

INTERNATIONAL FEDERATION OF TREKKERS

IFT ACADEMY



THE FERENGI

BY

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Printings

Original Edition.....October 2006

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Introduction:

The Ferengi are a space-faring humanoid species native to the planet Ferenginar. Ferengi civilization was built on the ideals of free enterprise, where all other goals were subjugated to the pursuit of profit. Their governing body known as the Ferengi Alliance was formed over a period of ten thousand years, beginning with the establishment of a system of currency, to their purchase of warp technology, and finally to its current state in the 24th century. This course will discuss the Physiology of the typical Ferengi. The Society and Culture include in-depth discussion of the religion of the Ferengi, the role of women in the Ferengi Society, the current Ferengi Standard Language, and some history of the Ferengi Alliance including the Position of the Grand Nagus, leader of the Ferengi.

Physiology:



On average, the Ferengi are shorter than Humans are. They have orange-colored skin, enlarged skulls, wrinkled noses, and sharp teeth. Internally, they have ascending ribs and upper and lower lungs, as well as an unusual four-lobed brain that cannot be read by telepathic species such as Betazoids. Ferengi physiology is similar to that of the Dopterians and Kobheerians, of which they are distant relatives.

The Ferengi's most distinguishing feature is their large ears (called "lobes"), which give them extremely acute hearing. The lobes of the Ferengi male are larger of the race. The sensitivity of the ears also makes them vulnerable to pain and other

problems, including severe infections of the tympanic membrane, which, if left untreated, can become fatal.

The Tympanic Membrane:

In Human anatomy, the tympanic membrane is the connective tissue between the external and middle auditory canal. It protects, and transports sound waves, to the inner ear. In humans, the tympanic membrane is also known as the eardrum.

In Ferengi anatomy, the tympanic membrane is believed to perform the same function as its human counterpart. When it is infected and left untreated for more than three weeks, a Ferengi can die from it. A massive infection of the tympanic membrane is a chronic condition among Ferengi.

The infection itself is painful for a Ferengi and can cause dizziness. It can even cause a Ferengi to faint when treatment is postponed too long. Although some Ferengi have household remedies to treat the infection themselves, Grand Nagus Rom tried one of Ishka's (his mother), but it did not work, medical attention is needed to cure it completely.

For Ferengi, the tympanic membrane can also be stimulated with the help of a feather. This is known as a Tympanic Tickle. When performed by an amateur the feather can be stuck and medical attention is needed to remove it. Antibiotic is needed to prevent infection of the membrane.

The Ferengi Heart:

The Ferengi heart rate is much faster than that of a Human. When Lieutenant J.G. Nog, Grand Nagus Rom, and Quark (Owner of Quark's Bar, Grill, Gaming House and HoloSuites Arcade, of Station Deep Space Nine) were sent back to 1947 and analyzed by Human doctors, one of the medics commented on Quark's heart rate, "If you were Human, I'd say you just suffered from a heart attack."



© Quark, Grand Nagus Rom and Lieutenant JG Nog on Earth Circa 1947

The rainy climate of the Ferengi homeworld and low-order invertebrate of Ferengi cuisine would seem to suggest a species that evolved as foragers living close to the ground.

Ferengi Beliefs:

Though it may seem at odds with a culture focused so exclusively on material existence, the Ferengi have a fairly robust and detailed religious life, even if the central philosophy behind the religion is relatively simple. Like everything else in

their society, Ferengi religion revolves around the central concepts of profit and the accumulation of wealth.

Ferengi spirituality flows largely from their belief in the universe, as bound together in the Great Material Continuum. The Great Material Continuum is a spiritual term used to describe the binding force of life and material in a universe with "millions of worlds, all with too much of one, and not enough of the other".

