media.

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The encyclopedia is the first project to establish an electronic system for disseminating knowledge through the internet in the region and developing and enriching Arabic content. It is a comprehensive, free digital encyclopedia in Arabic, containing a vast amount of information. It is designed to be free of religious, political, and personal offenses, and the door is open for donating information, research, and studies to enrich it, making it the largest Arabic encyclopedia on the internet and a pillar for researchers, thinkers, and those interested in seeking knowledge in all its forms.



I spend most of the time reading about smart schools, universities, and education, which are based on ICT, in order to support and develop the Talal Abu-Ghazaleh University College for Innovation (TAGUCI).



Talal Abu-Ghazaleh project for rehabilitating computers (TAG-CRC) works on reconditioning and rehabilitating old computers and making them suitable for use, in order to donate them along with new devices and provide them to less fortunate communities in the Arab region. It is the first of its kind in this field.

Talal Abu-Ghazaleh International Institute for Social Responsibility (TAG-IISR) assists private and public companies and institutions in adopting social responsibility through integrated programs that include awareness, strategic planning, and training.

The Economic Policy Development Forum (EPDForum) was founded in 2011 in Amman as an independent, non-profit, scientific national initiative. Its mission is to review reports on economic issues and conduct related studies and research. It has become a notable presence in the economic arena and a destination for experts, researchers, and future leaders from all sectors

to participate in this voluntary work with responsibility, positivity, and professionalism. Weaknesses and areas of malfunction are studied, leading to an accurate evaluation of the economic situation.

The Family Business Governance Center (FBGC) and the Family Businesses Association were founded for non-profit purposes. Both of them are specializing in enhancing awareness of the importance of the role played by family businesses in the global economy and developing governance standards, they also aim to build capacity and sustainability for these businesses and support their development and prosperity through specialized studies, research, and courses and workshops to inform, document, and train family business owners.

Talal Abu-Ghazaleh Knowledge and Wealth Creation Center (TAG-Creation) was established in 2013 with the goal of providing necessary support to innovators, inventors, and entrepreneurs by connecting them with investors, financing agencies, and business experts both regionally and internationally in order to achieve growth and wealth.

► **Promoting the Value of Creativity**

Talal Abu-Ghazaleh has been keen to integrate and make his group's programs more comprehensive in order to build a cultural project in which ideas, capital, and practical applications come together to advance

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We are in the era of knowledge, which has different criteria for wealth. Making knowledge leads to wealth creation.

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the society and promote innovation. This belief in the role of innovative and pioneering scientific initiatives, creative visions, and ideas in enhancing communities and uplifting the nation is at the heart of his approach.

Talal's concept of innovation, excellence, and knowledge is best captured in his statement: "I have learned that there is nothing more productive than taking the first step." One incident that confirms his visionary outlook is that he saved money to attend a conference on intellectual property in the United States in 1966. Afterward, he contributed to spreading this concept to the Arab world. It was during that period that he became acquainted with computers. In 1975, he was one of the first to learn about the "Internet," the innovation that later revolutionized the world.



I still regard myself a student and I learn from those who are more knowledgeable than I am. I receive knowledge from its original sources and add it to the knowledge I already have. All this in order to become a better human being.



He advises young entrepreneurs to seize opportunities to achieve their aspirations, saying: "Opportunities come to you when you open your eyes and see destiny opening its arms to you. So, you have to hold on tightly."

In this context, Abu-Ghazaleh Group sought to promote the value of creativity by supporting it through the awards it grants, the initiatives it adopts, and the scholarships it offers, many of which are granted to outstanding Palestinian students to study at Talal Abu-Ghazaleh Graduate School of Business.

Abu-Ghazaleh Group has launched "Adel Al-Saadi Excellence Award" for the top student in the Arab International Association of Certified Public



Accountants. They have allocated “Abu-Ghazaleh Grant” to enable certified Arab professional accountants from the West Bank and Gaza to obtain a professional accounting qualification. Additionally, the group has provided a grant to the top graduates in accounting from Arab universities to obtain a certified Arab professional accountant certification.

The group has collaborated with the Qatar Center for Supporting Civil Society and the Regional Network for Social Responsibility. They have provided a range of professional services to enhance the performance of the Jordan News Agency (Petra) and established an e-training center in the Gaza Strip to impart electronic cognitive skills to youth. The group has also trained hundreds of individuals in Jordan on entrepreneurial skills in partnership with International Organization for Relief and Development. It has also launched a program to enhance the capacity of women in Bahrain and empower them to work in collaboration with the Supreme Council for Women. Furthermore, it has established a preparatory program for fresh graduates living in Palestinian camps in Jordan.

Moreover, the group has established the Arab Network for Information and Communication Technology to promote social development for underprivileged communities in the region. They organized the Virtual Court Competition to prepare law students for litigation in intellectual property cases, as well as “Test Your Knowledge in Trademark Symbols” competition to measure knowledge of symbols and trademarks.

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I predict that in the next decade we will become a knowledge producing nation that exports globally.

”

They have also partnered with the Prince Salman Bin Abdelaziz Award for Young Entrepreneurs.

In 2015, Talal Abu-Ghazaleh chaired the judging panel of the PrizzeHult competition, hosted by the University of Jordan, which aimed to encourage and support entrepreneurial projects and innovative ideas. He emphasized that creativity is “the path to wealth creation, it is the future, and there is no future without creativity in the field of knowledge.” He stressed that Talal Abu-Ghazaleh Intellectual Property Company did not become the world’s first company in the field by chance, but by choosing to be digital and fully adopting communication and information technology. He constantly reminds us that the process of development passes through several stages and that the world “has moved from the stage of information technology to the stage of knowledge, and then will move to the era of wisdom and anticipation, in which humans will think about what is useful, not what is profitable.”

► **Keeping up with Technology**

The digital revolution has changed the face of the world and caused radical changes in human life socially, culturally, and economically. This is what made Abu-Ghazaleh Group realize early on the importance of relentless work to keep up with technological developments and absorb this huge amount of knowledge. Therefore, the group

launched a number of distinguished and pioneering projects and programs to become a model in this field.

Abu-Ghazaleh Group is the first professional entity whose chairman was elected as President of the United Nations Global Alliance for ICT and Development (UNGAID) for two consecutive terms. It was also the first company in the world to automate all procedures and provide a website that enables customers to track their work and send it online. The group was the first professional company to use fast internet lines since they were made available in the late 20th century. It also obtained an internet service provider license to connect its headquarters to the internet line available to internet service providers to ensure efficiency and reliability.

Moreover, the group established the first company in the region for registering domain names, which is licensed and accredited by the Internet Corporation for Assigned Names and Numbers (ICANN). Abu-Ghazaleh Group was the first to establish a comprehensive private cloud and integrate it into its operations to provide multiple ways for transferring all its applications, systems, and software to the virtual environment, and to conserve energy and resources as part of the Green IT initiative. This cloud aims to provide all users in the group and students at Talal Abu-Ghazaleh University with access to their data, applications, and storage locations remotely from any device with access to the Internet service at any time.

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The Internet is the greatest gift throughout history.

Its value as an invention is beyond all estimates and it provides a historic opportunity to achieve equality between humans in the world of knowledge.

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The group also launched Talal Abu-Ghazaleh News Agency for Information Technology, the first specialized agency for IT news as a tool for covering the latest events, news, and activities in the field of information technology. The group's work in this field was crowned by the issuance of Talal Abu-Ghazaleh Dictionary of Information and Communication Technology.



► Challenge and Response

Be creative in your work, like Michael Angelo when he was painting, like Beethoven when he was composing his symphonies, and like Shakespeare when he was writing his plays. You must make everyone who sees what you have accomplished say, “How genius and masterful he is!” It is great when everyone realizes your value.



Since his early years, Talal Abu-Ghazaleh has possessed the spirit of adventure and a desire to experience new things and has remained eager to do what he decides to do, and if he cannot achieve it, he does not hesitate to make every effort to learn how to do it. This can be understood as the basis for his projects and initiatives that rely on long-term planning and a forward-looking approach, which is a guarantee for developing and improving work and achieving more developmental goals.

This approach, based on a unique mix of creativity, innovation, and organization, enabled Abu-Ghazaleh Group to take the lead in multiple fields, as explained by Professor John Small, former president of the British Association of Chartered Certified Accountants, in an unprecedented testimony to the group and its chairman: “Talal Abu-Ghazaleh Organization is one of the largest organizations in the world in the field of professional services and the individual behind this organization

works hard around the clock. Talal Abu-Ghazaleh, as a person I know and am proud of his friendship, is a man and an intelligent chairman who can easily and always convince you to present good work and special services to the world and not only in the Arab region.”

In application of Abu-Ghazaleh’s insightful visions, the group has opened a number of companies that meet the requirements of the job market, thus completing the links in its project in the field of professional services.

Among these companies is “TAG-Domains,” a subsidiary of “Abu-Ghazaleh Intellectual Property,” registered and certified with the Internet Corporation for Assigned Names and Numbers (ICANN), providing a comprehensive range of domain name services to Arab and regional businesses operating on the Internet.

“TAG-Legal” is the legal arm of the group, a leading global company providing integrated legal and advisory services through a number of strategically located offices around the world.

“TAG-ITI” represents the group’s consulting arm in the field of information and communication technology, offering customers a comprehensive and integrated service that meets all business requirements in the field of information and communication technology.

“TAG-Value” is based on solid pillars and principles of dedication, quality, and professionalism in providing its services to customers in a neutral and effective manner.

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A person should not rest; the mind does not need rest, so if you feel the need for a rest, all you have to do is start another work.

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It provides vital information and reports related to the best financial methods for evaluating businesses and intellectual property.

Talal Abu-Ghazaleh Translation, Distribution, and Publishing” specializes in providing translation services. In light of globalization, the interlacing interests of nations, and the diversity of languages spoken by their peoples, Abu-Ghazaleh identified the needs of his clients and founded the first translation agency in the Middle East and North Africa to receive the European EN15038 certification. The agency currently translates 25% of intellectual property documents in twenty-two Arab countries and has provided translation services to almost all United Nations agencies.

Meanwhile, “Talal Abu-Ghazaleh International Printing and Publishing” oversees the production of the group’s publications, including books, dictionaries, annual reports, brochures, and promotional materials, which are designed and prepared to the highest specifications and quality standards.



Everything in life has a price and the price of success is the “joy” of exhaustion.



“Talal Abu-Ghazaleh Capital Services” aims to assist companies in turning challenges into opportunities, ensuring more stable and stronger businesses, increasing operational efficiency, and unleashing talents and creativity to attract more investments.

“Talal Abu-Ghazaleh and Partners for Consultations” focuses on preparing feasibility studies and has a prominent role in other consultancy services related to finance, such



as mergers and acquisitions, privatization, and valuation. Its services extend worldwide and specialize in corporate governance issues, family businesses, vocational education, and the role of information management in developing basic standards. The company also provides studies in public management, financial management, institutional development, information systems, quality management systems, environmental management systems, human resources, and cost management.

“Talal Abu-Ghazaleh for Professional Training” provides human resources with the necessary knowledge, skills, and abilities to enhance performance and develop professional practices. The company offers internationally accredited professional certification courses to encourage continuous leadership in capacity building on local and international levels. Through its international partnerships, the company offers the CIMA certificate in Islamic finance, the first global qualification provided by a professional accounting body developed to meet the growing demand for a globally recognized qualification in the Islamic finance sector. The company is recognized by the EDXCEL organization, which provides accredited courses and qualifications for global quality assurance. EDXCEL is part of the Pearson group, the largest provider of professional qualifications in the United Kingdom.

After establishing “Talal Abu-Ghazaleh Center for Chinese Visa Applications,” the Embassy of the People’s Republic of China in Jordan approved Talal Abu-Ghazaleh Group to be the only authorized office to

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My economic interest requires me to turn to China and the promising, emerging countries in Asia and Africa.

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handle all administrative and technical matters related to visa applications for travel to China and the Hong Kong Special Administrative Region.

“Abu-Ghazaleh Professional Recruitment and Human Resources Development” assists Arab and international companies in obtaining qualified employees of different nationalities and provides a comprehensive range of regional recruitment services to the Arab world.

“Talal Abu-Ghazaleh for Real Estate Management and Development” offers a wide range of consultancy services to global real estate sectors. “Talal Abu-Ghazaleh Tenders” provides internal services to companies within Talal Abu-Ghazaleh group, while “Talal Abu-Ghazaleh Advisors” primarily offers effective solutions for establishing international companies in the Arab region.



Allah, the Almighty, distributes sustenance to those who wake up before sunrise and those who perfect their work after sunset.



► **Sponsoring Non-Profit Organizations**

One of Talal Abu-Ghazaleh’s personal traits is his selflessness and generosity, which was evident when he deprived himself of his share of fruit offered to him during his university studies and instead collected them to share with his family upon returning home on weekends. This explains his enthusiasm for establishing several non-profit organizations and providing them with support to enable them to follow the latest professional and technical developments for their members and

interested parties. His greatest happiness comes when good prevails.

Among the most prominent organizations sponsored by Talal is the Arab International Society of Certified Accountants (IASCA), which was founded as a non-profit professional accounting organization on January 12, 1984, in London and officially registered in Amman in 1994.

The Society aims to promote the science of accounting, auditing and related subjects in the Arab League member states. It has gained a great reputation in both Arab and international professional circles, and one of its most important tasks is to provide the Arab world with Arab accountants who have scientific and practical qualifications that are not less than the recognized international qualifications. The Society has been classified among the top seven international professional accounting organizations, giving it a regional and international dimension for Arab legal international accountants (IACPA).

Another of these organizations is the Arab Society for Intellectual Property (ASIP), which was founded on February 23, 1987, in Munich, Germany, under the name “Arab Society for the Protection of Industrial Property” with the aim of improving and developing the intellectual property protection system by developing and updating intellectual property systems, laws and regulations.

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Success and failure are not parallel dead ends, but rather forked, interconnected paths.

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The Society dedicates its efforts to building the capacity of practitioners and professionals in the field of intellectual property and raising awareness among the public through organizing educational programs, holding conferences and seminars, launching projects, conducting research studies, and adopting the issuance of an accredited Arab intellectual property expert certificate (ACIPP).

The Licensing Executives Society - Arab Countries (LES-AC) was established in 1997 as an Arab association for licensing rights and technology transfer. It is a member of the International Association of Licensing Experts and the first regional Arab non-profit organization that seeks to raise awareness among the business community, government bodies, and public institutions about the importance of licensing, technology transfer, protecting intellectual property rights, and investing in research and development.

LEC-AC launched a professional training program to obtain an Arab-certified intellectual property licensing expert certificate (ACIPLP) in 2007. The certificate program is designed to provide participants with a solid foundation for building a successful professional career in licensing and managing intellectual property assets in all industries, in addition to linking principles to professional practice. This certificate is accredited by the International Association of Licensing Experts.

The Arab International Society for Management Technology (AIMICT) was established in Buffalo, New York, in 1989, and officially registered in Amman on

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Insanity is doing the same thing over and over and expecting different results.

