

# Letter

Hugo Merckx

looking for a tantalizing opportunity

Update 25/6/2018 :

exploring C++ and perfecting PHP

Update 2018 : exploring Behavioral Economics

(pro marketing versus economists, also see Environmental Psychology)

New 2018 : creating promotional films

© CongoLatino, Film Designer

Excuse me that the following must seem incredible. However, 60y and a life of theoretical and practical interest, and learning, and a broad interest, and a discomfort with only 'routine' must yield something like this.

Now that the advance in A.I. is beginning, it will show that this resume/CV isn't even extraordinary.



BIOLOGICAL AGE <>

CHRONOLOGICAL AGE



So,

being a problem solver ; see informatics, creating a production-chain, CV! solving all, being an applied data analyst ; see suitcase, see my gardens, see test-analysis, being a man-environment specialist ; see environmental psychology (\*), ergonomics, ... , being a conflict handler ; see latest successes, like PIPP, and before and suitcase.

So, in reality;

- how does one relate to the others, towards him(-) or herself (psychology),
- how does one use tools, operates machines etc. (ergonomics, also in informatics),
- how does one act in a certain environment  
(environmental psychology, architecture, city planning),
- how does one relate to nature (gardens, human ecology)?

Can this be a rather unique combination?

Also I was subscribed to the (\*) Journal of Environmental Psychology (Elsevier Publ.), and I read a lot of ergonomic articles (Taylor & Francis), and much more (see below).

- I'll be happy to assist as a conflict handler/advisor, HR consultant, in executive search.
- Or B2B sales, district manager, area sales manager,
- Or IT-specialism as when it relates to users / customers. There is still much to do.
- Or private firms presenting projects in the arrangement of territories, parks, gardens ....
- Or I can combine this in running a supermarket, ...

(see also my proven interest in food, hygiene, heath)

Not only as employee, also can be an expert consultant, a freelance, an expat.

Keep in mind, I am a keen observer (see also my interest in films and study therein), and I relate everything to what it brings towards the users.

I, we, want to move to the place where this opportunity lies.

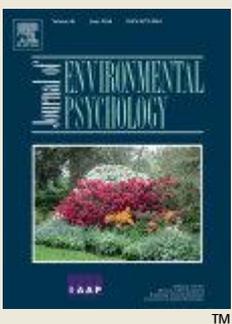
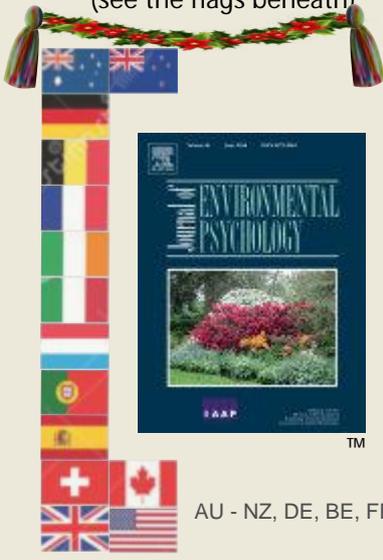
And I hope that what follows is the proof of this combination of capacities, interests :

What do I also seek?  
As a master++  
but no demand for high  
payment. **Make me an offer!**

- To learn, to continue staying creative, mentally and physically.
- To get enthusiastic and having to solve the problems that arise.
- To teach, to manage a vast retail space.
- To manage (as an equal part of) a group, that has to perform better than the sum of the members.
- To be a counsel in manier fields.
- To be a negotiator based on facts and/or data and/or committing writings.

How?  
 Salary, part-time,  
 self-employed, on call

Where?  
 Western Europe,  
 Canada,  
 USA (?), Australia, ...  
 (see the flags beneath)



AU - NZ, DE, BE, FR, IE, IT, LU, PT, ES, CH - CA, GB - US

(\*) Journal of Environmental Psychology

Research Areas Include:

- Perception and evaluation of buildings and natural landscapes
- Cognitive mapping, spatial cognition and wayfinding
- Ecological consequences of human actions
- Evaluation of building and natural landscapes
- Design of, and experiences related to, the physical aspects of workplaces, schools, residences, public buildings and public spaces
- Leisure and tourism behavior in relation to their physical settings
- Meaning of built forms
- Psychological and behavioral aspects of people and nature
- Theories of place, place attachment, and place identity
- Psychological aspects of resource management and crises
- Environmental risks and hazards: perception, behavior, and management
- Stress related to physical settings
- Social use of space: crowding, privacy, territoriality, personal space

(for all free to check :  
<http://www.sciencedirect.com/science/article/pii/S0272494416300998>)

Resume /  
 Curriculum Vitae

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**planning to move  
 in ? (since 2014) till 2019  
 L' Ardenne bleue (BE)**