Similar to the economic law of supply and demand, the Continuum is described metaphorically as a river. In this metaphor, the current of the river flows from those who want to those who have. Truly, a mercantile system, the amount of wealth and material in the continuum is finite; not everyone can accumulate indefinitely, material taken from one area must be replaced or paid for through another means. This in turn means that the successful interpretation to the wants and needs of others is essential to navigating the "Great River" of the Continuum. It also stresses the explicit materialistic life-view of the Ferengi: success in interpreting the needs and wants embodied by the Continuum is entirely based on the wealth and material accumulated, and not by benevolent gestures of compassion or good will espoused by other species.

A skilled Ferengi, one who applies the Rules of Acquisition and profits by them, is said to be one who navigates this river while avoiding the many obstacles and pitfalls inherent to such a life. If the Ferengi navigates the river successfully, he accumulates wealth along the way, gathering it throughout the Continuum. This in turn leads to a profitable life, which is rewarded in the afterlife by access to the "Divine Treasury"; failure is punished by banishment to the "Vault of Eternal Destitution".

Ferengi are taught about the Continuum from an early age and it may be their first indoctrination into the profit-driven existence of that culture. Lieutenant JG Nog once stated, "On Ferenginar, we learn about the Continuum while we still have our first set of ears"

(Authors note: It should be noted that it is not known if this statement was to be taken literally or figuratively. It should also be noted, that this was one of the rare moments that a Ferengi referred to his lobes as ears.)

Cultural development:

The Ferengi culture has roots similar to that of the many other species, filled with wars, violence and greed. However, Ferengi managed to avoid many of the worst aspects of an evolving culture and their social history is notable for the absence of atrocities such as slavery or genocide, a distinction the Ferengi feel makes them morally superior. Ferengi culture slowly grew out of its early stages by introducing a remarkable economic system that developed from early bartering systems to become one of the leading cultures in interstellar commerce.

While most cultures idolize warriors or politicians, the Ferengi idolize Businessmen, who have been the pillars of Ferengi society, for the last 10,000 years. This

tendency led to the slow merging of business and political fields in Ferengi culture and that influence is evident in the near universal application of the Rules of Acquisition as both a personal and financial code of ethics.



The Rules of Acquisition provide advice that all good Ferengi should follow in order to lead a profitable life. For example, the first Rule of Acquisition is "Once you have their money, you never give it back".

In addition to the Rules, the Ferengi also recognized the Five Stages of Acquisition: infatuation, justification, appropriation, obsession, and resale. They also recognize these traits in other species; Earth's Wall Street is regarded with near-religious reverence by Ferengi. Though its importance among humans has long since passed out of relevance, the Ferengi who first visited Earth treated Wall Street with great reverence akin to a sacred site. The economically obsessed species would often visit Earth to make pilgrimages there.

The drive for individual gain in Ferengi society has led to inventions that have spread across many species of the galaxy. Examples include such diverse items as holosuites, synthehol and the popular drink, Slug-o-Cola. The primary slogan of Slug-o-Cola has remained unchanged since the 2070s: *"Drink Slug-o-Cola! The slimiest cola in the galaxy!"*

Role of Women:

The traditional laws of the Ferengi were highly sexist and patriarchal by contemporary standards. Unlike the Federation, Romulans, and even Klingons societies, all Ferengi females are barred from most aspects of society, including politics and business. Laws and traditional social values relegated Ferengi females to the status of second-class citizens. In addition to being forbidden to earn profit and own property, Ferengi females are not allowed to wear clothes, leave their homes without male escort, or speak to strange males. Their role as caregiver to the male children of a family was strictly defined. Mothers were expected to teach their children the Rules of Acquisition, and to soften their male children's food by chewing it for them.

However, by the late 24th century, females made up 53.5% of the Ferengi population and some Ferengi began to realize that exclusion of females from business represented a significant loss of profit opportunities. A movement, led by Ishka and, through her influence, Grand Nagus Zek, developed with the goal of reforming cultural traditions that had excluded women. Initial progress toward this goal seemed less than promising, but by 2375 with the ascension Rom to the position of Grand Nagus, the likelihood of further reforms seemed inevitable.

Rituals & Traditions:

Male Ferengi are introduced to the world on their Naming Day, one of the few Ferengi ceremonies that include a tradition of bestowing (free) gifts on someone.