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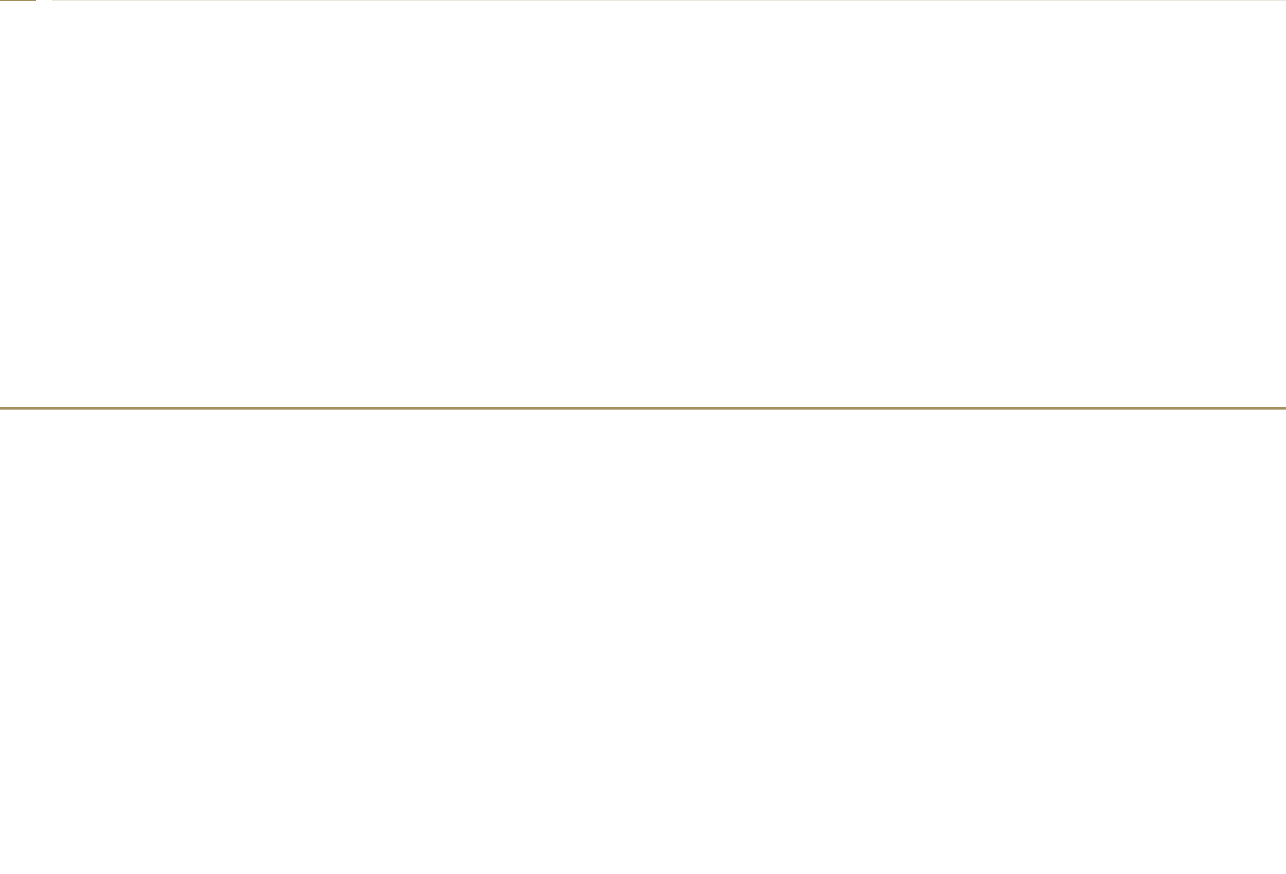
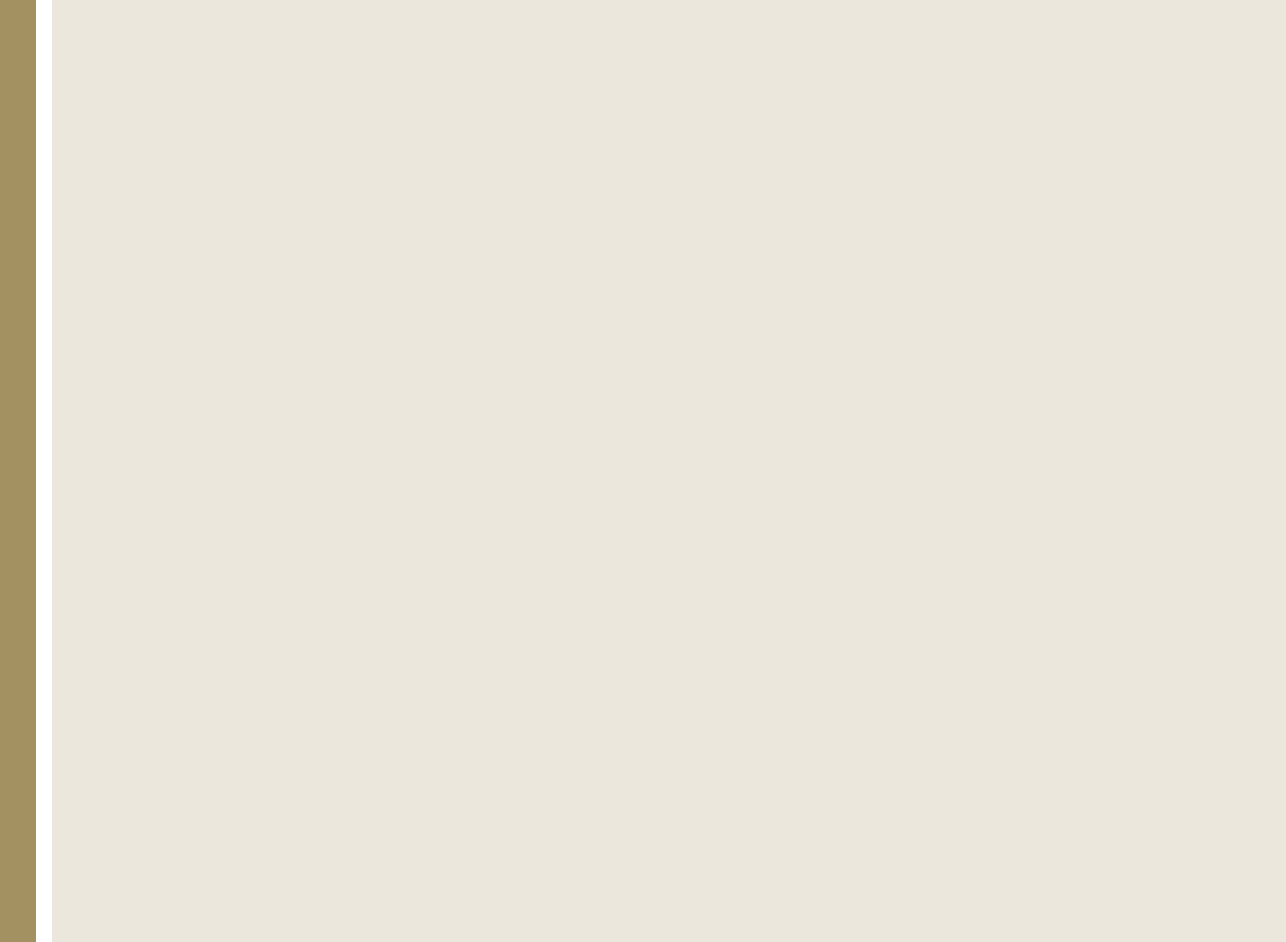
October 10, 1990. With more than 18 representatives in the Arab world, the society is a non-profit organization that aims to develop Arab management in the public and private sectors. AIMICT offers a range of training courses in quality, management, training, and marketing, and grants a certified Arab quality manager certificate (ACQM).

The Arab Intellectual Property Mediation and Arbitration Society (AIPMAS) was established on May 31, 1987, under the name “Arab Society of the Arab Mediation and Arbitration Center for Industrial Property Protection”. Its aim is to strengthen and develop systems for protecting intellectual property through available means of awareness and education that clarify the nature and impact of these systems on the global economy. AIPMAS has also established a mediation and arbitration center for intellectual property disputes, specializing in resolving disputes related to various types of intellectual property rights at both regional and international levels.

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Success may only be measured when a person's career is over. This is because even if a person has been a model for advancement throughout an extended career, their feet may slip towards the end of the journey.

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Personal Traits of a Genius

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► Fountain of Memories

Jaffa remains in his heart day and night, residing in his thoughts and feelings, never forgotten and always present. Despite achieving global fame and success, Jaffa is still the cradle of his childhood and home of his cherished memories. The family's residence there, with "Hajj Tawfiq Abu-Ghazaleh" engraved on its door, still stands and Talal holds tightly to its key as a symbol of his right to return to the land of his ancestors, where his Palestinian roots run deep. Talal recalls how "my mother kept the key close to her heart, even during displacement, and passed it on to my younger sister when she became too ill to hold onto it. It is now entrusted to my younger sister to keep."

The dream of return never leaves Talal, as is evident in his actions and thoughts. His vision of return is not just a personal one, but one that involves the liberation of all of Palestine from occupation. Although he can visit Palestine with a non-Palestinian passport, he refuses to do so, despite his strong yearning for his hometown and desire to see it.

Because the Palestinians' longing for their land is passed down from generation to generation as if it was a genetic bond. The yearning led Jumana Abu-Ghazaleh, Talal's daughter, to search for the family home in the historic streets of Jaffa, eagerly anticipating its familiarity. Her joy overflowed when she finally found it after much effort, but fate had a different plan for the Palestinians. The bitter reality was revealed to her when she realized that the house had been taken over by an occupying family.

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We must learn to correct ourselves. There is no state called Israel, but rather a Zionist occupation of the State of Palestine, its people, and its land.

”

Jumana knocked on the door after noticing that the house was not abandoned as she had initially thought. The occupier opened the door and stood wary, asking her in a trembling voice, “What do you want?” With confidence and determination, Jumana replied, realizing the changes the family home had gone through due to violation and occupation, “This is my grandfather and father’s house, and I want to enter it.” The occupier had no choice but to step back and allow Jumana to explore the house, where she recalled the memories of her father about his childhood there and felt the presence of loved ones who once inhabited its rooms before it fell into the hands of the occupier.

After this emotional visit, filled with both beautiful memories and painful realities, Jumana had a heartfelt conversation with her father. She told him, “I found a large house with a long corridor leading to a big hall and many rooms on either side. I told the occupier who lives in it that he has to leave my family’s house because it belongs to us, not to him. But he replied to me with a fearful and cautious voice, ‘We will stay here until we are told to leave.’”

“

I do not care much about peace and I cannot accept it until I get all my rights back.

”

Jumana’s words added to the pain in Talal’s heart and took him back to the years of his childhood when he adored the soil of Jaffa, breathed in the scent of its orchards, and was enchanted by the magic of its streets and the fertility of its green land. With the confidence of a believer in the ultimate triumph of justice, Talal stated, “That day will come , Palestine will return to its former glory and the oppression of the occupying forces will disappear from its land.”

► Where Homeland is...

Talal has an eternal love for Jaffa that surpasses any other feeling. Jaffa is his hometown, the place of his childhood, and his roots. Even though it was forced out of his sight, Jaffa remains present in his heart as long as he lives, and its images surround him wherever he resides, creating a vibrant icon that reinforces his dream of returning to it once again.

In this context, Talal Abu-Ghazaleh has begun consulting with his legal team to plan the steps that can be taken to reclaim the ownership of Abu-Ghazaleh Hotel building on King Ghazi Street in Jaffa, which his father, Hajj Tawfiq, had built.

The ownership of Abu-Ghazaleh Hotel building on King Ghazi Street in Jaffa belongs to Abu-Ghazaleh family before their displacement from Palestine in 1948. According to an article by journalist “Silvia Puarini” published on the independent website “Al-Intifada Al-Electroniya” in May 2016, the hotel was divided into small apartments that were rented to Jewish families after it was seized. The building then reappeared as one of the Palestinian historical landmarks in the “Houses behind the Intersection” initiative launched in May 2016.

The initiative hosted a series of alternative tours, through video presentations and walking tours, of the private properties that were owned and inhabited by the original Palestinian owners until 1948, including the historic Abu-Ghazaleh Hotel. Through photos of Abu-Ghazaleh properties, the article revealed that the building has

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My duty towards my home country, Palestine, is my top priority. I was born in Palestine, I belong to Palestine, and I will always remain so.

”

not undergone any restoration work and still retains its original features, including the metal decorations that adorn its stairs.

In Jordan, a strong emotional connection was formed between Talal and the places that hosted significant events in his life and struggle to achieve global recognition. These places include his first home on Wasfi Al-Tall Street in Amman, the first office of his group in Abdali area, and the Palace of Culture , the pulsating heart of the capital, where the orchestra played its first piece in 1990 under the sponsorship of the Maestro of Business and Music.

The visitor who wanders through Talal Abu-Ghazaleh's office in Talal Abu-Ghazaleh Building at the University of Talal Abu-Ghazaleh in Amman realizes the reasons for his love for this space, where there is a panorama that describes the journey of the founder, and depicts bright milestones in his life, and reflects his meetings with renowned Arab and international figures. The pictures were carefully chosen and distributed to blend with the design, decor, colors, antiques, medals, and certificates that adorned the place with a flavor of achievement and excellence.



When foreign guests visit me, I accompany them to the balcony and say, "This is the great, beautiful Jordan and this is my beloved Palestine."



As for his current home, its location was carefully chosen to overlook Palestine. Every morning, Talal wakes up to a horizon of memories, dreams, and waiting, and his passion for this prestigious view makes him pay great attention to acquainting his guests with the place, leaving them free to contemplate the intimate scene that unites him with the occupied land that resides in his heart and soul.

► The Spirit of Giving

It is natural for Talal Abu-Ghazaleh to face a series of challenges that come from all directions during his professional career, but he has always been able to overcome them, maintain his independence, and launch more projects that materialize his ideas, visions, and ambitions.

Through his inspiring personal experience, Talal has proven that the greater the challenges, the more visible the achievement, and he has proven that only the great ones possess the dream, will, and vision.

Since childhood, Talal Abu-Ghazaleh has exhibited good morals and a spirit filled with optimism and hope, and the human side of his personality has always been visible to everyone. He is a model of modesty, with a big heart, treating everyone with respect, regardless of age or status. He enjoys living among people, erasing any differences between him and them, and he never misses an opportunity to express his love for them, offering help to those who need it and giving without expecting anything in return or reminding others of his favors. His greatest joy is to bring a smile to the faces of those around him and to bring happiness into their hearts.

Talal Abu-Ghazaleh represents a model of a flourishing person who finds true happiness in spreading love and goodness wherever he goes. He is endowed with a spirit of giving and a desire for good to prevail everywhere he treads. He appears to be a leafy tree that casts its shade and fruit on people, making them content and at ease. With this giving spirit, he embodies the saying: “If

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One does not end upon defeat but upon withdrawal. I admit that I have stumbled many times. I was able, however, to get up again and learn from my mistakes.

”

you want to know a truly successful person, look at the number of people he has helped to succeed.”

During his travels, Talal prefers to fly with people to get to know them, go into conversations with them, and listen to their concerns. When he takes the elevator with his employees, he engages with them, and during break times, he shares with them their sandwiches and food. As someone once described him, he is like a gentle breeze that spreads fragrance indiscriminately.

Talal is trying to create an atmosphere of love and harmony in his small family home. He and his spouse, Mrs. Nuha Salama, were blessed with four children: Luay, Qusay, Mai, and Jumana. His wife helps him maintain that harmony in the household. Talal is very fond of his children, especially his youngest daughter Jumana, whom he holds dear to his heart. He even affectionately calls her “the rare gem.”



When you are about to make a new attempt, do not be afraid of failing because life is summed up in three situations, the possible, the impossible, and the inevitable.



He is also a wise grandfather to nine grandchildren, and because “there is nothing precious more than a child except a grandchild,” as the saying goes, he pours out his boundless love on them and enjoys communicating with them. They, in turn, feel close to him and appreciate his ability to understand their thoughts and aspirations. This is not surprising for someone who keeps up with all the developments in information and communications, and never stops getting closer to the younger generation, understanding and encouraging their continuous development.



Talal Abu-Ghazaleh believes in planning and following a clear path, not only in work but in all aspects of life. He has drawn up a map for his daily program that enables him to remain active and vibrant. He usually sleeps at ten in the evening and wakes up early.

He looks at work not only as a means of making a living, but also as a way to achieve self-actualization, express the value of existence, and take on the mantle of Man's vicegerency on earth. He never hesitates to work even on weekends, occasions, or holidays. He detests the idea of taking a vacation, as he considers it a hindrance to his capabilities, regarding it as an enemy of achievement!

Talal Abu-Ghazaleh is very passionate about reading and spends at least four hours a day reading. He keeps up with all the latest books and never wastes a second of his time. He reads while traveling, waiting for his luggage at the airport, during lunch, and even while watching TV. He never leaves any spare time without filling it with enriching material, which has enhanced his linguistic well and developed his expressive abilities, creating a treasure trove of knowledge and experience for him.

He is a man full of projects, and the full hours of the day are not enough for him to accomplish what he aspires to. He always complains about the shortage of time and wishes to have multiple times what he currently has to continue his work. He says, "A person should never rest, but he can sometimes change the type of work. The mind does not need rest, but the eyes need rest by changing the view."

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I have nine grandchildren; they are a part of my life. We meet regularly and on occasions and I am constantly contacting them. They are more attached to me than to their parents.

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► The “Master”... The Essence of the Experience

Those who live with or know Talal Abu-Ghazaleh closely understand why he is called “The Master.” When his employees discuss a professional matter, they share ideas or proposals, which remain a subject of controversy among them. Then comes the bright guidance and the brilliant idea from “the Master.” At that moment, the confidence of the workers in this exceptional leader increases, as he is the man who extracts positive guidance from the negative rubble and fills it with opportunities that many people cannot realize at first glance. Therefore, he is truly “the Master”, and he is the last refuge when his protégés face difficulties in their professional lives. These qualities caught the attention of Mr. Sergio Marchi, former Minister of Foreign Affairs in Canada, who said of Talal: “His personality has added a lot to me. I have learned the value of hard work for the benefit of the nation from him.”

“

I urge my colleagues to discuss problems with me without hesitation, but I require them to propose solutions in advance.