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"The pioneers get the  
 arrows and the  
 settlers get the land"

may 22, 2018



New : creating promotional films



articles on people & society

care - administration - effort draft (nl)

**NEGOTIATOR : CONFLICT MANAGEMENT**

**also based on ± 2 years university assistant conflict management**

ongoing



Law ruled actions & environment : excellence  
 2017 : 4 government agencies and government  
 Dutch law and jurisprudence, Belgian law ;  
 correcting governments and lawyers  
 from 2012 to (hopefully ending) 2017



this with no formal education as a lawyer, nor law, nor jurisprudence  
 man against man : excellence

Primus Inter Paria Pares (PIPP) 2011-2013 - now

Defending the interest of hunted poor people, by firms, schools, bailiffs, other organisations.  
 Success rate? 39 wins in 41 with one the client refusing to attend to court (I'm no lawyer),  
 this in continuation of successful negotiations with bailiffs and notaries from 2008 on.  
 I'm a tough negotiator but friendly and very patient

Latest !  
 ERP doctor, intense  
 psychological counsel,  
 5 to 6 hunters checkmate,  
 suitcases!

- school : mathematics
- film director (1y)
- master industrial psychology & ergonomics (4y)
- human ecology (2y), with study of living in Brussels = environmental psychology



**GARDENS & PARKS of Eden** : innovation & excellence  
 (from 25m<sup>2</sup> up to 3200 m<sup>2</sup>)(good for all living creatures  
 starting from still young, intensified since 1992  
 7 projects; Belgium, the Netherlands (coaching M & A)

high  
**COMPLEXITY**  
 data-analysis  
 working with living things &  
 beings that change,  
 interact and evolve  
 according to their own rules  
**complex statistical degrees  
 of freedom**  
**a youngster still must learn**



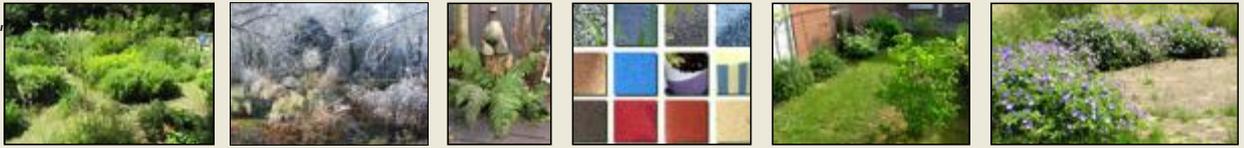
designing; implementing; improving  
 Innovation of the year : Tuinen van Appeltern 2007 (plants-pots)

designing a production line, setting it up, making it work  
 excellent innovation, in 2013 destroyed by 2 punishable civil servants.

ref. dendrology, geo. arboretum Tervuren (B, a beauty), top British designers, Royal Hortical Society  
 look at it together with my specialization in environmental psychology!

extra courses

- special master informatics (Modula 2, 1987)
- horeca, management, webdevelopment, painting, plastering, bookkeeping, floors (1995 - 2003), electricity, timber (2008)



assitant KUL (Louvain)

- statistics : aiding students to obtain their master degree (mainframe, Apple II)
- conflict-management, power relations in companies
- study of drunk driving
- some time befriended with a psychiatrist (f.e. a case of aggression)

work

ITC : evaluating candidates

ETAP : testing and evaluating new personnel, analysis of relationships between divisions, as a coordinator

Independant software producer

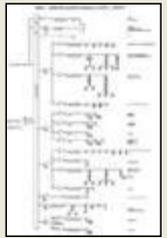
other employers

- university (1980-1984)
- D.Products (2000)
- Econocom (2001, team leader)
- Médecins du Monde (bénévole, 1y.)

previous



[articles on nature, landscapes](#)  
[articles on constructs & technics](#)



**CONSTRUCTIONS** constraints :

excellence in construction (2001 - )  
 low level courses on painting, plastering, floors, timber, electricity, but challenging, and an eye-opener!  
 also practice until today :



The plan for electricity was so popular on my website, it's good for Belgium and the Netherlands and I was a team leader

medium COMPLEXITY data-analysis



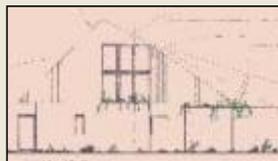
working with materials that interact, and change periodically due to (mainly) external factors  
 f.e. wood-masonry, iron - concrete  
**some statistical degrees of freedom a youngster can be an apprentice**

construct possibilities : extraordinary approved designing my house (1987), no education as an architect, designer

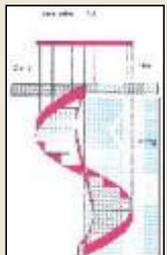
With 'moving tops' (3 tops shifting relatively when walking or driving past).