The Ferengi Attainment Ceremony was the time in Ferengi tradition that an individual became old enough to make his own decisions. A young Ferengi about to embark on his first significant business opportunity may auction off personal items that have strong sentimental value in order to raise capital for his venture.

Ferengi Greetings:

Ferengi greet one another by putting their wrists together, hands apart, and fingers curled inward, equivalent to the old Human custom of shaking hands. On the other hand, when agreeing upon a deal, the two Ferengi place the back of one hand against that of the other, and pull it away to the side quickly, as if to signify mutual distrust and understanding.

Ferengi acting in some form of service or submission was commonly known to bow very slightly, face up, and makes the same hand gesture used in greetings. The cultural connotations of displaying open hands are echoed again in the "obscene" gesture of a person waving empty hands above one's head.

A Ferengi entering another Ferengi's home is required to pay an admission fee of one slip of Latinum per person. One must also sign a waiver acknowledging responsibility in the event that something goes missing following one's visit. A traditional greeting in such situations has the resident Ferengi welcoming the visitor to his home and reminding him "My house is my house", to which the visitor replies, "As are its contents".

Ferengi Food:

Traditional Ferengi cuisine consists largely of slugs, insects, grubs, and other creatures Humans would call "bugs". Many partake in the beetle snuff habit, snorting a fine powder of dried beetles. In one instance, Jake Sisko told Nog that he was helping his girlfriend who was studying to become an entomologist, to which Nog replied, "What's an entomologist?" Jake replied "Someone who studies bugs." Nog misunderstanding replied "Ohhh! She wants to become a chef!"

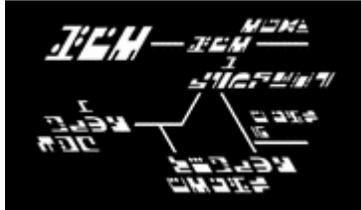
Ferengi oo-mox Rituals:

According to traditional Ferengi beliefs, the hammer represents sexual prowess. Actual sexual practices of Ferengi are not well known but *oo-mox*, manual stimulation of the lobes, is widely practiced and can be performed by non-Ferengi, and the tympanic tickle, which was discussed earlier in this course. In accordance with their male-dominated society, it is not unusual, for a Ferengi to have female servants who perform *oo-mox* for him in public as a means of pleasure and to communicate his status by overtly demonstrating that he can afford such luxuries.

Ferengi Cosmetic Enhancements:

Appropriately, for a materially obsessed species, the Ferengi have a demonstrated interest in cosmetic enhancements by way of tooth sharpeners and surgical procedures such as Lobe enlargements to accompany the usual conspicuous displays of wealth.

Interestingly, the Ferengi do not seem to make much use of modern technology to straighten their teeth. The one exception to this is a tooth sharpener, which, is a small hand-held device with a cylindrical grinder at one end. The grinder rotates at high speeds which when applied to the edges of a tooth it sharpen it. Most Ferengi use this to sharpen their teeth. The other option for a Ferengi to use is a Chew stick, which is a lot less effective and more inexpensive.



Language:

The Ferengi written language resembles a flow chart in appearance with 60-degree angles and text most commonly emanating outward from a central hexagon. The hexagon may remain fixed, possibly denoting subject or tense, as the text around it flows, branches, expands

and changes.

Because of the extremely rainy climate of their homeworld, the Ferengi have 178 different words for rain in all its various forms.



Conversely, there are no Ferengi words for crispy, as the condition is largely unknown to them. There is also B'Zal, a Ferengi code that uses patterns of light and darkness. Some have said that this is similar to the old Earth use of Morse code, to communicate a message.

There is a list of Ferengi/Federation Translations at the end of the course.

Government:



Official symbol of the Ferengi Alliance

The Ferengi Alliance is the main political body of the Ferengi. It is dedicated to the promotion of profit and commerce and is overseen by a Grand Nagus. The Nagus' power is supported by both the Ferengi Bill of Opportunities as well as the Rules of Acquisition.