”

Dr. Saleh Hashem, Secretary-General of the Association of Arab Universities, also spoke highly of him, saying: “Through his efforts, patience, perseverance, and continuous dedicated work, Talal has managed to transform the curse of suffering into a blessing and a source of progress towards broader horizons. This has enabled him to assume leadership positions in regional and Arab institutions and become a distinguished global, and notable Arab figure.”

► The Big Family

Talal Abu-Ghazaleh treats members of his group as members of his own family. He is like a father figure to them, providing a sense of belonging and support. He has adopted this approach to relationships since the beginning of his professional life and continues to till now. The beauty, solidity, and flexibility of this relationship are evident in the fact that he knows each of his employees individually, categorizing them in his sharp memory and remembering their names, despite their large numbers, which reach into the thousands. He interacts with them as an integral part of the team, listening, responding, inquiring, expressing his opinion, and enhancing their personalities with a smile of satisfaction, a shoulder tap trigger enthusiasm in them driven by love for rather than an eagerness to win his satisfaction.

His genuine fatherly care for his employees and his commitment to their stability, welfare, and social security have been evident throughout his professional life. There are numerous examples of this throughout his long career. During the Lebanese civil war, the income generated by the Beirut office was not enough to cover operational expenses and employee salaries. Nevertheless, he issued instructions to transfer salaries from the regional office to ensure that the staff wouldn't suffer any financial harm that could hinder their commitments.

When his staff had to relocate from Kuwait after the Iraqi invasion, he pledged to pay their salaries, take care of them, and provide compensation as needed based on their circumstances, even though such arrangements were not mandatory under any labor law.

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Management will be successful only when it constantly motivates employees.

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Just as “the Master” views his employees with a professional eye, he also sees them through a humane lens. When one of them experienced a car accident resulting in the amputation of a hand, the opinion was that this person would not be able to continue performing their duties. However, “the Master” did not cut off their source of livelihood. Instead, he assigned him a job that suited his new health condition. He has always been and continues to be a constant source of assistance to his employees, especially those facing health circumstances that require costly surgeries. He never hesitates to provide both financial and moral support. He is very eager to share in their joys and sorrows, never withholding his congratulations or failing to offer sympathies upon a sad occasion.

He is also a constant supporter of fresh graduates among employees, believing in their right to prove their competence and seize the opportunity to take off. Therefore, he makes sure to prioritize their hiring for two reasons. Firstly, his group’s system aims to instill policies and practices in the new employees, ensuring they understand, reflect on and adhere to them. Secondly, the group has an internal training system for new employees that prepares young individuals for their future roles and responsibilities.



Smiling is the way to solve many problems and silence is the way to avoid many problems.



It is well-known that Dr. Talal encourages and empowers Arab youth, urging them to emulate successful role models in life. In this regard, he says, “We are a great nation, with a civilization that has thrived for thousands of years. We possess tremendous human, economic, natural, moral, and religious capabilities. Therefore, it is the duty of Arab youth to serve their nation through knowledge and expertise rather than being a burden on it.”



Keen to ensure that his employees, who are his children in a sense, project an appearance befitting their professional status, his group has adopted a special policy that emphasizes the principles of external appearance. There is an official dress code for all employees, consisting of the formal suit, the necktie, and the shirt. Abu-Ghazaleh, “the Master,” was the first to adhere to these principles, reflecting the elegance of his concepts, knowledge, and work in the company’s appearance and that of its personnel.

In order to establish a clear approach for his employees, “the Master” sends them guidelines for successful professional communication and writing, encompassing all agreed-upon details under the name “Working Method.” This facilitates the accomplishment of work in a proper, smooth, and coordinated manner. His attention to even the smallest details and his concern for the affairs of his employees, regardless of their positions and levels, have had a significant impact that has led each and every employee in his group to evolve into a unique, outstanding personality. Other institutions aspire to emulate him and are delighted to engage with him. This is nothing but a result of Talal Abu-Ghazaleh’s appreciation for the talents he successfully employs and invests in, to drive the wheel of his group’s prosperity, progress, and close cooperation among its staff members. This outcome reflects the generosity of Talal towards his employees and consequently their generosity towards the larger community.

One of the principles of administrative balance that “the Master” adheres to with his employees is that, despite his great human compassion for them and his flexible treatment, he never compromises or accepts

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The greatness of the Arab nation lies in its youth, who make up more than half of the society. The knowledge society is the youth society and the era of knowledge is owned by the youth.

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compromises when it comes to achieving work goals and perfect performance. This is due to his strong belief in the poet's saying: "Be firm in order to prevent others from erroring; Being firm means you need to be harsh sometimes on those you are kind to."

Talal realizes that firm management is the foundation of continuity and progress. He believes that the secret of an institution's success and smooth operation can only be achieved by separating personal relationships from work-related matters. This is evident in what Dr. Ali Ahmed Atiqah, former Secretary-General of the Arab Thought Forum, said: "Talal has an attractive and cheerful personality, a strong and optimistic will, and exceptional leadership abilities. He combines seriousness and a sense of humor, and trust and ambition. He understands the role of public relations and the importance of the human element in all his entrepreneurial projects and initiatives."

As described by Dr. Jawad Al-Anani, former Deputy Prime Minister of Jordan: "This man has an intuition that makes him see things that ordinary humans cannot see. Isn't this the definition of a creative organizer?"



At this stage of my life, my message is to motivate young people to become inventors.



► Like Father, Like Son

The genius of 'the Master' is brilliantly demonstrated in his managerial approach. Luay Abu-Ghazaleh, the Vice Chairman of the Board and his son, regards Talal as a visionary leader, far ahead of his time. Luay explains that it's a formidable challenge for anyone to become

a business partner with Talal because they'd struggle to grasp his ideas, let alone plan for their realization. He elaborates, 'Typically, we set plans for the group spanning five to ten years, but my father envisions plans for an indefinite and distant future, and yet, remarkably, all his forecasts come to fruition.' Luay underscores, 'For my father, problems are opportunities that stimulate his thoughts. He derives joy from devising solutions for them. He is ceaselessly industrious; work is his life, and problem-solving is his hobby and playground.'

From a young age, Talal introduced Luay to others as 'my friend,' mirroring what Hajj Tawfiq imparted to him and the manner in which the grandfather treated the father. In both cases, this intimate father-son relationship embodied the most beautiful aspects of friendship and trust. Luay, in turn, extends the same camaraderie to his own children, the grandchildren of Talal Abu-Ghazaleh.

In the professional sphere, their interaction maintains a degree of formality. Luay addresses his father in the same manner as all employees do, respectfully calling him 'boss' or 'sir.'

Luay's early career brought substantial challenges; he often found himself overworked and under immense pressure, in contrast to other employees. Today, he expresses deep gratitude to his father, seizing every opportunity to acknowledge the invaluable guidance he received, saying, 'Now I comprehend the wisdom behind everything he did for me. He was an exceptional teacher and mentor. My aspiration is to become the kind of student he envisioned.'

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I am extremely happy because I have had two blessings: my good relationship with my children and my good relationship with my parents. I have had a special relationship with my parents, like my relationship with my children.

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I am so proud that my parents always prayed for me by saying: “May Allah be pleased with you, Talal.” Those were the most joyful words for me. Parents’ satisfaction is invaluable. Allah has blessed me with an affectionate relationship with my children. Whenever I see one of them, I pray for him or her by saying, “May Allah be pleased with you,” whether they hear me or not.

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Talal’s perspective on working with his children reflects one of the most demanding experiences he has encountered. Balancing personal and professional dynamics necessitated considerable effort. He found it necessary to display a degree of toughness to fortify their resilience and expose them to the rigors of real-world business. He explains, ‘It’s a blessing from God to have my children as employees. Despite being my children, they work like any other team members. They possess specific responsibilities and authorities, and I believe in maintaining a clear separation between personal relationships and the professional environment.’

In his deliberate sternness, he enforces stringent measures without leniency, and paradoxically, silence is the pinnacle of his disciplinary actions. He states, ‘If, God forbid, a mistake occurs, the most severe reaction I might employ is silence. My children understand that my silence indicates extreme anger.’ He further remarks, ‘I’ve never imposed any punitive measures on my children. In challenging situations or when I feel anxious, I resort to sleep. By the time I awake, I’ve typically resolved the issue. The introspection that occurs during sleep provides me with a fresh perspective and a vision for a solution. Consequently, I start anew with renewed clarity.’

► Embracing Music

Talal Abu-Ghazaleh's love for music blossomed in his early years when he delved into the enchanting realm of melodies while working at a record store in Lebanon. Classical pieces, in particular, captivated him, and the soothing flow of music filled him with a profound sense of serenity. These harmonious emotions gradually became an integral part of his life. Whenever faced with a challenging problem or complex issue, he turned to music, finding solace in its power to stimulate the imagination and intellect, fostering a unique state of reflection and contemplation. As Plato aptly noted, "Music is a moral law. It gives soul to the universe, wings to the mind, flight to the imagination, and charm and gaiety to life that cannot be expressed in words and remain silent."

Talal's appreciation for music went beyond mere enjoyment; it extended to his active involvement and support. Over the years, he sponsored numerous musical activities and programs, demonstrating his commitment to the world of music. In 2014, he established the Jordanian National Orchestra (JOrchestra) in collaboration with the National Music Institute, affiliated with the King Hussein Foundation, with the aim of reviving the Amman Symphony Orchestra. This initiative aligned with the vision of Her Majesty Queen Noor Al Hussein, emphasizing the importance of music in Jordanian heritage.

Talal Abu-Ghazaleh's support for music extended to both Arabic and international contexts. He sponsored various musical endeavors, such as the conference "Second

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Music creates enough serenity to dispel anxiety. What a magical effect!

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Modernity” (Artistic Collaboration between Fairuz and Ziad Rahbani) as part of the Anis Makdisi Program in Literature at the American University of Lebanon. His contributions also encompassed Arabic symphonies of Walid Gholmieh, the Association pour le Rayonnement de l’Opéra national de Paris, the special concert of the Mozart Orchestra Salzburg in Austria, and the musical event held to commemorate the golden jubilee of Talal Abu-Ghazaleh Group in the United Kingdom.

Despite his strong affinity for classical Western music, Talal ensured that his support of musical performances always embraced an Arabic dimension. He organized a concert in London featuring the British Harmony Band, led by Egyptian musician and pianist Ramzi Yassa. The majority of the concert’s audience comprised foreigners, seemingly conveying Talal Abu-Ghazaleh’s subtle message to the West: “While it is undeniable that you are the originators of this music, rest assured that we possess the capability to perform it with the same mastery as you.” In addition, he introduced Lebanese opera singer Ghada Ghanem at the University of Cambridge in the United Kingdom, showcasing a musical fusion of Arabic and Western influences.

While Talal’s musical preferences lean toward classical music, his heart belongs to the songs of the legendary Umm Kulthum. He is an ardent admirer of “the Orient’s Star,” and the magnificent melodies she created. Whenever he hears her songs, memories transport him back to days when he would seek out cafes playing her enchanting masterpieces.



Singing and music are essential elements for building the spiritual side of a human being. With them, we face and defeat challenges threatening humanity.



Talal's reflections on music and its relationship with the Arab world emphasize the rich contributions of Arab musical masters such as Al-Farabi and Al-Kindi to the global music landscape throughout history. He takes pride in the cultural and civilizational interactions fostered by music in the 11th, 12th, and 13th centuries.

In recognition of Talal Abou Ghazaleh's unwavering support and patronage of music on a global scale, the Paris Opera honored him in 2016 by naming one of the main pillars at the entrance of the Opera Garnier building (Emperor's Entrance) after him.

► **Yes to adventure... No to recklessness**

Success often requires a measure of calculated adventure, not recklessness leading to unpredictable outcomes. Talal Abou Ghazaleh's journey has been marked by adventures rooted in meticulous research and the prudent management of his institutions' resources. He understands that the realm of economics and finance is inherently filled with potentially risky undertakings. The distinguishing factor between a successful businessman and an unsuccessful one, in his view, is the ability to focus on the positive aspects of these ventures side of the adventure.

Talal Abou Ghazaleh does not maintain a personal checkbook or a private bank account. He entrusts the management of his financial affairs to the group's accountants because he has never been driven by the pursuit of accumulating wealth for its own sake. He

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Enthusiasm, passion, and mastery are the pillars of success for any work we do, regardless of its size.

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has implemented a specific financial policy for the group, which ensures that profits are reinvested in new companies, fostering global expansion. For him, money is merely a tool, and his genuine wealth lies in these companies and the value they bring to society.

The group's policy, as defined by Abu-Ghazaleh, centers on investments in businesses and services that yield marginal profits, but it seeks to diversify income streams and expand income sources. In recent years, the management has also begun acquiring offices and properties worldwide as part of Abou Ghazaleh's strategic decision to invest in real estate to benefit the group's operations. This choice reflects a balanced approach between profit and liquidity, representing one of the most challenging decisions a businessman or any economic institution can make.



Creating the future and future wealth depends on the children of the “Internet”, as they are the “Digital Citizens” who are going to change the world significantly.



► Long-Distance Racing

Talal Abu-Ghazaleh's relationship with time is complex, marked by a blend of challenge and acceptance. He perceives each stage of a person's life as having its unique qualities and beauty, from childhood and adolescence, through the phases of education and work, all the way to the point of leaving a lasting legacy. Each phase holds its own joys, pleasures, and delights.

The concept of time has intrigued Talal since his childhood, recognizing it as the most precious, valuable, and scarce form of wealth. As he has grown older, his perspective on the concept of time has matured. He

regards time as the only resource that cannot be duplicated or manufactured; every passing minute becomes part of the past. Thus, a friendly rivalry between Talal and time has developed, akin to a long-distance race. This has driven him to find a balance between acknowledging the passage of time and embracing the future with its yet-to-be-discovered novelties and joys. He has also come to terms with time's supreme authority, which dictates our lifespan and urges us to make the most of it. This understanding lies at the core of the purpose that God Almighty intended when designating humans as stewards of the Earth.

► **The Struggle of Survival and Existence**

Dr. Talal Abu-Ghazaleh often emphasizes, during his media interviews, an important equation rooted in the constant struggle for survival and existence that unfolds between the powerful and the less powerful. He conveys a compelling message to the world's major nations, urging them to consider the needs and requirements of impoverished and developing countries to maintain a harmonious and sustainable global order.

Abu-Ghazaleh articulates this equation with profound insight: "Every day, the lion awakens and reminds itself of the necessity to be swifter than the slowest gazelle in order to capture just one. That's the level of effort it must exert-catching a gazelle slower than itself. Conversely, the gazelle must be faster than the fastest lion to ensure its survival, and this sets the stage for an inherently unequal struggle. We desire a scenario where the strong

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The smart knows when to exit, the wise knows when not to enter.

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are only slightly faster than the slow, while the weak become even stronger and faster than the mightiest. It's a paradox, but it should also be acknowledged as a blessing. Lions may grow complacent and withdraw, eventually facing their demise, while gazelles have the potential to excel, ultimately emerging victorious.”

► The Art of Crisis Management

Talal Abu-Ghazaleh's life has been marked by numerous challenges, each of which he has adeptly navigated. In fact, he finds a certain proficiency in managing crises and approaches them with a remarkable sense of composure. This aspect of his personality can be attributed to two key factors: his past experiences of enduring a demanding life and adversity, and the unwavering commitment of both himself secondly, his adherence and his team to adhering to the laws governing the countries in which the group operates.

This commitment to the law is underscored by the fact that Abu-Ghazaleh has never lost a legal case throughout his life. He spares no effort in vigorously pursuing favorable outcomes in any legal matter, regardless of the time it may take. In such situations, he relies on his reservoir of patience and astute crisis management skills. He firmly believes in the righteousness of his cause and places immense trust in the legal system as the impartial arbiter. In his own words: “Life has taught me that a person meets his end when he retreats, not when he faces defeat... and that true happiness is only achieved in the presence of challenges, difficulties, and occasional

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Discuss ideas,
not people or
events.

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failures, whether in one's personal life or professional endeavors. The solution lies in diligent work, rather than blaming one's luck."

Perhaps it is this very approach that led Professor John Small to remark about Talal: "This man abhors problems and steers clear of anything that inflicts harm upon himself or others. Such a character commands respect from all quarters."

Talal Abu-Ghazaleh's exceptional success can be attributed to his profound respect for the law and his steadfast adherence to it, complemented by his exceptional intelligence. In this regard, Jeremy Haley, a former Minister of Foreign Affairs and Armed Forces and a former member of the British Cabinet of Ministers, offers this insight: "He is one of the most prominent and intelligent Arab personalities I have ever known in my life during my tenure as Minister of Foreign Affairs and Armed Forces and a member of the Cabinet of Ministers... Talal is an ambassador to the Arabs and known throughout the world as a Palestinian personality who believes in, respects, and abides by the laws."