These days with focus on insulation and solar power, it would be grand!

What a missed opportunity to set a remarkable example, hopefully trend.



now :



© interior architect

**COMMERCE** commercial environments :

shop coaching (health food, in cooperation, 1996-2000)  
 restyling the product range and shop interior, boosting commerce

Horeca (hotel-restaurant-café),  
 kitchen for brasserie,

making a plan for a good functioning inhouse hotel laundry service (1996)



[articles on food, health, hygiene, commerce, economics](#)



**INFORMATICS**: innovation & excellence (2000),  
 developer and systems engineer

ESN Media Tervuren (ICT magazine for business, didn't survive)  
 application (software) in Delphi 5 and ASP  
 to get the resellers inputting their 'breaking news',  
 so the program would automatically place it on their server,  
 and every paying webpage could show it, adblocker resistant.

low COMPLEXITY data-analysis





6 months: The European resellers still wanted all only on paper.  
 Also, what a pity, we were forerunners in web-advertising,  
 from text to picture to video, it's technically a small step.  
 The 2 Americans (bosses) and I.

in Pascal, Delphi, ...  
 logical and mathematical  
 but stable, dead,  
 the code survives unaltered  
**no statistical degrees of freedom**  
**a youngster can excel**

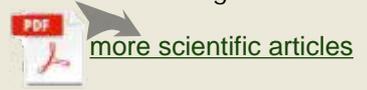
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 websites (2001-2014, php)  
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'modern' tools : innovation & excellence  
 1985-1992 (Etap NV, coordinator and as independant)  
 A totally open software (now the ugly 'app'-word is used) for tablet and screen.  
 Allowing 90% of known psychological tests, including some graphical ones.

Real time in depth analysis given, allowing immediate feedback.  
 Input : also writing the drivers for tablet and clickable (touch-)screen, in color (HP, 30 years before conservative Apple),  
 what's only now the standard, mouse.

Broken by a divorce ,  
 and unwilling competition (BE & NL) vowing to one app-one test, no real analysis, no tablet, no drivers developed, ...  
 ETAP was also a forerunner with the K30-system in construction (houses), and in which I also got involved.

**TRAINING** : some remarks  
 excellence



university; industrial psychology, master ergonomics (1975-1979)  
 promotor 18/20, statistician 17/20 (Fortran programming on mainframe), **other one 13/20 (unfamiliar with topic,method).**  
 Just missing being an university-assistant, would become a great professor, would still love it.

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 (Film, one year, 1974-1975)  
 still a good photographer (plants etc),  
 now making remarkable movies with Xperia  
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excellence (-1974)  
 school ; mathematics ; not learning the lessons ;  
 Solved a proof by proving first something we had not yet seen.  
 Wanted to study pure mathematics at the university, everybody advised against it,  
 because of the lack of job opportunities afterwards! And now?

languages :  
 - English  
 - Français (langue préférée)  
 - Nederlands (moedertaal)  
 - Deutsch (bases)

Software mostly used :  
 Xara Designer (**this**)  
 Photoshop  
 Soda PDF  
 PDF Sam  
 Goldwave  
 spreadsheet,  
 word processor  
 ACDsee, **Editpad**, ...

What do I read ?  
 BBC News (my homepage)  
 New Scientist (subscr.)  
 Royal Hortical Society (subscr.)  
 Le Soir (subscr.)  
 De Standaard (?)  
 Journal of Environmental Psychology (subscr.)  
 The Economist, ...  
 Et j'écoute PureFM (**seulement**)

some things : - mastered a deep bereavement (daughter) (2003-2006)  
 now what existential angst really means  
 - being out of work gave room to set up new experiences  
 - 20 (sum) years and ongoing ; excellent socializing of animals  
 (horses, dogs, cats, rabbits, ...)  
 - 10 years informal care for my mother (2005-2014)



(continued)  
 also subscribed to the Plantsman<sup>TM</sup>, the Garden<sup>TM</sup> (The Royal Hortical Society<sup>TM</sup>, also landscapes),  
 also already years member of a dendrologist society (trees and shrubs in landscapes),  
 more than 25 years at home in the 'landscapes' geographical arboretum of Tervuren),  
 and am a scientific ecologist (f.e. natura 2000 codes 3260, 6430, 7140).



I don't strive for being the greatest, it's together that we  
 accomplish more.  
 It is the shared goal that matters, not the "me!"

martial arts legend Bruce Lee :  
 "Be like water making its way through cracks.  
 Do not be assertive,  
 but adjust to the object,  
 and you shall find a way around or through it"



**For my positive and economic view on ergonomics, it's on my [web CV](#)**

"The pioneers get the  
 arrows and the  
 settlers get the land"