The Ferengi Commerce Authority or FCA is an agency of the Alliance concerned with business practices and the enforcement of trade under the Ferengi Trade By-Laws. Agents of the FCA are known as Liquidators and are governed by the Board of Liquidators.

The Board of Liquidators was the ruling board of the Ferengi Commerce Authority, composed of 432 commissioners. Among their powers is the ability to confirm or reject the appointment of a new Grand Nagus.

Additional government institutions include the Ferengi Gaming Commission, Ferengi Health Commission, and the Ferengi Trade Mission.

Generally, the Ferengi Alliance stays neutral in the politics of the galaxy, since the Ferengi are solely interested in profit and making enemies diminishes business opportunities. In the spirit of free enterprise, most Ferengi business ventures are made without the knowledge of the government. As a result, while a number of hostile conflicts occurred between the Federation and the Ferengi in the 2360s, the Ferengi Alliance itself was not held responsible.

The importance of business is felt even in Ferengi government, as powerful businessmen can easily become powerful political figures representing their companies the way states or worlds are represented in most other cultures.

The neutral tendencies of the Ferengi and their government are evident in the 34th and 35th Rules of Acquisition: War is good for business and Peace is good for business. Counter to intuition, this neutral status often enhances the influence of the Ferengi Alliance in the galaxy. By positioning themselves as interested only in commerce, not only do Ferengi manage to avoid being embroiled in larger conflicts such as the Dominion War they also make themselves available as intermediaries. Ferengi trade representatives may often accompany other governments on diplomatic missions where trade negotiations may serve to open the door to more extensive relations between trade partners who might otherwise have difficulty doing business because of the political climate.

In keeping with their neutral tradition, the Ferengi do not maintain a standing military force and are generally considered ineffectual in most military matters. However, the role of Daimon in Ferengi commerce is a quasi-military rank and the Alliance does provide the use of starships, notably the D'kora class-Marauders, for the purpose of mercantile exploration and, in some cases, defense of business interests.



The Grand Nagus:

The Grand Nagus is the leader of the Ferengi Alliance. He is both the political leader of the race as well as the economic leader. Virtually all decisions that affect the Ferengi must meet the approval of the Grand Nagus whose power is supported by the Ferengi Bill of Opportunities and backed by the Board of Liquidators.

The Nagus's offices are located in the Tower of Commerce, which is the largest and tallest building on Ferenginar where he presides over the Alliance from the Chamber of Opportunity. Petitioners regularly seek to speak to the Nagus to solicit advice on business ventures and decisions. In doing so, they are required to pay their respects, literally. After doing so their petition is summarized by the First Clerk before the Nagus reaches a decision.

The Tower also houses the offices of the Ferengi Commerce Authority. Liquidator Brunt had his offices in the Tower of Commerce until he was ejected from his job in 2373.

On Ferenginar, some criminals and financial deviants are taken by the FCA to the top of the spire of the Tower of Commerce and shoved off to plummet into the Sacred Marketplace, which houses several important government buildings. The Marketplace is central to the conduct of Ferengi business and several traditional rites including criminal punishments.

Criminals and other deviants are often thrown from the spire of the Tower of Commerce and land in the Marketplace. Crowds may gather to watch the execution and gamble on where the victims will land. Smaller crimes may be punished with public humiliation that includes being hanged in the marketplace by the lobes.

Nagal Residence

The Nagus resides in the Nagal Residence, which is a gigantic, lavishly appointed home for the Ferengi Grand Nagus. It is located in the capital city of Ferenginar, with a view of the Tower of Commerce. It is said that even the waste extraction fixtures are plated with Latinum.