► **Women First... Women Always**

Dr. Talal Abu-Ghazaleh recognizes the pivotal role women play in building societies, particularly in the realms of education and community development. He firmly believes that the hand that rocks the cradle can indeed shape the hand that rules the world, echoing Napoleon's sentiment. To harness the full

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Giving up is the only sure way to fail.

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potential of women and enable their contributions to the competitiveness of economies, he emphasizes the importance of empowering women with new tools and values. By doing so, they can play a crucial role in nurturing a generation well-equipped to comprehend the challenges of the evolving technological landscape in the Arab region.

Dr. Talal Abu-Ghazaleh holds women in the highest regard, viewing them as the very cornerstone of life itself. He often cites the adage, “Half of the humans are women, and the other half are born of women,” underscoring his deep respect and appreciation for them. He doesn’t merely advocate for women’s empowerment; he admires, respects, and believes in women, acknowledging their roles as mothers, sisters, daughters, partners in work, and colleagues in his company. He acknowledges the support he has received from the women in his life.



Developing human capabilities has been my priority for the past decades. I was able to adapt the capabilities and experiences of my employees to enrich the Arab community.



In his view, women possess remarkable resilience in enduring pain, suffering, and pressure, humorously noting that “it’s enough that women endure men!” He asserts that the goal should not be to empower women through men but rather to empower men to accept that women are their equals, if not their superiors. Drawing from his own experiences, he encourages women to turn their decisions and actions into reality without seeking permission or empowerment from men.

Dr. Talal Abu-Ghazaleh proudly cites shining examples of female leaders who have excelled in senior positions within ministries, institutions, and universities, demonstrating their management and planning capabilities.

Driven by a strong sense of social responsibility, Talal Abu-Ghazaleh Group takes on the task of capacity building for women across Gulf countries and throughout the Arab world. An example of this commitment is the collaboration with HRH Prince Mohammad bin Fahd bin Abdelaziz, the Emir of the Eastern Province in Saudi Arabia, where four agreements have been signed to support women's micro projects through training and feasibility studies.

In Dubai, the group partners with the Dubai Women's Campus (Higher Colleges of Technology) to provide leadership in developing an expansive internet portal dedicated to staying updated on information technology developments. Additionally, the group manages a fund to support small and medium-sized enterprises in Bahrain, many of which are led by women.

Talal Abu-Ghazaleh Group aligns with adheres to the terms of the United Nations Global Compact, prioritizing the goal of offering more opportunities for Arab women to enter job and education pathways. As part of this commitment, the group allocates approximately 35% of its professional and administrative positions to women applicants. Furthermore, the group, in collaboration with several multinational corporations, has signed a memorandum of understanding with the Multi-Gender Women's Development in Technology Organization (MDWIT) in Monterrey, Mexico, to develop a specific strategy aimed at advancing the status of women and technology in the Arab region.

The Women's Development in Technology Leadership organization is working towards establishing regional

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This is my message to every woman. Do not ask for equality in the era of knowledge. This is achieved by being a knowledge worker.

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centers, with the first center dedicated to Women and Technology in the Arab region. This represents an extended strategy for global cooperation in the fields of women and technology (GWTC).

► **A phenomenal Figure Worthy of Recognition**

Dr. Talal Abu-Ghazaleh has received numerous accolades and honors from various universities, governments, and civil society organizations, recognizing his exceptional contributions and commitment to economic development and community welfare. His dedication to charitable, social, and cooperative initiatives has left an enduring legacy of philanthropic work.

Among his notable achievements, Dr. Talal was awarded an honorary Doctorate in Business Administration from Mutah University in 2015, making him the first recipient of such a prestigious certificate from the institution. Additionally, the Council of Deans at Jerash University granted him an honorary Doctorate in Management and Economics in 2016, acknowledging his significant role in advancing the fields of management and economics nationally and internationally.

Furthermore, Dr. Talal received an honorary Doctorate in Humanities from Bethlehem University in Palestine and an honorary Doctorate in Literature from Canisius College in the United States of America.

In addition to academic recognition, Dr. Talal has been honored with several prestigious awards and distinctions.



Being honored on numerous occasions is a great pleasure for me. Honoring reflects the good morals of the people giving the honor, not the honoree.



These include the French Legion of Honor as a Knight, the Order of the Tunisian Republic, and the Jordanian Independence Order from both King Hussein bin Talal and King Abdullah II. These honors acknowledge his outstanding contributions to economic, educational, and technological sectors, as well as his role in enhancing Jordan's image as a regional and global knowledge hub.

In 2016, he received the "Technical Charitable Creativity Conference" Award for "Technical Creativity and Digital Transformation," marking the first honor granted by the regional humanitarian organizations community. This award recognized his remarkable international contributions to community and business initiatives, support for the information society, and social responsibility. Dr. Talal has also chaired the Global Alliance for ICT and Development (UNGAID) and has played a pioneering role in information technology and media innovation globally and in the Arab world, significantly impacting professional, social, and human development worldwide.

Dr. Talal has received numerous certificates of appreciation, including those, the Research and Translation Center at Prince Sultan bin Abdelaziz University in Saudi Arabia in 2017, and in 2016 he received the Outstanding Contributions to China-Arab Friendship Award from the Chinese People's Association for Friendship with Foreign Countries for his exceptional contributions in advancing friendship and cooperation between China and Arab countries, as well as strengthening people-to-people bonds.

In 2012, He has been honored with awards such as the Arab Creativity in Media Award from Sheikh Jaber

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When a certain body decides to honor me, I accept it because I see myself as a representative of many others who persevere and achieve.

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Mubarak Al-Hamad Al-Sabah, the Prime Minister of Kuwait, the Achievement Award from the Palestine International Foundation, and the Arab Information Personality Award from the Union of Arab Information in Bahrain, recognizing his prominence in the field of information technology in the Arab world.

For his contributions to intellectual property, in 2009, he received awards from the Arab Union for the Protection of Intellectual Property and the Intellectual Property Hall of Fame in Chicago in 2007. His professional accomplishments have been acknowledged with awards such as the International Lifetime Achievement Award from the Government of Dubai in 2008, the Al Jazeera Television Channel Lifetime Achievement Award in 2004, and the Global Mercury Award from Sheikh Khalifa bin Salman Al Khalifa of Bahrain in 1978.



I have the ability to judge my own performance and assess my accomplishments based on my ambitions and potentials. I often tell myself that I am able to achieve even more. Perhaps this is the reason for my dissatisfaction with myself.



The Supreme Committee of the Oman International Conference on Corporate Social Responsibility awarded him in 2016 the “Golden Award for Sustainable Development” and named him “UN SDGs Advocate for Sustainable Development Goals 2030” in recognition of his significant role in national and international community service and social responsibility programs.

These awards and certificates highlight Dr. Talal Abu-Ghazaleh’s outstanding contributions and achievements across diverse fields, both nationally and internationally, reflecting his continuous dedication to creativity and excellence.

Dr. Talal Abu-Ghazaleh has been consistently recognized for his continuous creativity and contributions in various fields. He has received several certificates of appreciation

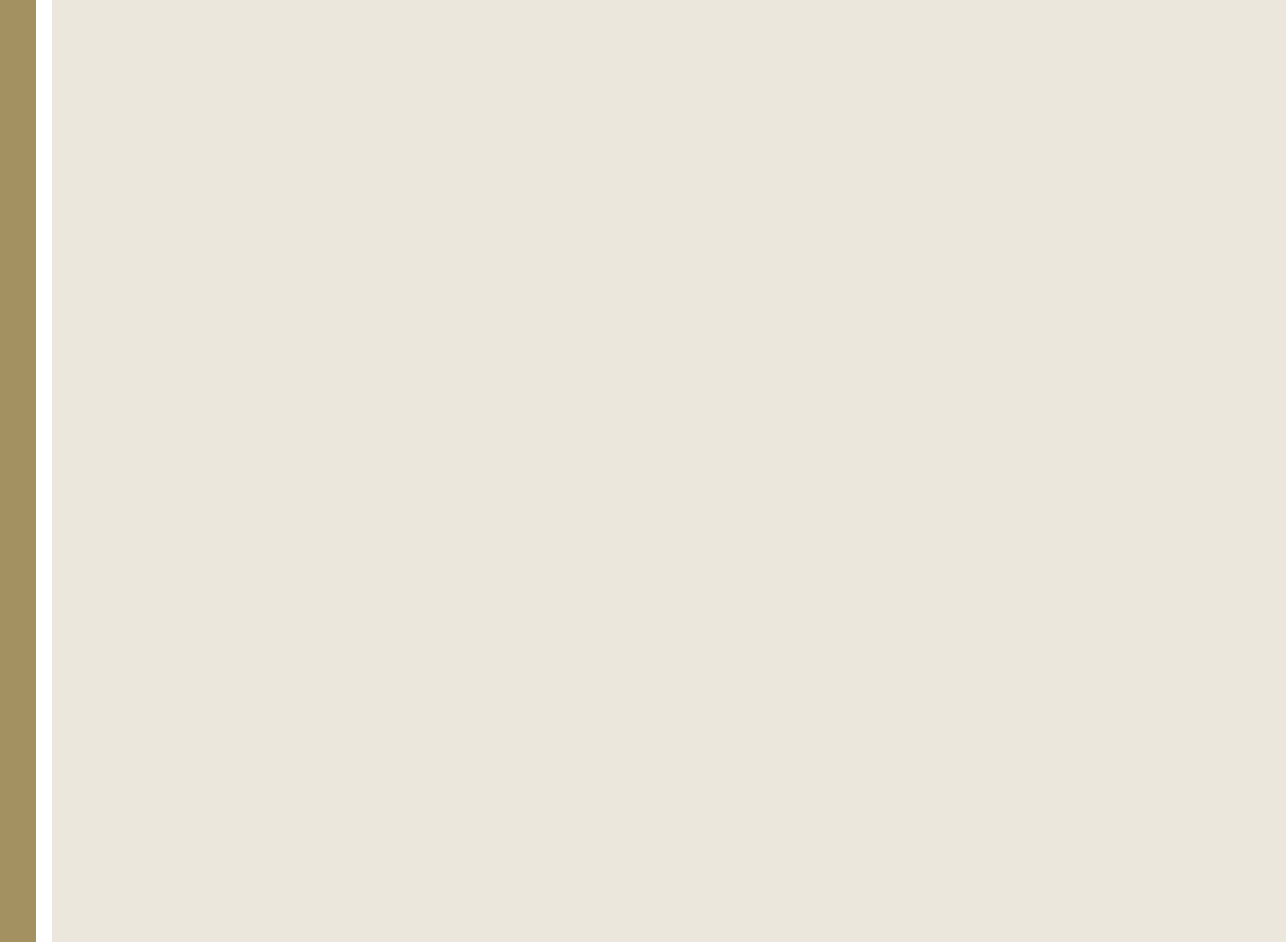


and awards from esteemed institutions and organizations worldwide, reflecting his commitment to excellence and community advancement.

Notable certificates and awards include Legion of Honor ‘Chevalier de la Légion d’Honneur’: Presented to Dr. Talal Abu-Ghazaleh by Mr. Robert Mitterrand at The Elysée Palace, France, in 1985. Certificates from the International Accounting Standards Committee (IASC): Dr. Talal received certificates from the IASC in the United Kingdom from 1988 to 1996. Certificate from the Global Leadership Institute: Awarded in the United Kingdom in 1997. In addition, Dr. Talal was honored by the Islamic University in Gaza in 2005.

Dr. Talal received in 2010, a certificate of appreciation from the Youth Media Forum in Jordan recognizing his support for youth and media initiatives. Also in 2010, he was awarded certificates from the British Council and the Education Administration in Saudi Arabia. Dr. Talal received recognition from the Bahraini American Cultural Exchange Association. in addition to multiple certificates from the Palestinian Businessmen Forum in various Arab countries.

In addition to these certificates, Dr. Talal Abu-Ghazaleh has been honored with numerous commemorative plaques from governmental, military, and private entities at the international level. These honors serve as a testament to his remarkable efforts and excellence in various fields, including knowledge, culture, economy, education, and social development. His initiatives aimed at building individuals and advancing communities have left a lasting impact and earned him widespread recognition and appreciation.





Nostalgia

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

► The compass of the heart

Talal Abu-Ghazaleh's unwavering dedication to the Palestinian cause is deeply rooted in his personal history and experiences. Born out of displacement during his childhood, he grew up without the support of his homeland or significant power. In response, he made a solemn commitment had no power back then. He vowed to challenge his adversaries and counter their narrative through his educational and professional achievements. This commitment has been a constant throughout his life, including during his time as a student at the American University in Beirut, where he joined the Arab Nationalists movement to further the Palestinian cause.

Upon relocating to Kuwait, Abu-Ghazaleh continued to support the Palestinian cause from a Kuwaiti perspective. Kuwait provided him with a safe haven and refuge, and he later found a similar sanctuary in Jordan.

Talal Abu-Ghazaleh views the Zionist entity as a project that has long since expired. He regards "Israel" as the weakest political entity in the region, relying heavily on international aid and support at a time when economic power has become much more important than military power. He likens it to a patient dependent on life support. with its survival contingent on continuous external assistance. "Israel" is, in his view, a fragile and parasitic entity that has resorted to constructing a security wall, widely recognized as a racist segregation wall.

In this context, Talal Abu-Ghazaleh emphatically states, "A state that encircles itself with walls cannot ensure its

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I decided to do something that would serve as a model for Palestinian-Arab superiority and prove our ability and eligibility to have a homeland.

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survival, and it will find no enduring place or defined borders on the world map. This entity lacks historical and geographical roots, and its population consists of individuals who have been forcefully uprooted, leading to their collective displacement. They are united only by their hostility.

ity towards the Arab nations and their fervent desire to lay claim to what rightfully belongs to others.”

Regarding peace negotiations, Talal firmly believes that “true peace cannot be achieved between an occupying power and an occupied people”. He rejects the concept of negotiations, emphasizing the non-negotiable historical rights that underlie the Palestinian cause. For him, the only path to resolution lies in ending the occupation.



Matters will force a change in the short term. It will not come because of a Western will, as all Western countries support this occupation, which is currently like a mechanically ventilated patient.



Talal dismisses the idea of negotiating with individuals he deems unfit for meaningful dialogue, such as former Israeli foreign minister Avigdor Lieberman, whom he refers to as a “nightclub bouncer.” In his view, engaging in negotiations with individuals such caliber would only place Palestinians someone like him, then we have failed of weakness.

Despite the challenges, Talal remains optimistic about the Palestinian issue, expressing confidence in the eventual remains optimistic and confident to return of Palestinians to their homeland. He frequently emphasizes that Palestine continues to exist on the map. no number of History cannot be erased, even if a hundred

resolutions or agreements can erase its historical and geographical presence.”

A testament to his unwavering support for the Palestinian cause is the statement made by the late Palestinian President Yasser Arafat, who defended Abu-Ghazaleh against critics accusing him of failing to fulfill his duty by not visiting Palestine to congratulate him. Arafat asserted that “Talal would only enter Palestine when the Palestinian flag flew proudly on its land and when visas were issued by Palestinians themselves.” Talal’s contributions to the cause were deemed more valuable outside the framework of the Palestinian Liberation Organization (PLO), where he launched initiatives, projects, and campaigns in support of Palestine. Notably, one of his courageous initiatives called for the return of Jews to their countries of origin in exchange for travel tickets and employment opportunities..

► ‘All 4 Palestine’

One of the remarkable charitable initiatives led by Talal Abu-Ghazaleh, in collaboration with Dr. Sabri Saidam, the former Palestinian Minister of Communications and Information Technology, was the establishment of the “All 4 Palestine” Association on September 17, 2011, in the city of Paris, France. Jordan was chosen as the host country for the regional office of this nonprofit and apolitical association. The primary objective of this association is to document and spotlight the profiles of creative Palestinian

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What we, the people of Palestine, Jaffa and Jerusalem, want, is to end the occupation of all of Palestine, from the river to the sea. This will definitely happen, sooner or later.

”

individuals, from across the globe. These are individuals who have made substantial contributions to the fields of science, culture, and economics.

Through the “Palestinians around the World... How Many Are We?” initiative, the Board of Trustees of the association aimed to ascertain the approximate number of Palestinians worldwide and explore ways to connect with as many creative Palestinians as possible. The association’s goal is to shine a spotlight on their roles and contributions in their respective host countries where they live, and emphasize the impact they’ve had on human civilization.

The “All 4 Palestine” Association stands as a reliable resource for those seeking a hopeful future for their Palestinian families and for anyone interested in a comprehensive study of the history of Palestinians who have left an indelible mark in various sectors and fields. It is a platform that tells the stories of every Palestinian scientist, writer, actor, leader, artist, athlete, and entrepreneur, shedding light on the experiences of these creative individuals who have achieved success despite the challenges they faced. Palestinians have demonstrated resilience in the face of the hardships brought about by their displacement from their homeland, using it as a driving force for achievement. The association offers an extensive database through its website, featuring the names of all these creative Palestinians as a tribute to this great nation.

