世界上最神奇的24堂课

。中英对照典藏本



THE MASTER KEY SYSTEM

◆ (美)查尔斯·哈尼尔/著 宏峰 益群/译 ◆



在美国被禁达70年的神奇之书

硅谷禁书・中英对照典藏本 THE MASTER KEY SYSTEM 全美最有**影响力**的个人潜能开发体系、改变世界首富**比尔・盖茨**命运的奇书
励志大师**拿破仑・希尔**推荐的大师经典



硅谷禁书

中英对照典藏本

一本让比尔·盖茨弃学从商的书 一本无数美国成功大师鼎力推荐的书

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推荐序

《硅谷禁书》的神奇命运

1912年,纽约图书市场出现了一本神奇的书,这本书在出版后,仅仅上市几周,就从大众的眼里神秘消失了。1933年,此书再次出现,但是这一次的命运却更加扑朔迷离,面世后短短数天,就被全面查禁,而且,这一次被禁时间长达70年,直到新世纪后才被解禁,这本名为《硅谷禁书》的神秘之书才得以重见天日。

《硅谷禁书》到底是一本怎样的书? 它为何被禁止呢?

原来,这一切和本书的作者查尔斯·哈尼尔有着巨大的联系。因为查尔斯·哈尼尔在出版此书之前,一直在纽约商业协会担任商业管理课程的讲师。他将自己多年从事商业研究和个人潜能开发的精华体验浓缩成24堂课程,这些课程贯穿了哈尼尔多年的实践经验,将成功之道凝练成一条条切实可行的经典法则。此书出版后,刚开始时只在小范围内被人阅读,但读过此书的这部分人从书中发现了一个惊人的秘密——通过学习《硅谷禁书》中的成功法则,可以获得一种全新的能量,它将彻底改变你的人生观,让你获得巨大的财富。而当时的纽约商业协会几乎都是由一些成功个人组成的富人组织,他们被《硅谷禁书》中的神奇力量震惊了,因为这些富豪者不希望有更多的人从书中学习到成功的法则。他们发现,所有读过《硅谷禁书》的人,都如同接受了神的启示一样,从此脱胎换骨,在极短的时间内获得了巨大的成功。而在当时,财富与成功只属于极少数人所拥有,哈尼尔的书引起了纽约商业协会大部分人士的恐慌。出于这些人的一己私念,《硅谷禁书》被这些人利用职权查禁,目的就是不想让世人看到书中所阐述的成功之道。

《硅谷禁书》被查禁并没有遏止它的传播途径。因为此书被禁后,在纽约出

现了一种奇特的现象,那就是《硅谷禁书》的手抄本正在少数人之中悄悄流行,尽管这些手抄本并非完整的《硅谷禁书》,但仍受到人们的狂热追寻。有人愿意以 300 倍的价格求购《硅谷禁书》的完整版本,但没有人愿意转让。更神奇的是,此书传入硅谷后,在那里掀起了一股争相传抄的热潮,而其中最大的受益人应该就是比尔·盖茨。当时的比尔·盖茨还在哈佛大学读书,他在非常偶然的情况下获得了一本《硅谷禁书》的完整版本,当他读完此书后,被书中所述的观点完全震撼了,他毅然决定放弃自己的学业而开始白手创业。短短几年时间,一个财富帝国诞生了,那就是"微软"!

时间已经过去了七十余年,非常幸运的是,《硅谷禁书》终于解禁了!活在新世纪的我们,终于有机会学习书中的所有课程。庆幸之余,我们绝不能错失这一次机遇,因为《硅谷禁书》已经不是单纯意义上的文字读本,而是一把开启财富宝藏的金钥匙。如果你仔细阅读此书,你必将重新认清自己的人生轨迹,从书中获得前所未有的力量,你一定可以创造出属于自己的成功神话!