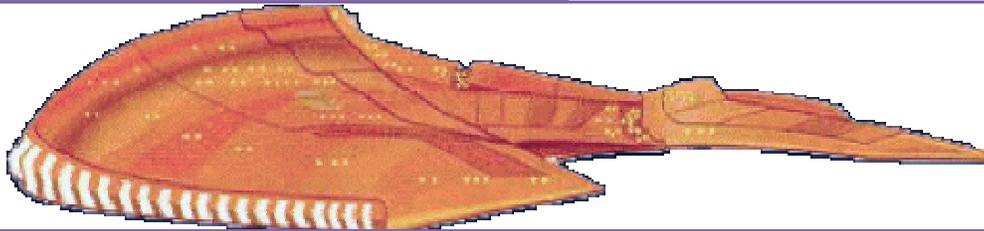
Some of the staff of the Grand Nagus includes the official messenger of the Grand Nagus "The Grand Proxy", and the personal financial assistant of the Grand Nagus "The First Clerk"

Historic Grand Nagus of the Ferengi Alliance
Grand Nagus Gint (Enlightened prophet of greed)
Grand Nagus Yost
Grand Nagus Smeet (Smeet the obvious)
Daimon Vurp (Vurp the inevitable) a military dictator
Grand Nagus Twim
Grand Nagus Zek
Grand Nagus Rom
<i>THESE ARE SOME OF THE OTHER GRAND NAGUS BUT ARE OUT OF ORDER</i>
Grand Nagus Frek
Grand Nagus Brolok
Grand Nagus Untz
Grand Nagus Oblat

The Ferengi D'kora Class Marauder

The Ferengi have but one class of vessel for a military fleet and that is the D'kora class-Marauders, for the purpose of mercantile exploration and, in some cases, defense of business interests.

Type	Heavy cruiser
Length	487 meters
Beam	440 meters
Draft	115 meters
Mass	Unknown
Crew	450
Speed	Warp 9.6
Armaments	2 disruptor cannon disruptors
	1 plasma spread emitter unknown missiles
Defenses	Deflector shields



ESTABLISHED WORDS

oo-mox	Massage of the ears, a sexual practice. There is no non-Ferengi translation for the word.
DaiMon	Rank given to one in charge of a starship; roughly analogous to Federation Captain.
Nagus	Title of authority; esp. Grand Nagus, leader of the Ferengi Alliance. This is, presumably, an English translation, as certain Earth leaders (i.e. those of Ethiopia) have also borne the title of Nagus.
Gooblatrupyob	Phrase literally meaning "Bank account without Brains", idiomatic meaning; alien, foreigner
Moogie	Mom or mother
Yop	I
Yop-im too	I'm sorry
Gren	You
Neep-gren	Thank you
Yoba	Brother
Rain	There are 178 different Ferengi words for rain
glebbling	an especially severe rainstorm

SPOKEN FERENGI FROM THE 24TH CENTURY

Pip im gren tovat. Yop bree gren skin law po far.	This is all your fault. I told you to check the ship
Yop im too, yoba. Yop sko ta yop ma.	I'm sorry, brother. I did the best I could
Goss uff wok ton. Goss uff wok ton.	Let us out of here. Let us out of here
Brik yop tal hopdrew, ki los hoem bog?	If I jumped off a roof, would you do that, too?
Gren fa hoe loth pex-pil?	Haven't you got that translator fixed yet?
Gren fatarik Oo-mox?	You know how to 'oo-mox'?
Ya ta fa	???
Vo yop toe pah?	Can I have that?
Yop triska gleep do-sta gren-la	I need that metal thing you're holding
Neep-gren	Thank you

SPOKEN FERENGI FROM 2251

following examples are from the script for ENT: "Acquisition". It is possible these lines are in a different dialect/language than that used by the Ferengi on Star Trek: Deep Space Nine.