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The sea is behind you and the enemy is in front of you.

There is no other choice but victory. This is the situation of the Palestinian people.

”

In his unwavering support for his people, Talal Abu-Ghazaleh announced the allocation of two scholarships for two Palestinian creatives residing in Palestine to pursue doctoral degrees in business and academic field through Talal Abu-Ghazaleh University. Moreover, “All 4 Palestine” association grants annual awards to creative Palestinians across various domains. Talal also established allocated a diploma grant for information technology skills to the wounded of Gaza , and the families of martyrs, along with a scholarship grant to obtain a certified Arab professional accounting qualification for individuals from the West Bank and Gaza Strip.

Abu-Ghazaleh has presented a grant for top accounting graduates from Arab universities to obtain a certified Arab professional accounting qualification. Additionally, he has offered , another grant was allocated for master’s degree programs at Talal Abu-Ghazaleh Graduate School for exceptional graduates in Jordan, in partnership with the “Umnia” mobile company. Furthermore, he has initiated numerous broad-reaching community projects.

One notable story that underscores Talal Abu-Ghazaleh’s humanitarian role in supporting young creatives is the tale of Omar Nidal, a thirteen-year-old boy who visited Dr. Talal at his office to share his success story. Omar had written and presented his story, which he wrote and submitted for a competition at the Fifth Talented Students Forum in 2016. Abu-Ghazaleh warmly and delightfully welcomed him because he saw all meanings of ambition and creativity in that boy.

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We are people who struggle not only for their soil, homeland, and rights, but for the entire Arab world, from the ocean to the Gulf.

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► ‘How Many Are We?’

Talal Abu-Ghazaleh, in his role as the head of the Board of Trustees, initiated the initiative “Palestinians around the World... How Many Are We?” In 2014, the results of a comprehensive study were unveiled, revealing that the global Palestinian migration numbers over 25 million individuals. Abu-Ghazaleh conducted a meticulous scientific analysis, drawing from historical data on Palestine’s population at the time of the 1948 Nakba, which was approximately 1.3 million according to Palestinian government records. He then employed the average population growth rates observed in the Gulf Cooperation Council countries, Egypt, and Sudan as a reference, standing at 4.45% over 67 years. It’s worth noting that these percentages are significantly lower than the actual Palestinian population growth rates, which are among the highest globally. All of this serves as compelling evidence that the love for Palestine courses through the veins of Talal Abu-Ghazaleh, now and forever.



Our speech must be free of the complex of shame and self-defense because we deserve nothing but pride and greatness, especially after the creativity, steadfastness, and loftiness of our people in Palestine through their great struggle.



» **Furthermore, Breaking the Seig Electronically**

Also, as part of his unwavering support for Palestine and its people, Talal Abu-Ghazaleh announced the inception of the “Palestine Electronic Market” during a business conference in Tunisia in 2012. This electronic initiative aims to facilitate connections between Palestinian traders and entrepreneurs and their counterparts outside Palestine, particularly in the realm of services and products.

He replicated this concept in “Jerusalem Electronic Market” project, with a specific focus on the city of Jerusalem. The software for these projects was meticulously crafted by Talal Abu-Ghazaleh Information Technology Company.

The services offered by these projects empower individuals worldwide to virtually explore the streets and markets of Jerusalem and select desired goods. This innovative approach effectively circumvents the barriers of the blockade and break the Israeli barricades electronically bypass Israeli restrictions. Each of these initiatives represents a testament to the ingenuity of an individual who was forcibly displaced from his homeland and vowed to return only to a liberated land. Talal achieved this liberation through technology, quenching his yearning for his city. He entered it as a pioneering Palestinian, triumphing over the Zionist barriers. The world, armed with information and technological advancements, looks toward a future full of possibilities and is poised to break the siege imposed on the region.

► **Belonging to the Truth and Homeland**

Naji Al-Ali, the renowned cartoonist considered a pioneer in his craft throughout the Arab world, shared a close friendship with Talal Abu-Ghazaleh. Talal nurtured this relationship with Naji, who channeled his deep commitment to his nation, especially the Palestinian cause, through his elevated art.

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We are trying to deliver PCs to the knowledge centers we are managing in Palestine, but the enemy is obstructing our endeavors because it knows that the tools of getting knowledge are the real weapon to confront it.

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What our enemy fears the most is the increase in the level of education and knowledge among the Palestinian people. The enemy realizes that our youth have the highest rate of ICT use in the region.

”

In the 1980s, Naji, Talal’s friend, presented him with a cartoon painting while in Kuwait, symbolizing his unwavering stance on the Palestinian cause. Naji naturally held a special place in Talal’s heart. Of him, Talal remarked, “Naji Al-Ali, may he rest in peace, holds a cherished position in my heart. He is the voice of the nation. I used to meet him in Kuwait, where my first intellectual project took place. He has always been present through his drawings and artistic masterpieces, which depicted the bright ideas, as well as the pains and concerns, of Arab citizens. The last page of the newspaper was the first thing we opened in the morning to see what Hanthala had to tell us. We were united in our dedication to the truth, to our homeland. When we discussed Palestine, we traced our roots from the sea, starting with Jaffa, Haifa, Acre, Nazareth, and the Galilee, passing through Gaza and the West Bank until we reached the eternal river. Our dream of return bound us together as our rightful destiny. This usurping entity, residing among us with external support, is destined to perish. The special drawings Naji honored and presented me with , are among my most cherished possessions.”

Talal Abu-Ghazaleh consistently treasures everything linked to his cause, including a painting crafted by the artist Ismail Shammout, dedicated to him. It embodies the enduring hopes and unwavering faith in the cause across generations. The greatest marvel lies in the awareness of the new generation, defying expectations of forgetting their cause. The painting symbolizes the steadfastness of stone-throwing children as they confront heavily armed Israeli occupation soldiers.

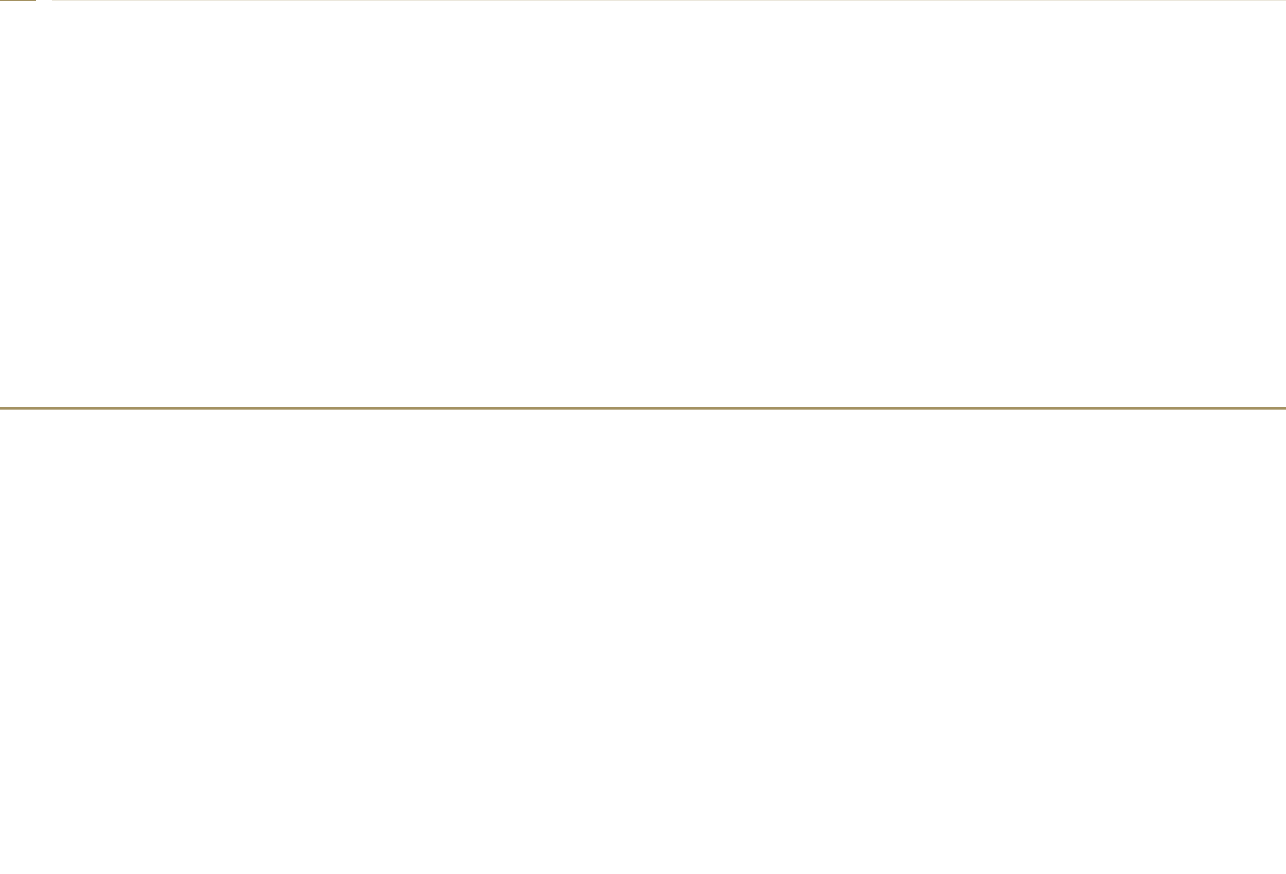
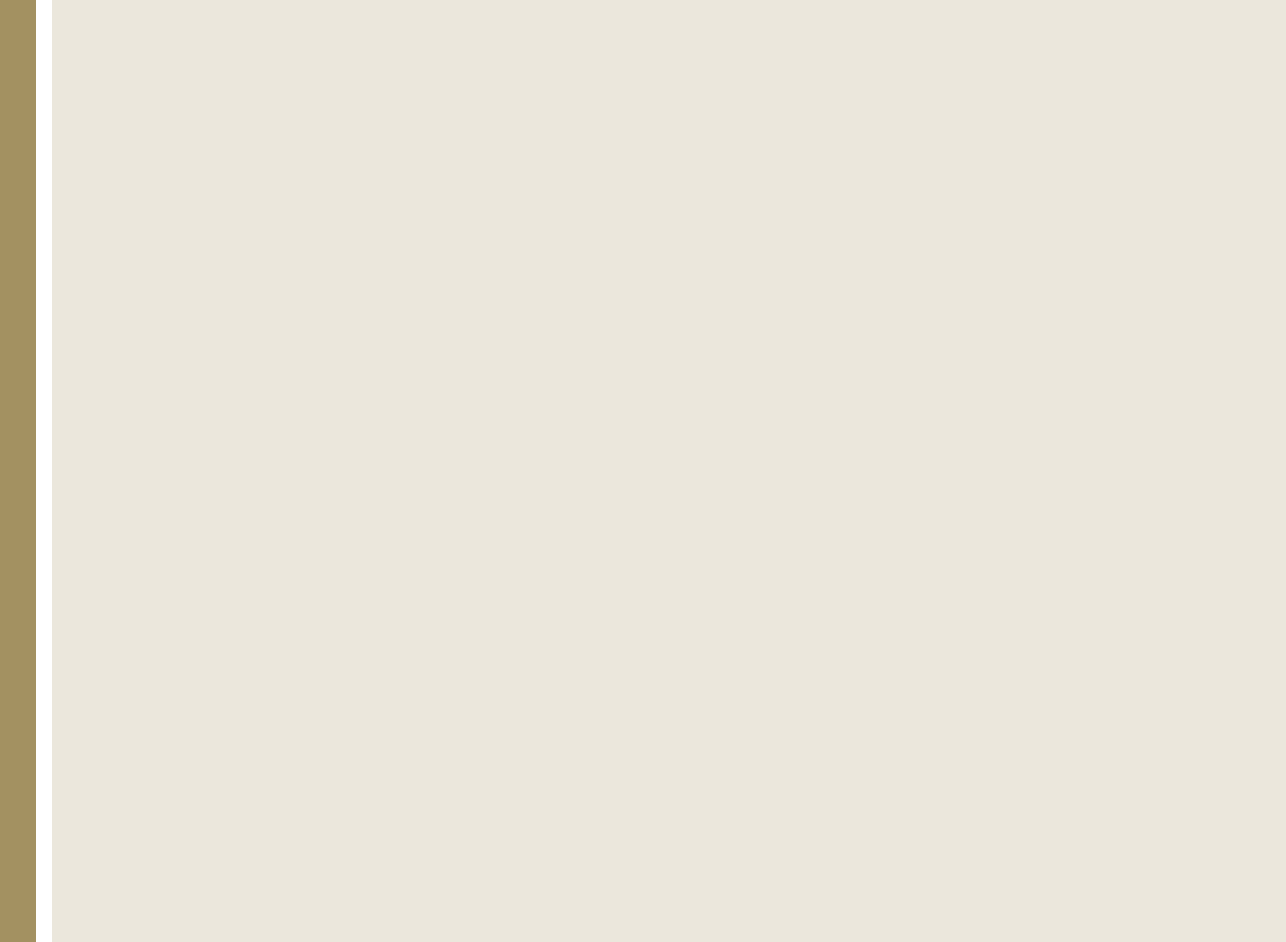
» **The right prevails**

When Talal speaks about Palestine, his eloquence shines through, even when his words are fueled by deeply impassioned emotions. His reflections on his homeland are akin to precious gems, particularly when he articulates a pragmatic vision of the destiny of the occupying forces who have laid claim to land that is not rightfully theirs. They may have endeavored to establish an entity, but it will not prevail over the legitimate owners, who are destined for victory, regardless of the duration of their struggle.

“

I am proud to be
“A Palestinian
Refugee.”
Palestine for me is
a medal of honor.

”





Through the Eyes of Others

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

Talal Abu-Ghazaleh's recognition goes far beyond the medals and awards presented to him by international organizations and institutions. It encompasses countless messages directed in his way, words spoken in his presence, and articles authored by renowned writers and featured in the press. These expressions consistently convey admiration for not just him but also his projects and leadership. Is there anything more exquisite than heartfelt words that genuinely reflect the depth of appreciation felt for a man by everyone who has had the privilege of interacting with him or learning about his achievements?

► Aspirations are Realized

José María Figueres *

In my perspective, there are three distinct dimensions to the activities of Talal Abu-Ghazaleh International. Firstly, it encompasses a broad spectrum of professional services that extends to global businesses, characterized by their exceptional quality and adherence to international standards. Secondly, it reflects Dr. Talal Abu-Ghazaleh's ambitious vision of expanding and positioning the group as a formidable player on the international stage. The organization's remarkable global success underscores its alignment with his aspirations for globalization. Thirdly, I'd like to share my personal observation regarding the organization's role in fostering regional economic development. TAG-Org makes a positive impact in various ways, staying at the forefront of advancements in professional services and technology. It consistently strives to lead and enhance its array of global services and offerings.

* Former President of Costa Rica

► Ambassador of the Arabs

*Jeremy Haley **

Talal Abu-Ghazaleh is a globally distinguished figure known for his exceptional ability to effectively and distinctly communicate with the world. Throughout my tenure as Minister of Foreign Affairs and Armed Forces, as well as my role as a member of the Cabinet of Ministers, I have had the privilege of encountering many prominent and intelligent Arab personalities. In my opinion, Talal stands out as one of the most prominent.

I consider Talal to be a true ambassador for the Arab world, recognized worldwide as a Palestinian figure who upholds and respects the rule of law. He diligently works on developing and enhancing the laws and standards that underpin the accounting profession, a foundation crucial to economic growth and advancement across all sectors.

In this context, I'd like to highlight how Talal Abu-Ghazaleh has enlightened us regarding the aspirations and concerns of the Arab peoples. I am grateful to him for his insight into the region's critical issues, presented in a clear and transparent manner, particularly those that impact numerous neighboring nations. Foremost is the Palestinian issue, which holds a special place in the life of Arab Ambassador Talal Abu-Ghazaleh.

* British Minister of Foreign Affairs and Armed Forces and a former member of the British Cabinet of Ministers

► I learned from him working hard

Sergio Marchi *

When we encounter an individual with unique and diverse abilities like Talal Abu-Ghazaleh, it becomes a source of pride not only for their professional accomplishments but also for their identity as an Arab and a leader in the realm of professional services and business. I'm not exaggerating when I describe him as a true leader and trailblazer.

Through his unwavering dedication, strong faith, and unparalleled determination, Abu-Ghazaleh has transformed his organization into a prestigious institution cherished throughout the Arab region. Talal Abu-Ghazaleh Organization (TAG-Org) operates under his leadership, and he tirelessly works day in and day out, displaying remarkable resilience, to ensure his group maintains its position at the forefront.