作者序言

一些人似乎只需付出一点有意识的努力,就吸引来成功、权力、财富和才能,其他人则要克服巨大的困难,另一些人甚至完全没有实现他们的雄心、欲望和理想。为什么如此?为什么一些人轻易地实现他们的雄心,其他人则困难重重,而另一些人甚至根本没有实现?原因不可能是身体上的,否则身体最健全的人将是最成功的人。因此,差别一定是心理上的——一定是在于精神,也因此,心理一定是富有创造性的力量,一定构成了人与人之间唯一的差别。正是心理超越了环境和其他阻挡在人们道路上的障碍。

当思想的创造性力量得到充分领会时,它的效果将是惊人的。但只有正确的运用、勤奋和集中,才能确保获得这样的结果。学生们将发现主宰心理和精神世界的法则就像物质世界的法则那样确定和有效。那么,为了确保得到理想的结果,就必须了解和遵从法则。正确地遵循法则将产生理想和确切的结果。懂得力量来自内心的学生,只有他依赖来自外在的帮助时,他才会软弱。如果他毫不犹豫地投入自己的思想中,他将立即调整自己,昂然挺立,采取积极的心态,并创造奇迹。

倘若你否认并拒绝接受由于遵守规律给人类带来的益处,倘若你不能够掌握并透彻地研究和利用那些最新的伟大成果,那么你很快就会发现,自己被社会和主流给抛弃了,被远远地甩在了后面。获得富有的人生,正是依赖于认识到了这个实现富有的规律。所以,只有那些认识、遵循这一规律的人,才能体会到它所带来的益处。

这个自然界的规律也同样地适用于人的思想。在你的头脑中建立积极的意象,就等同于创造出积极的条件助你成功。倘若你有意无意地想象各种匮乏、局限和混乱,那么与此同时,你的头脑亦可同样轻而易举地创造出消极的条件

来,将你推进失败的境地、痛苦的深渊。

这样的错误,谁都有可能犯。千万不要过分自信地认为自己已是十分谨慎小心并有足够的智谋,肯定不会犯这种低级的错误。跟任何其他的规律一样,在潜意识里创造不利的条件而阻碍自己迈向成功,也是一种规律。它一视同仁,铁面无私地严格按照每个人所创造的回报他们,永不停息。换一种说法,就是"种瓜得瓜,种豆得豆"。

因此,富足有赖于对富足法则的认识,事实上,精神不仅是创造者,而且是一切的唯一创造者。毫无疑问,在我们明白一件事物可以被创造并接着做正确的努力之前,没有什么可以被创造。在今天的世界上,电并没有比50年以前更多,但直到一些人认识到电可以被应用的法则之后,我们才获得电带来的好处,现在,电的法则被世人掌握,因而整个世界被它所照亮。富足法则亦如此,只有那些认识到这个法则,并使他们自己与之相协调的人,才能享受到它的益处。

当今,科学精神已经支配每一个领域,因果关系也已不再为人们所忽视。 对一个领域法则的发现标志着人类进步的新纪元。它消除了不确定性因素 和人类生活中的急剧变化,代之以秩序、理性和自信。

人们现在懂得,每一种结果都有一个充分和明确的原因,因此当想要一个 既定的结果时,他们就寻求这个结果可能获得的特定条件。

所谓的规律,并不是显而易见的,而是隐藏于种种表象或假象之下的。我们只有将大量的、个别的事例进行对比,只有找出它们的共同之处,才可能找到规律,这种方法被我们称为归纳推理。

在众多人类文明进步的方法中, 归纳推理是最科学的方法。每一个文明的国家无不受益于它, 姑且不论是国家的繁荣昌盛、学术的欣欣向荣, 还是人类寿命的增加、医疗的进步、信息的发达、人类视野的史无前例的开阔。我们上可翱翔于太空, 下可以探究深海, 这些都得益于归纳推理的思维方式。只要具备了这样的思维方式, 那我们要做的仅仅是将结果进行分类, 其他的都会自现于其中。

这种方法是科学的,它是唯一允许我们保持那种我们习惯于看作不可剥夺的权利的自由与独立身份的方法,因为只有国家的准备状态意味着这样的情形,即人们健康状况不断增强、公共领域和所有私人商业的效率不断增加、科学和

艺术共同持续进步,以及使这一切及国家发展中心的其他方面得以实现的主要 努力不断加强,还有关于提高个人和集体生活的反思,以便为科学、艺术和伦理提供指导并控制动机,唯有如此,人们在自己的国家和世界上才是安全的。

《硅谷禁书》建立在绝对科学真理的基础上,它将展现潜藏在个人中的可能性,教会我们怎样把它们变成强有力的行动,提高个人的效能,增加想象力、洞察力、活力和灵活性。领悟了本书阐述的精神法则的学生将开始拥有一种能力,从而确保得到迄今为止想象不到结果,其回报几乎无法用语言表达。