Kora-noosa	Anything?
Irr zoun nagool ahsp	They're not responding to hails
Cucht eeta ekrajhn-voy?	What do [your/the] scans say?
Irr gnales, nohm setron. Quetsivoo	They're alive, but unconscious. It worked!
Vanay'eday	It's not on this deck. Let's go!
Konah see-oh-mahj irr zoon	The fools never knew what they were hit by
Oooh, gar-dey latinum sou-tah	Oooh, this is worth its weight in Latinum

THE FERENGI RULES OF ACQUISITION

Number	Rule
1	Once you have their money, you never give it back.
2	The best deal is the one that makes the most profit.
3	Never pay more for an acquisition than you have to.
4	A woman wearing clothes is like a man in the kitchen.
6	Never allow family to stand in the way of opportunity.
7	Keep your ears open.
8	
9	Opportunity plus instinct equals profit.
10	Greed is eternal.
11	Even if it is free, you can always buy it cheaper.
12	Anything worth selling is worth selling twice.
13	Anything worth doing is worth doing for money.
16	A deal is a deal.
17	A contract is a contract is a contract... but only between Ferengi.
18	A Ferengi without profit is no Ferengi at all.
19	Satisfaction is not guaranteed.
21	Never place friendship above profit.
22	A wise man can hear profit in the wind.
23	Nothing is more important than your health... except for your money.
27	There is nothing more dangerous than an honest businessman.
28	Whisper your way to success.
31	Never make fun of a Ferengi's mother.
33	It never hurts to suck up to the boss.
34	War is good for business.
35	Peace is good for business.
40	She can touch your lobes, but never your Latinum.
41	Profit is its own reward.
44	Never confuse wisdom with luck.
45	Expand or die.
47	Never trust a man wearing a better suit than your own.
48	The bigger the smile, the sharper the knife.
52	Never ask when you can take.
57	Good customers are as rare as Latinum. Treasure them.
58	There is no substitute for success.
59	Free advice is seldom cheap.
60	Keep your lies consistent.
62	The riskier the road, the greater the profit.
65	Win or lose, there is always Hupyrian beetle snuff.
74	Knowledge equals profit.
75	Home is where the heart is, but the stars are made of Latinum.
76	Every once in a while, declare peace. It confuses the hell out of your

	enemies.
79	Beware of the Vulcan greed for knowledge.
82	The flimsier the product, the higher the price.
85	Never let the competition know what you are thinking.
89	Ask not what your profits can do for you, but what you can do for your profits.
94	Females and finances do not mix.
95	Expand or die.
97	Enough... is never enough.
98	Every man has his price.
99	Trust is the biggest liability of all.
102	Nature decays, but Latinum lasts forever.
103	Sleep can interfere with your lust for Latinum.
104	Faith moves mountains... of inventory.
106	There is no honor in poverty.
109	Dignity and an empty sack are worth the sack.
111	Treat people in your debt like family... exploit them.
112	Never have sex with the boss's sister.
113	Always have sex with the boss.
121	Everything is for sale, even friendship.
123	Even a blind man can recognize the glow of Latinum.
125	You cannot make a deal if you are dead.
139	Wives serve, brothers inherit.
141	Only fools pay retail.
142	Only fools sell wholesale.
144	There is nothing wrong with charity... as long as it winds up in your pocket.
162	Even in the worst of times, someone turns a profit.
168	Whisper your way to success.
177	Know your enemies... but do business with them always.
181	Not even dishonesty can tarnish the shine of profit.
189	Let others keep their reputation. You keep their Latinum.
190	Hear all, trust nothing.
192	Never cheat a Klingon... unless you can get away with it.
194	It is always good to know about new customers before they walk in your door.
202	The justification for profit is profit.
203	New customers are like razor-toothed gree worms. They can be succulent, but sometimes they bite back.

208	Sometimes the only thing more dangerous than a question is an answer.
211	Employees are the rungs on the ladder of success. Do not hesitate to step on them.
214	Never begin a negotiation on an empty stomach.
217	You cannot free a fish from water.
218	Always know what you are buying.
223	Beware the man who does not make time for <i>oo-mox</i> .
229	Latinum lasts longer than lust.
236	You cannot buy fate.
239	Never be afraid to mislabel a product.
242	More is good. All is better.
255	A wife is a luxury... a smart accountant a necessity.
261	A wealthy man can afford anything except a conscience.
263	Never let doubt interfere with your lust for Latinum.
266	When in doubt, lie.
284	Deep down, everyone is a Ferengi.
285	No good deed ever goes unpunished.

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