Talal Abu-Ghazaleh consistently strives to expand his group's services to regions worldwide, with an unwavering commitment to continuous and methodical work. His driving force is the pursuit of development and progress across all domains, ensuring that his group remains a leader under his guidance.

I must emphasize how proud I am to know him and cherish our friendship, which has been a source of invaluable lessons. From him, I've learned the true value of sincere and diligent work for the betterment of our nation.

* Former Minister of International
Trade of Canada

► Attention to International Cooperation

*Abdul Hamid Mamdouh **

Talal Abu-Ghazaleh has a deep interest in international collaboration due to the nature of his work, which revolves around the enforcement of international agreements related to Intellectual Property protection and adherence to global standards and norms in the field of accounting. As a prominent public figure, Talal Abu-Ghazaleh has direct influence over the direction of the Talal Abu-Ghazaleh Organization (TAG-Org).

Furthermore, Talal has spearheaded the establishment of several noteworthy non-governmental organizations that have played a pivotal role in enhancing awareness of employment services and critical sectors across diverse Arab countries, each with their different employment rights. His efforts have been instrumental in promoting awareness of information technology and various areas of significance, all contributing to the institution's broader mission. Among his notable achievements, the creation of the first Arabic-language website for the World Trade Organization (WTO), a significant international organization with direct policy implications.

* Director of Trade in Services
and Investment (WTO)

► A Self-Made Man

*Professor John Small **

Talal Abu-Ghazaleh Organization stands as one of the world's largest entities in the realm of professional services, and the driving force behind this organization is a tireless individual. I am personally acquainted with Talal Abu-Ghazaleh and take immense pride in our friendship. He is an astute chairman with a remarkable ability to consistently inspire individuals to deliver exceptional work and specialized services not only within the Arab region but on a global scale. He is a renowned Arab figure in the Western world, and his compassionate nature mirrors the inherent goodness of all Arabs. He possesses the capacity to convey the Arab perspective to the Western world, and he is renowned for his unwavering loyalty to his family, his work, and the staff of his Group. His employees are treated as integral members of the family.

My personal relationship with Talal began two decades ago, and I take great pride in this friendship with a man who is wholly committed to the path of success. His organization diligently endeavors to provide top-tier services and to equip its employees to reach the highest levels of their fields, thereby contributing to the development of the economic, social, and cultural landscape in the Arab world within the global context.

Talal Abu-Ghazaleh stands as one of the most exceptional Arab personalities I have ever had the privilege of knowing. This man despises problems and steers clear of anything that could cause harm to himself or others. His character commands the respect of all. It is virtually impossible to encapsulate his myriad of positive qualities in mere words, as discussing this man necessitates lengthy discourse, particularly concerning his humanity.

A tribute is owed to this extraordinary individual who, through his self-made journey, has become an emblem of perseverance and triumph.”

* Former president of the Association
Chartered Certified Accountants-UK

► A leading figure

*Dr. Ali Ahmad Atiqa **

With a light-hearted personality, a resolute and optimistic will, and exceptional leadership skills, Dr. Talal Abu-Ghazaleh, the renowned businessman, effortlessly blends seriousness with enthusiasm, confidence with ambition. He profoundly recognizes the significance of public relations and the human element in all his pioneering endeavors. My friendship with ‘Abu Luay’ spans nearly four decades, dating back to a business trip to Tripoli. It was during this time that I began to admire his character. Our relationship deepened, and our family ties strengthened after I relocated with my family to Kuwait, where I assumed the position of Secretary General of the Organization of Arab Petroleum Exporting Countries (1973-1987). Throughout these years, I observed with admiration his ability to confront and conquer the challenges that came his way. I closely followed his efforts in establishing the Talal Abu-Ghazaleh Organization (TAG-Org) as it stands today. I was particularly impressed by the profound humanitarian connection he forged with the individuals who chose to join him and work under his leadership. Their unwavering loyalty and willingness to contribute to building a new institution under challenging circumstances and limited resources left a lasting impression on me. Additionally, the trust placed in him by businessmen and the business

community, along with their unwavering confidence in his capacity to succeed and excel in managing this new institution, was truly remarkable.

Today, we witness the remarkable achievements of the Talal Abu-Ghazaleh Organization (TAG-Org) and its pioneering initiatives in the field of education. It has played a pivotal role in developing the skills of Arab youth in areas such as accounting, Intellectual Property, information technology, and computer science. Driven by a firm belief in investing in human potential through education and training, he continues to inspire his staff and employees to actively participate in constructive work.

I extend my heartfelt wishes for their continued success in serving the Arab world through this pioneering institution.”

* Former secretary-general of the Arab Thought Forum and former Secretary- General of the Organization of Arab Petroleum Exporting Countries (OAPEC)

► Faith in Education

*Dr. Edward Gress **

Talal Abu-Ghazaleh is steadily advancing in the field of education, a pivotal priority for this visionary individual who consistently aligns many of his plans and initiatives with the goal of enhancing education. He has notably founded the Talal Abu-Ghazaleh Center for Research and Studies, situated at the university where I have held a position as a professor of accounting and Auditing since 1988 in New York. This center's mission is to contribute to the advancement of the accounting profession within the Arab world by furnishing research and disseminating information.

Talal Abu-Ghazaleh underscores the profound significance of reinforcing and solidifying the accounting profession in the Arab region, recognizing it as a fundamental catalyst for growth, development, and progress. Collaboratively, we embarked on the establishment of Talal Abu-Ghazaleh Graduate School of Business in Jordan, where the curriculum is delivered in English. This institution represents a trailblazing initiative in the Middle East, distinguished not only by its curriculum but also by its innovative approach. Graduates from this school are uniquely positioned to enter the workforce directly, bypassing the conventional requirement of years of experience, a substantial barrier for most recent graduates.”

* Head of Accounting and Auditing
Department, University of Canisius,
Buffalo, USA

► A Sindbad without borders

*Ghada Fouad Al Samman **

Many individuals define their history by flaunting their financial status. Countless people put on elegant neckties as if they were badges of honor, and some use smoking pipes to project a certain image that only the short-sighted can discern.

In accordance with a religious tenet and drawing from authentic jurisprudential sources, I assert that my encounter with him was not a mere happenstance but rather a predetermined destiny with a fixed appointment, where my say or choice had no bearing. During a brief visit to Jordan a few years ago, I came across a prominent sign bearing the name “Talal Abu-Ghazaleh”, at that time, I had no intention of inquiring about him, nor did it cross my mind. However, his name carried a certain allure, as everyone who was familiar with him had something to contribute, a testament of love and admiration.

I marveled at how each individual referred to him with distinct titles, intensifying my curiosity. One person referred to him as “the master,” another as “the mentor,” a third as “the wise man,” and a fourth as “the friend.” Others shared their own perspectives, leading me to exclaim, “Enough! What sets him apart, and how has he garnered such widespread acclaim?!” They inquired, “Have you met him?” I replied, “No.” They retorted,

“Then your judgments carry limited accuracy, and your persistent discontent may be tinged with bias.” I inquired, “How can I rectify this?” They advised, “Take a step closer!”

On that day, I failed to grasp the fruits reaped by this globe-trotter through his ceaseless travels. I struggled to comprehend how he had become a torchbearer of knowledge. The profound significance of his presence in every gathering, forum, and discourse eluded me. However, I did grasp the impact of his relentless activity, which provided livelihoods for over a thousand families. I recognized his commitment to supporting every student and nurturing their intellectual growth. I realized that, despite the multitude of certificates he had received from various corners, he recognized only one credential—the unwavering truth expressed in every circumstance. I discerned that he boasted of nothing except his Palestinian identity, holding it above all privileges, and linked his hope to it with pride and unwavering determination. I noticed that he mourned the homeland’s martyrs with a sense of optimism. I comprehended that his spontaneity transcended all formalities, and his nobility emanated from his simplicity.

For me, Talal Abu-Ghazaleh represents an exceptional figure deserving of profound respect because, to me, respect is both a requirement and a guiding principle, a philosophy, an approach, and a genuine concern. He is genuinely a man unlike any other

* A Lebanese Author

► **For what he has achieved, congratulations.
We are blessed with his presence**

*Hasan Abu Ne'ma **

For several months, Since I was granted the honor of writing the introduction to this book, I have grappled with the task of choosing the right approach. I am not merely tasked with presenting the biography of an important and distinctive individual. This publication, however, skillfully crafted and engaging to read, can only scratch the surface of a vast personality with a unique character, one that continuously generates innovation and renews its own energy.

Talal's record of achievements is so extensive that it cannot be adequately summarized here or even in a volume of this kind. What I aim to convey in this introduction is a glimpse of the man himself, his intrinsic mission, and the vision with which he was born.

I hold a firm belief that Talal has remained unchanged since our first encounter six decades ago. He is the same person I met at the campus of the American University of Beirut, and he has remained consistent ever since. However, with each subsequent meeting, I uncover new facets of his character, observe subtle variations, and learn fresh insights. It might be a challenging to comprehend, but it is the enduring reality of Talal, a consistency I can attest to through countless examples.

Talal who was once a student, evicted from his home in Palestine in 1948 and forced to live as a destitute refugee, the youngest member of a large family seemingly devoid of hope or a future, is the same Talal who now leads a vast empire engaged in business, education, humanitarian initiatives, economic and social development, institution building, and much more.

Throughout his journey—from a penniless refugee to a prosperous entrepreneur, from a helping hand at a music shop to chairing a global company with over 100 offices worldwide—Talal has remained steadfast in his commitment to the mission of doing more for others than for himself.

Perhaps nothing defines him more than his unquenchable thirst for education and his profound appreciation for its transformative power. His experience as an underprivileged student, putting himself through school while shouldering the responsibility for his family, motivated him to provide thousands of students' access to the transformative power of learning, he forged partnerships with academic institutions and undertook the formidable task of building them. However, none of this journey was predetermined or certain. Talal's achievements are a testament to his courage to take risks, even in the face of setbacks and losses that might have deterred a less determined and creative individual. No idea was too audacious, to the point where even some of his closest friends accused him of being a visionary dreamer. No obstacle was insurmountable, thanks to his unwavering determination, sometimes described as rigid stubbornness. There were numerous instances where

those closest to him fervently believed he was mistaken, only to witness, in awe and admiration, how time and again he was proven right.

There were times where he engaged in protracted legal battles with formidable opponents, refusing to yield until the very end. Along the way, his top legal advisors often suggested that he should conserve his time and resources rather than pursue these seemingly futile endeavors. Yet, he persisted and ultimately emerged victorious. However, I have no doubt that Talal is a man who would choose honorable defeat over compromising his principles for victory.

At almost seventy-six years of age, Talal possesses the same indefatigable energy he had as a young and eager student. He works tirelessly and is deeply passionate about his endeavors. In response to a question from a BBC interviewer about his work habits and whether he allows himself time to relax and rest, he responded that the heart—the symbol of life—never rests. When one's heart decides to rest, life comes to an end.

Talal firmly believes that energy is derived from activity, and he maintains that if we remain inactive and uncurious, our minds and bodies will eventually succumb to lethargy. He expects nothing less from others than what he expects from himself and believes that every individual working with him is capable of delivering it. In matters of business, he is unwavering, uncompromising, and exacting, yet always fair and compassionate.

Despite his dedication, seriousness, and commitment to noble goals, Talal is anything but dull. His sense of humor is boundless, and he exudes cheerfulness. He never allows one aspect of his personality to overshadow the other. Even when grappling with the most sensitive and daunting challenges, I have never witnessed Talal's expression turn somber. On the contrary, the greater the challenge, the happier he appears to be, a testament to the reservoir of confidence he possesses.

I recall a moment in Brussels some thirty-five years ago when we sat together, grappling with a financial issue that had arisen in one of his major initiatives. I suggested the wisdom of setting aside funds for emergencies and allocating a portion of the generated income for his family's needs. He laughed and replied that if his sole objective was accumulating wealth, he would already be far wealthier, vacationing around the world on luxurious yachts carefree. For him, money was merely a means to achieve his vision. He had a multitude of ideas that could enhance the world's betterment, and money served as a tool to manifest those ideas, never as an ultimate goal.

If he had merely aimed to run a prosperous accounting and auditing firm, living comfortably off the profits, that would have been the easier path. But his ambitions extended far beyond personal prosperity. His goal was to advance his profession and lay the groundwork for a robust infrastructure, all in service of his mission to uplift the Arab world.

This desire, not a thirst for personal income, drove him to diversify into Intellectual Property, legal consulting, training, education, and information technology. Even today, not a year passes without him embracing new challenges, fueled by an insatiable curiosity.

Talal insists that he has consistently steered clear of conventional politics. While he never pursued government office or political power, it is undeniable that he could have wielded significant influence had he chosen to do so.

During our time as young and financially challenged students at the American University of Beirut, we nurtured hopes of contributing to the country from which we had been evicted. We were brimming with youthful optimism when we became involved in the Arab Nationalist movement. Within the pages of this book, he shares a portion of that journey and explains why, ultimately, he chose a path diverging from frontline politics. However, one constant remained: in all his endeavors, he maintained an unwavering commitment to Palestine, the land of his birth. These pages offer a glimpse into the remarkable work he undertakes to support Palestinian youth in the realms of education, training, and knowledge development.

I have no doubt that if he had been willing to compromise on this dedication, he might have encountered numerous additional business opportunities. However, regardless of the cost, Talal would never abandon his unwavering commitment to the cause of reclaiming the homeland

and rights of the Palestinian people, which were unjustly taken from them in 1948. His determination never wavered, and he refused to hide behind the ‘pragmatism’ of doing business.

For Talal, wisdom is innate but refined through the trials and tribulations of life’s journey. Knowledge, acquired through such experiences, represents genuine wealth in his perspective. In his view, whether you’re a nation or an individual, you are truly impoverished only when you cease to be productive. This philosophy aligns with his relentless focus on creating the conditions and opportunities for everyone to realize their full potential.

I have had the privilege of witnessing Talal’s humanity, humility, and compassion in the closest of settings, among colleagues, friends, and family. Despite his many responsibilities, he possesses the remarkable ability to make anyone feel as if they are the most important person in the world.

This book provides a glimpse into the life and mind of an extraordinary individual. For six decades, he has been a constant source of inspiration for me and continues to be so today.”

* Member of the Jordanian Senate
and former Jordanian Ambassador
to United Nations

► A Journey Crowned with Successes

*Thabet Al Taher **

This remarkable individual, whose personal and professional journey serves as an inspiring success story, is a source of pride for our nation, one whose achievements we should proudly celebrate. His Excellency Senator Abu-Ghazaleh's journey began in Jaffa, his birthplace in Palestine in 1938, and led him to Amman. It's a journey adorned with numerous successes, shaped by unwavering determination, intelligence, diligence, and a commitment to hard work.

He is the founder of one of the world's leading institutions, renowned for offering a comprehensive range of high-quality professional services. Moreover, he remains dedicated to producing highly qualified graduates adhering to the highest international standards, all in service of the economic, social, and cultural development of the Arab world within the framework of the global economy.

Since assuming the role of the Shoman Forum in late 2003, the Forum has had the privilege of hosting Talal Abu-Ghazaleh on four occasions to deliver lectures on various aspects of public affairs. As I reviewed these lectures and penned these words, two noteworthy observations emerged. Firstly, Abu-Ghazaleh demonstrates a commitment to refreshing and diversifying his lecture topics. In 2004, he discussed 'The New in the New World

Order,' in 2007, his focus was on 'Higher Education and the Challenges of Quality Control and Recognition,' in 2008, he addressed 'The Arab and World Economy at a Crossroads,' and most recently, he explored 'Jordan and the Region: Where are we heading Geo-Economics.'

Secondly, his autobiography unfolds with each address. Every time he addresses us, I discover that his stature has grown, marked by prestigious positions and significant responsibilities at the Arab, regional, and international levels. His ceaseless accomplishments include the receipt of honorary certificates and decorations, leadership roles and titles on various boards of directors, the publication of books and dictionaries, and accolades such as the honorary award bestowed upon him by the Arab Union for the Protection of Intellectual Property Rights. His election as Co-Chair of the Global Challenges Forum in Geneva, a prominent consortium of think tanks, research centers, and academic institutions, further exemplifies his global influence.

This is the same Talal Abu-Ghazaleh who has earned the trust and confidence of His Majesty King Abdullah II, with his appointment as a member of the Jordanian Senate. His journey is a testament to a lifetime of unceasing achievements and remarkable successes.

* Former Jordanian Minister and former director general of Abdul Hameed Shoman Foundation

► An encyclopedic Scholar

*Dr. Saleh Hashem **

I have had the privilege of knowing Dr. Talal Abu-Ghazaleh since my tenure as the President of Ain Shams University at the dawn of the third millennium. This relationship deepened when I assumed the role of Secretary-General of the Association of Arab Universities, headquartered in the Jordanian capital of Amman. Dr. Abu-Ghazaleh proved to be a staunch supporter of this vital Arab endeavor.

In Talal, I encountered a trustworthy Arab figure deeply concerned about Arab causes, with a particular emphasis on the quality of education as the cornerstone for nurturing generations capable of assuming responsibilities and advancing nations. The fundamental right to education, he believed, served as the engine of development. I venture to refer to Talal as an ‘encyclopedic Scientist,’ embodying a perpetual source of knowledge and innovation.

Through our interactions, I came to appreciate his unwavering commitment to his homeland, always ready to assist the less fortunate and the underprivileged, prioritizing their needs above all else since his youth. Delving into his life journey, one discovers the magnitude of the challenges he confronted, from his early years through the establishment of his global professional

group. Talal armed himself with determination, patience, relentless effort, and persistent hard work, transforming adversity into a source of blessing. This trajectory propelled him to leadership positions within regional institutions, solidifying his stature as both an Arab and global figure.

Further attesting to his global recognition, Talal was appointed by the United Nations Secretary-General to lead a pivotal international role under the UN Global Compact for ICT. Additionally, I must highlight his distinguished status in the field of Intellectual Property, where he holds a prominent position in the IP Hall of Fame. He has garnered recognition from numerous other esteemed scientific and professional organizations, as evident through the many medals, certificates, and awards he has received from across the globe.

* Former Secretary-General of the
Association of Arab Universities

► The Creative Organizer

*Dr. Jawad Anani **

The life of Talal Abu-Ghazaleh warrants a comprehensive study and an analytical scientific book from which we can glean valuable insights. The lives of great individuals always serve as fountains of experience and lessons. Their minds hold a treasure trove of wisdom, experience, and practical knowledge, serving as a guiding light for others. Within their life stories, we find success and failures, ups and downs, and tests that we, as students of life, should carefully consider.

My personal journey alongside my brother, Talal Abu-Ghazaleh, which began in the late 1970s, has been a profound learning experience. Together, we embarked on numerous journeys, from Doha and Abu Dhabi to London and Davos. We actively participated in various seminars, conferences, forums, and dedicated efforts aimed at serving our nation in recent years.

I often found myself pondering, ‘Who is this man who defiantly stood against the Greater Amman Municipality for many years when they sought to acquire one of his buildings under the pretext of public benefit?’ It was a challenge he ultimately triumphed over. How did he navigate through the crises of the 70s and 80s? How did he evolve his business from one context to another? How

did he breathe new life into his institutions and maintain a lasting leadership position?

Furthermore, how does he possess the foresight to anticipate people's needs and benefits before they become apparent to others? These questions, among others, transport me back to our traditional tales of beings with supernatural insight, and I find myself saying that this man has a unique ability to perceive what remains hidden to most. Isn't this the essence of a creative organizer?

Ultimately, what sets Talal Abu-Ghazaleh apart is his refusal to remain confined to his comfort zone, perpetually exploring new domains and opportunities.”

* Former Jordanian Deputy
Prime Minister

► **A Man with Determination is worth a Nation**

*Mazen Al-Hasasneh **

In the company of dignitaries and accomplished individuals, we find ourselves standing before a man who takes great pride in his distinguished journey and remarkable history, a man who remained resolute in the face of challenges and adversity. It is this that fills me with jubilation—a Palestinian Arab-Jordanian source of pride we hold dear. Dr. Talal Abu-Ghazaleh is among those who have transformed the model born in the womb of refuge and deprivation into a radiant sun that now graces the sky as a symbol of victory and a testament to astonishing success.”

“As we honor this man, it is not only my right but the right of all Palestinian businessmen in Turkey, as well as every member of our community, to take pride in him. He represents the quintessential Palestinian who has relentlessly struggled for his national identity. Talal Abu-Ghazaleh has become a beacon of hope for the Palestinian Diaspora, an icon that illustrates our resilience as a formidable people who refuse to succumb easily. Instead, we thrive, excel, and persevere despite the concerted efforts to erase our existence.

The recognition bestowed upon Abu-Ghazaleh today pales in comparison to the immense contributions he has made to his people, his nation, and his cause. From Turkey, we proudly launched ‘A Man with Determination is Worth a Nation,’ a testament to Talal Abu-Ghazaleh’s remarkable history and achievements. He stands as one of the most influential figures in the regional economic landscape and one of the foremost innovators in the realm of knowledge. He is not only a national symbol but also a registered trademark of unwavering struggle, with rights that extend to the Palestinian, Jordanian, and Arab people alike.

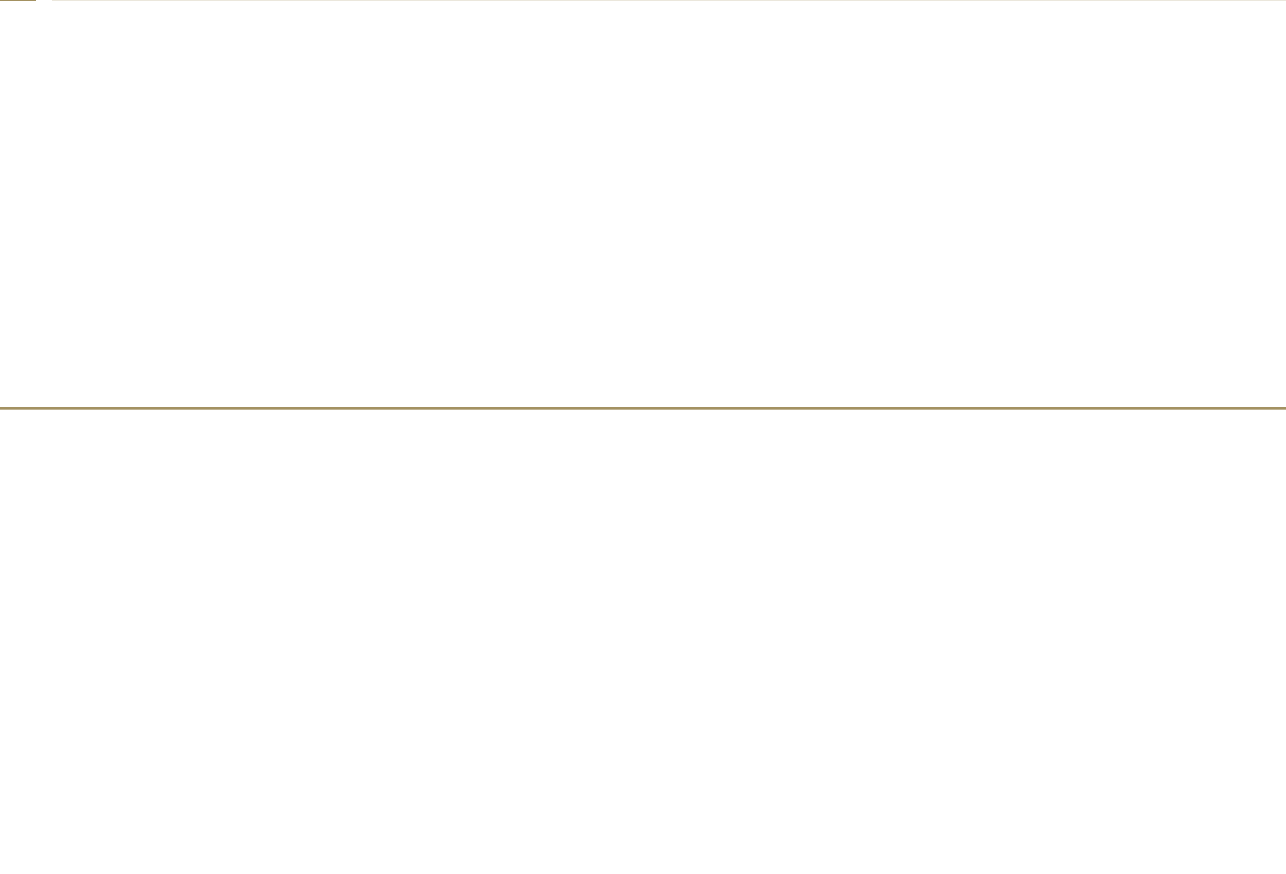
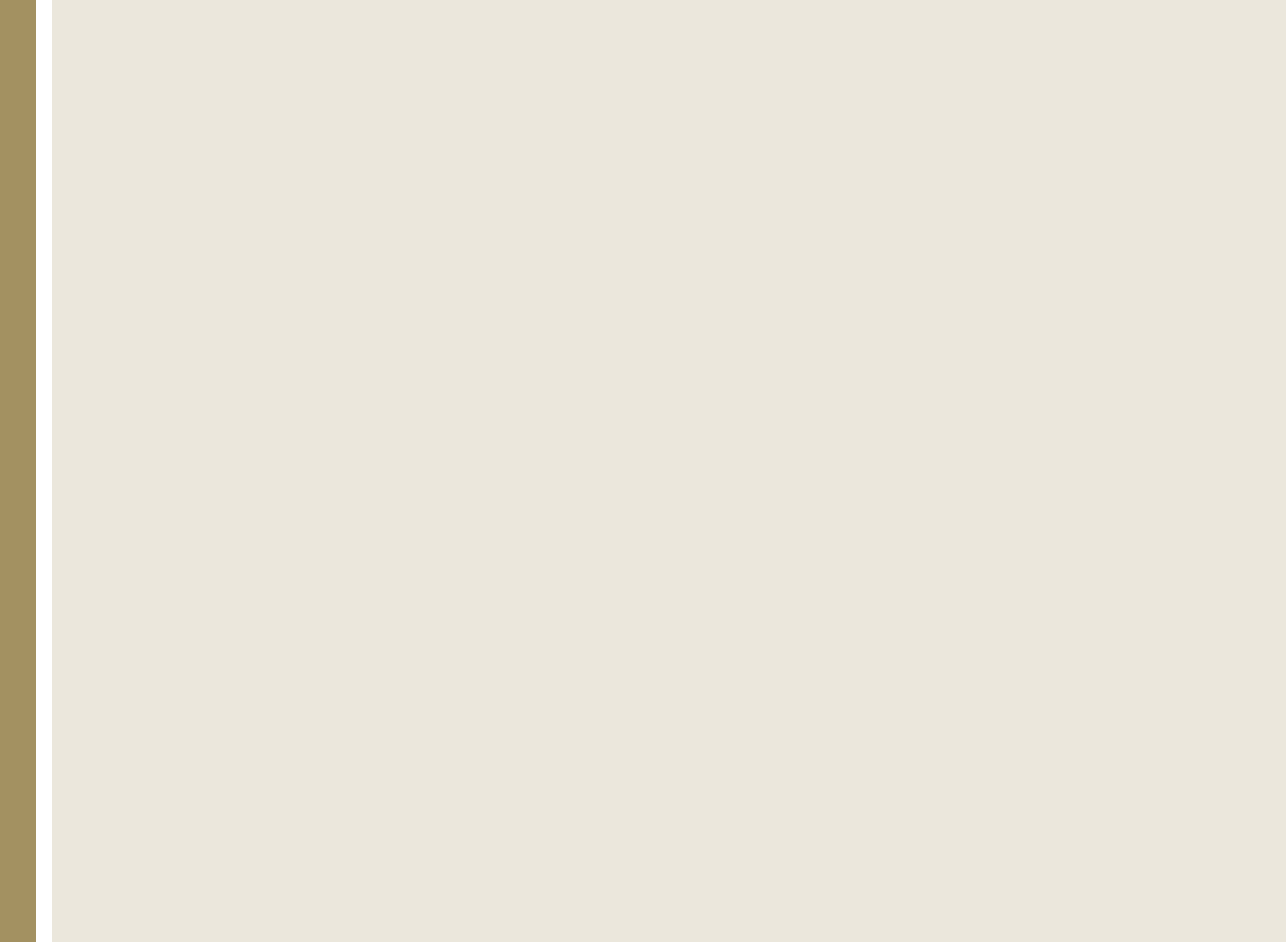
* Chairman of the Board of
Directors of the Palestinian
Turkish Businessmen Union



The Fruitful Tree

he Tree That Bears Fruit Will Be Stoned. Every successful individual inevitably pays a price for their achievements. They may encounter challenges along their path, and occasionally, there are individuals who harbor ill intentions, lurking in the shadows, and possibly even undermining their own well-being. Talal Abu-Ghazaleh is no exception; in fact, he has confronted challenges that few others have faced, in proportion to his numerous achievements. However, he consistently tackled these challenges with a positive mindset, always staying within the bounds of the law. He doesn't shy away from expressing gratitude to those who oppose him because their opposition fuels his drive to invest more energy in reaching new heights of success. Experience has taught him that despair has no place in the vocabulary of life, and he firmly believes that every setback presents an opportunity for a fresh initiative. With this sense of certainty and contentment, he bears no animosity towards anyone. As he once articulated, 'Just as my friend positively benefits me, my enemy makes me realize that there are those eagerly awaiting my mistakes. Consequently, I exert every effort to minimize errors, and for this reason, the favor of my enemy appears akin to that of my friend.'







Global Citizen

Talal Abu-Ghazaleh
From Suffering
to Global Spotlight

Boards of directors Talal Abu-Ghazaleh joined as chairman or member

- Member of the Advisory Board of INSEAD Global Talent Competitiveness Index (GTCI), France (2017).
- Member of United Nations Social Impact Fund High-Level Advisory Board (UNSIF-HLAB), Switzerland (2017).
- Honorary membership conferred by the Kuwaiti Association of Accountants and Auditors (KAAA), Kuwait (2017).
- Special Ambassador, the World Tourism Organization (UNWTO), (2017).
- Member of the Founding Committee of the Council of Islamic Donor Institutions, Qatar (2016).
- Member of the Global Social Responsibility Ambassador of CSR Regional Network, Kingdom of Bahrain (2014).
- Member of the Bretton Woods Committee, USA (2014).
- Member of the Advisory Board of Hamdan bin Mohammed Smart University (HBSMU), UAE (2014).
- Member of the Advisory Board of the Global Talent Competitiveness Index (GTCI), France (2014).
- Member of the Council on Arab Relations with Latin America and the Caribbean (CARLAC), under the presidency of HE Dr. Leonel Fernandez, Former President of the Dominican Republic, UAE (2013).
- Member of the Royal Commission to Enhance the Integrity System, The Hashemite Kingdom of Jordan (2013-present).
- Member of the World Trade Organization (WTO) Panel on Defining the Future of Trade, Switzerland (2012).
- Member of the Festival of Thinkers, UAE (2011-present).
- Member of the International Advisory Board, University of Bahrain, Kingdom of Bahrain (2010-2011).
- Member of the International Advisory, E-City for King Hamad ibn Isa Al Khalifa, Kingdom of Bahrain (2009).

- Member of the Honorary Board Membership, Afro-Asian Peoples' Solidarity Organization (AAPSO), Egypt (2008).
- Member of the Board of Trustees, Arab Anti-Corruption Organization, Lebanon (2007-present).
- Member of the Executive Board, International Chamber of Commerce (ICC), France (2006-2009).
- Chair of the Board of Directors, UN Global Compact (UNGC), USA (2006-2008).
- Member of the International Consultative Board, the World Coalition, USA (2005).
- Member of the Board of Directors, King Hussein Foundation, The Hashemite Kingdom of Jordan (2005 - present).
- Member of the Advisory Board, Evian Group, Switzerland (2005-2009).
- Member of the Board of Directors, World Links Arab Countries Advisory Council, USA (2004-2005).
- Member of the Board of Directors, World Links Worldwide, USA (2003-2004).
- Member of the Board of Trustees, National Music Conservatory (NMC), The Hashemite Kingdom of Jordan (2003- 2005).
- Member of the Board of Trustees, King Hussein Cancer Center (KHCC), The Hashemite Kingdom of Jordan (2003-2006).
- Member of the Public Sector Consultative Group, International Federation of Accountants (IFAC), USA (2003- 2006).
- Member of the Advisory Board, Knowledge Economy Community, Development Gateway, World Bank, USA (2002- 2005).
- Member of the Advisory Board, Industry Advisory Commission, the World Intellectual Property Organization (WIPO), Switzerland (1999-2000).

- Chair of the Middle East Council, Center for Strategic and International Studies (CSIC), USA (1995-1997).
- Member of the Board, International Federation of Accountants Council (IFAC), USA (1992).
- Member of the Arab Thought Forum, The Hashemite Kingdom of Jordan (1988-present).
- Member of the Board, International Accounting Standards Committee (IASC), UK (1988-1990).
- Member of the Board, International Auditing Practices Committee (IAPC) of IFAC, USA (1987-1990).
- Member of the Board of Governors, Keck Center for International Strategic Studies, USA (1985-1988).
- Member of the Board of Trustees, American University of Beirut, Lebanon (1980-1982).

International Organizations & Institutions headed by Talal Abu-Ghazaleh

- Chair of the Talal Abu-Ghazaleh University College for Innovation (TAGUCI), The Hashemite Kingdom of Jordan (2017).
- Abu-Ghazaleh Honorary President of the Arab Commission for Satellite Broadcasting Board of Trustees.
- Honorary President of the Bosphorus Summit's Board of Trustees, Turkey (2017).
- Chair of the Arab Coalition of Services Industry (ACSI), Lebanon (2015).
- Honorary Chair of the Palestinian Association of Certified Public Accountants (PACPA), Palestine (2015-present).
- Chair of the CEO4Green, the Hashemite Kingdom of Jordan (2015).
- Co-chair of the UN Global Network on Promoting Digital Technologies for Sustainable Urbanization, USA (2015).
- Chair of the Honorary Council of the Consortium for Sustainable Urbanization, USA (2015).

- Chair of the Jordanian National Orchestra Association (JOrchestra), The Hashemite Kingdom of Jordan (2014).
- Chair of the Chinese Arab Economic and Cultural Forum, The Hashemite Kingdom of Jordan (2013).
- Chair of the Arab Economic Charter Task Force, The Hashemite Kingdom of Jordan (2013).
- Chair of the Arab Baltic Foundation for Business and Education, The Hashemite Kingdom of Jordan (2012 - present).
- Chair of the Research Center and Strategic Action, Switzerland (2012).
- Chair of the Jordanian Economic Observatory, The Hashemite Kingdom of Jordan, (2012).
- The Arab Coalition of Services Industry (ACSI), Qatar (2012).
- Chair of the Talal Abu-Ghazaleh International University (TAGI-UNI), Lebanon (2012).
- Chair of the Talal Abu-Ghazaleh University College of Business (TAGUCB), Kingdom of Bahrain (2012).
- Chair of the Supreme Advisory Committee, International Cooperation Organization, Turkey (2012-Present).
- Chair of the Economic Policy Development Forum (EPDF), The Hashemite Kingdom of Jordan (2011- present).
- Chair of the All for Palestine Initiative, France (2011-present).
- Global Challenges Forum, Geneva 2010-2011.
- Chair of the Arab States Research and Education Network (ASREN), Germany (2010- present).
- Chair of the Afro-Asian Knowledge Society Council, Egypt (2009).
- Chair of the United Nations Global Alliance for ICT and Development (UN-GAID), USA (2009- 2010).
- The encyclopedia of distinction and civilization, KSA, 2008.

- Chair of the Arab World of Internet Institute, USA (2008).
- Chair of the Arab Organization for Quality Assurance in Education (AROQA), Belgium (2007-present).
- Chair of the Board of Directors, UN Global Compact (UNGC), USA (2006-2008).
- Chair of the Business Action to Support the Information Society (BASIS), International Chamber of Commerce (ICC), France (2006-2008).
- Chair of the Evian Group-Arab Region (EGAR), Switzerland (2006-2009).
- Chair of Evian Group Governing Body, Switzerland (2006-2009).
- Vice-Chair, the United Nations for Information and Communication Technology, Task Force, USA (2006).
- Chair of the United Nations Global Alliance for ICT and Development (UN-GAID), USA (2009- 2010).
- Talal Abu-Ghazaleh Graduate School of Business (TAGSB), 2006.
- Chair of the Board of Trustees, Perspective Europe, France (2005-2007).
- Member of the International Chamber of Commerce (ICC), France (2007).
- Chair of the Arab Intellectual Property Mediation and Arbitration Society (AIPMAS), The Hashemite Kingdom of Jordan (2003-present).
- UN Information and Communication Technologies task force (UNICTTF) – US – 2004-2006.
- Chair of the International Chamber of Commerce Task Force (ICC TF) on Internet Governance, France (2003-2004).
- Chair of the Advisory Committee on Internet Governance, United Nations Information and Communication Technologies Task Force (UN ICT TF), USA (2003-2004).

- Chair of the Working Group on Human Resources and Capacity Building (HRCB) of the United Nations Information and Communications Technologies Task Force (UN ICT TF), USA (2001-2002).
- Chair of the Arab Regional Network of the United Nations Information and Communication Technologies Task Force (UN ICT TF), USA (2001-2004).
- Chair of the Commission on E-Business, Information Technologies and Telecoms (EBITT), International Chamber of Commerce (ICC), France (2001-2008).
- Chair of the Arab Internet Names Consortium (AINC), The Hashemite Kingdom of Jordan (2001).
- Chair of the Licensing Executives Society-Arab Countries (LES-AC), The Hashemite Kingdom of Jordan (1998-present).
- Chair of the United Nations Conference for the Development of Accounting Education, USA (1995).
- Chair of the United Nations Committee of Experts on Professional Qualifications Standards, Switzerland (1995-1998).
- Chair of the Middle East Council, Center for Strategic and International Studies (CSIC), USA (1995-1997).
- Chair of the United Nations Intergovernmental Working Group of Experts on International Standards of Accounting and Reporting (UNISAR), USA (1995-1996).
- Chair of the Affairs of the Modern Industrialized Nations and Developing Countries, the International Accounting Standards Committee, UK (1989-1992).
- Chair of the Arab Knowledge Management Society (AKMS), USA (1989-present).
- Chair of the Arab Society for Intellectual Property (ASIP); in consultative status with the World Intellectual Property Organization (WIPO), Germany (1987-present).

- Chair of the International Arab Society of Certified Accountants (IASCA), UK (1985-present); in consultative status with the U.N. Economic and Social Council (ECOSOC).

Publications of Talal Abu-Ghazaleh and his Group:

First: Dictionaries

- Talal Abu-Ghazaleh ICT Directory, Second Edition, 2013.
- Talal Abu-Ghazaleh IP Dictionary, Second Edition, 2013.
- Talal Abu-Ghazaleh Dictionary of Patent Terms, 2012.
- Talal Abu-Ghazaleh Collocations Dictionary, 2012.
- Talal Abu-Ghazaleh Legal Dictionary, 2012.
- Talal Abu-Ghazaleh ICT Directory, 2008.
- Talal Abu-Ghazaleh Accountancy & Business Dictionary, 2001.
- Talal Abu-Ghazaleh IP Dictionary, First Edition, 2000.
- Talal Abu-Ghazaleh English-Arabic Dictionary of Accounting, First Edition, 1978.

Second: Professional Publications

- Consulting Management book, 2015
- The Imperative of a WTO Reform Agenda, English version -Geneva (2013).
- Guide to Quality Control for small-and Medium sized Practices, Arabic version (2012).
- The Vest Pocket Guide to IFRS, Arabic version (2012).
- Guide to Using ISAs in the Audits of small-and Medium sized Entities, Arabic version (2012).
- Arab Certified Management Accountant (2012).
- WTO at the Crossroad, (2012).
- Leaders Outlook, TAG Graduate School of Business Magazine (2010).

- Accounting for International Fund (IF) Institutions, 2010.
- Islamic Capital Markets and Instruments, 2010.
- Islamic Banking and Takaful, (2010).
- Islamic Commercial Law, Arabic version (2010).
- International Financial Reporting Standard for Small and Medium- Sized Entities, 2009.
- The Licensing Executives Society International (LESI) Guide to Licensing Best Practices, (2007).
- International Financial Reporting Standards (IFRS) Workbook and Guide (Wiley, Arabic version) (2006, 2008, 2011).
- Guide to Corporate Governance, (2006).
- Anti-Money Laundering Guide, Arabic version (2006).
- Authorized Arabic “International Standards on Auditing and Code of Professional Conduct”, Arabic version (2001).
- Official Arabic Translation of the International Accounting Standards in the Public Sector, Arabic version (2005).
- Authorized Arabic World Intellectual Property Organization (WIPO) Intellectual Property Handbook: Policy, Arabic version -Law and Use (2005).
- Authorized Arabic translation of the “Guide for Legal Retention Period for the Merchant Books and Auditor Work Papers, Arabic version (2004).
- Authorized Arabic “International Financial Reporting Standards” (2003-2013).
- Authorized Arabic translation of “International Standards on Auditing and Code of Professional Conduct”, Arabic version (2001).
- Authorized Arabic “International Accounting Standards in the Public Sector” (2001-2013).
- Handbook of International Standards on Auditing, Assurance and Ethics Pronouncements, Arabic version (2001-2018).

- English Translation, “Intellectual Property Laws of the Arab Countries”, (2000).
- Authorized Arabic & English versions of “Accounting and Financial Reporting for Environmental Costs and Liabilities (1999).
- Authorized Arabic Translation of “Business Guide to the World Trading System” (1999).
- Authorized Arabic “International Accounting Standards”, Arabic version (1999, 2000, and 2001).
- Official Arabic version of “Business Guide to the World Trading System” (1998, 2000).
- Official Arabic version of the “International Standards on Auditing” (1998, 2001, 2002).
- Trademark Laws in the Arab Countries: Countries Guides, Arabic version (1998).

Third: Documentary Publications

- Talal Abu-Ghazaleh... Blankets Become Jackets, Selected stories from a life blessed with suffering, Manama, Bahrain, 2017.
- Blankets Become Jackets, in which Talal Abu-Ghazaleh narrates -in English- selected stories from his life, Amman, 2017.
- Talal Abu-Ghazaleh – The Right to Return, Amman, 2017.
- “Large Movements of Refugees and Migrants: Challenges for Sustainable Urbanization”, in collaboration with Consortium for Sustainable Urbanization (CSU) – New York, 2016.
- “The Future of Cities: An Integrated Approach to Urban Challenges”, in collaboration with Consortium for Sustainable Urbanization (CSU) – New York, 2016.

Photos of musical events sponsored by Talal Abu-Ghazaleh

- Patron, Palais Garnier, France (2016).
- Patron, Jordanian National Orchestra Association (JOrchestra) musical concerts, The Hashemite Kingdom of Jordan (2014-Present).
- Patron, the Second Modernity: The Artistic Collaboration of Fairuz and Ziad Rahbani Conference, Anis Makdisi Program in Literature, American University of Beirut (AUB), Lebanon (2006).
- Patron, Walid Gholmieh Symphonies (2006).
- Patron, Private Concert by Ramzy Yassa and Ghada Ghanem, UK (August 2004).
- Patron, L'Association pour le Rayonnement de l'Opéra national de Paris (AROP), France (2004-present).
- Board of Trustees and Chair, National Music Conservatory (NMC), The Hashemite Kingdom of Jordan (2003-2005).
- Patron, Lebanese National Symphony Orchestra (LNSO), Lebanon (2003-present).
- Patron, l'Opéra de Paris, France (2001-present).
- Patron, Private concert by the Mozarteum Orchestra of Salzburg, Austria (2000).
- Patron, 28th General Assembly for the International Music Council, The Hashemite Kingdom of Jordan (1999).
- Patron, TAGO Golden Jubilee Concert, UK (1997).
- Patron, Private concert by Ramzi Yassa, USA (1994).
- Patron, Freunde der Salzburger Festspiele, Austria (1976).

Awards and honors for Talal Abu-Ghazaleh

- Honorary Ph.D. in Management and Economics, Jerash University, The Hashemite Kingdom of Jordan (2016).
- Honorary Ph.D. in Business Administration, Mutah University, The Hashemite Kingdom of Jordan (2015).

- Honorary Ph.D. in Human Arts, Bethlehem University, Palestine (2014).
- Honorary Ph.D. in Arts, Canisius College, Buffalo, USA (1988).
- Decoration of Creativity in Innovation and Digital Transformation from Regional Do-nor Organizations, the Technical Creativity in Charity Work Conference, Bahrain (2016).
- Decoration of Independence of the First Order by His Majesty King Abdullah II bin Al- Hussein, Raghadan Palace, The Hashemite Kingdom of Jordan (2016).
- Decoration of Legion of Honour (Chevalier de la Légion d’Honneur), France (1985).
- Decoration of the Republic of Tunisia by H.E. President Habib Bourguiba, Republic of Tunisia (1985).
- Decoration of Independence of the Third Order by His Majesty the Late King Hussein bin Talal, Raghadan Palace, The Hashemite Kingdom of Jordan (1967).
- The Gold Award for Sustainable Development, and the United Nations Commissioner for the Advancement of the United Nations’ Goals for Sustainable Development 2030, Oman (2016).
- Decoration of Enhancing the Sino-Arab Relations by HE Mr. Xi Jinping, President of the People’s Republic of China (2016).
- The Worldwide Alumni Association of AUB (American University of Beirut) Distinguished Alumnus Award for 2016, Lebanon (2016).
- Honorary Award for recognition and acknowledgement of the strong partnership with the United Nations Development Program, The Hashemite Kingdom of Jordan (2016).

- the World Famous Opera House “Palais Garnier” in Paris posted the name of Talal Abu-Ghazaleh on one of the main Chandelier post at the “Ramp de l’Empereur” at its entrance.
- Abu-Ghazaleh Corporate Social Responsibility Awards launched by CSR Regional Network for his efforts in social initiatives, Kingdom of Bahrain (2014).
- Visionary Leader Award from the Asian Education Leadership Awards, UAE (2013).
- Honorary Shield, presented by Kuwait Prime Minister His Highness Sheikh Jaber Al Mubarak Al-Hamad Al-Sabah, Arab Award for Media Creativity in the Arab Media Forum, Kuwait (2012).
- Man of the Year Award from the Palestine International Institute, The Hashemite Kingdom of Jordan (2012).
- Award of “Arab ICT Personality” of the Year 2010 from Union of Arab ICT Associations, Kingdom of Bahrain (2010).
- Honorary Award, presented by the Arab Federation for the Protection of Intellectual Property Rights (AFPIPR), The Hashemite Kingdom of Jordan (2009).
- Honorary Award, presented by the International Lifetime Achievement Award, Dubai - UAE (2008).
- Honorary Award, presented by the IP Hall of Fame Academy, Chicago - USA (2007).
- Al Jazeera Award for Lifetime Achievement, presented by Al Jazeera Network, Qatar (2004).
- Gold Mercury International Award from His Royal Highness Prince Khalifah bin Salman Al Khalifah, Kingdom of Bahrain (1978).

About Jafar Al-Oqaily

- Jordanian writer, editor, and media personality.
- Executive Affairs Manager at the Jordanian newspaper “Al-Rai.”
- Co-founder of “Now Publishers and Distributors,” Jordan.
- Member of Jordanian Writers’ Association, Jordan Press Association, Jordanian Narratives Lab, Jordanian Publishers Union.
- Author of several books (in Arabic), including:

Books:

1. “Sufficient Distance” - Short stories, 2018.
2. “Talal Abu Ghazaleh: From Struggle to Global Spotlight” - Biography, 2017.
3. “Mohammed Al-Amin Al-Shanqiti: The Educator, Activist, and Reformist Diplomat” - Study, 2016.
4. “Kommestair” - Short stories, 2015. (2nd edition, 2017. 3rd edition, 2018.)
5. “Settling Scores” - Short stories, 2014.

6. "A Spring in Amman" - Short stories, 2011. (2nd edition, 2013.)
7. "On the Way to Them" - Conversations with writers from Jordan and Palestine, 2010.
8. "Horizon of Experience" - Arab dialogues in literature, thought, and art, 2010.
9. "Unwelcome Guests" - Short stories, 2002. (2nd edition, 2014.)
10. "Rituals for Fire and Other Rituals for Ashes" - Poetry, 1995.

“ Suffering might turn
into a blessing if you set
your mind in the right
direction and decide that
excellence is the only way
to escape. ”

~ Talal Abu-Ghazaleh ~

Talal Abu-Ghazaleh

From Suffering to Global Spotlight

"From Suffering to Global Spotlight" by Jafar Al-Oqeili, initially released in 2017 in Arabic by Alaan Publishers and Jordan Press Foundation (Al-Rai), offers a profound portrayal of H.E. Dr. Talal Abu-Ghazaleh's transformative odyssey.

This biography navigates through the significant crossroads of his life, commencing from the struggles of a refugee child to ascending the global stage as a distinguished "knowledge worker."

The book delves into the core of Dr. Talal Abu-Ghazaleh's life philosophy, spotlighting his conviction that adversity serves as a platform for seizing opportunities when approached with the right perspective. His life narrative is a testament to his unwavering commitment to showcasing Arabs as significant contributors to the march of human civilization, transcending mere rhetoric.

It is worth noting that Dr. Abu-Ghazaleh's accomplishments are not the mere outcomes of wishful thinking; they stem from his tireless dedication, inviting admiration from across the spectrum. His remarkable journey has served to reframe the image of Arabs, dismantling stereotypes and reinforcing his role as an inspiration.

The biography encapsulates a story of accomplishment that surpasses personal narrative, standing as a beacon of hope for generations to come. It weaves a tapestry of challenges, experiences, and aspirations, resonating with readers on multiple levels and fostering determination among new cohorts, reminding them that despite hardships, transformation, and success are possible.

E-BOOK



Al-Rai Center
for Studies