本书解释了如何正确地运用精神本质的可接受性和积极性的因素, 指导学生识别机会,它使你增强意志和推理能力, 教你培养并最好地运用想象力、欲望、感情和直觉能力。通过学习这本书, 就可以使你具有抉择的智慧、理性的同情, 使你拥有主动进取、坚韧不拔的精神, 让你知道如何尽情地享受高质量的生活。

《硅谷禁书》体系的目的也不是运用任何让人迷醉一时的骗术去蒙蔽善良人的双眼或误导人们。我不是江湖术士,既不会催眠术,也不会魔法。它只想教给你们如何更好地使用精神力量,不是替代品或曲解的产物,而是真正的精神力量。我始终坚信"一分耕耘,一分收获",让我们一起钻研和实践这个真理吧。

《硅谷禁书》培养和发展你的领悟力,从而使你能掌控身体和健康。它促进和增强你的记忆力。它发展洞察力,这是一种多么罕见的能力,也是每一个成功的商业人士所具有的显著特征。这种能力使人们在每一种情况下都能对机遇和困难洞若观火,把握好近在咫尺的大好时机。可是成千上万的人在苦苦劳作之时却对他们触手可及的良机视而不见,自然也没有实现任何转机的可能。

拥有精神能量,说明你能够感悟到大自然的基本法则,并与伟大的自然融为一体。同时,这也意味着你了解魅力的奥妙所在、掌握成长的规律以及生存在世界上的心理学法则,意味着你拥有取之不尽、用之不竭的力量源泉。此外,拥有精神能量还意味着你像一块巨大的磁石一样,吸引着身边的人和事。在他人看来,你就是幸运之神的宠儿,你拥有梦想成真的金手指。

极具创造力的精神能量,使你有能力为自己而创造出美丽新世界。而这也绝不是从别人的身上巧取豪夺,因为大自然从来不屑此举。正像大自然能够让原来只有一片草叶的地方生长出一片森林一样,精神力量之于人类,亦是如此。

《硅谷禁书》发展你的洞察力和敏锐性,增强你的独立性、能力和有益的性

情。它摧毀怀疑、沮丧、恐惧、抑郁症和每一种形式的短缺、束缚和弱点,包括痛苦和疾病。它唤醒你沉睡的才能,给你胆魄与活力,令你积极进取,也唤醒你对艺术、文学、科学之美的感受能力。

通过以明确的原理替代那些不确定和模糊的方法,以及每一种高效的体系都必须奠基于其上的原理,它已经改变了千千万万男女老少的生活。

美国钢铁集团董事长埃尔伯特·加里有这样一句至理名言,也是他取得成功的不二法门:"在多数大型企业中,顾问、专家、培训师等成功有效的运作管理诚然不可或缺,但我坚信,对正确原则的重视和采纳更是重中之重。"

本书不仅仅要教给人正确的原则,同时也不想给读者一本类似于其他课程的说教。它更愿意提出实践这些原则的方式、方法与读者分享,让读者懂得实践是一件多么重要的事。没有实践,就是不能取得任何能够证明这些理论的实际进展。所有的原则,若是只在书本上都是毫无用处的,只有将它们应用于现实生活,才能体现它的价值和魅力。只有根据本书提出的方法,遵守它的原则,身体力行地在日常生活中付诸实践,方为上策。

在思想世界有一种变化。这种变化悄悄地在我们之中发生着,并且是从异教产生以来世界所发生的最重大的变化。

这样的一场人类历史革命,正改变所有人的观念,不分种族,不分阶层, 不分信仰。然而,有的人能够对此端正态度,有的人对此却不屑一顾。

最近的科学已有了如此巨大的发现,已揭开了这样无穷无尽的资源,已找到了这样不计其数的种种可能以及如此不可置疑的力量,以致科学从业者越来越犹豫,不敢确定某些理论是成立和确定无疑的,或是不敢否认其他某些理论是荒唐或者不可能的,因此一种新的文明正在诞生,成见、教条和残酷正在过去,远见、信念和服务取而代之。传统的束缚正从人类中消失,以及随着物质主义渣滓的毁灭,思想正获得解放,真理正像朝阳一样在惊讶的大众面前升起。

整个世界处在一种新观念、新力量的前夕,一种自我内在资源的新实现的前夕。过去的20世纪是一个无比光辉的世纪,它见证了人类历史上最辉煌的物质进步。与我们共同前进的21世纪必将再创奇迹,必将给我们的精神和心灵带来更伟大的、更显著的进步。

在物理科学中,由分子的出现到原子的发现,进而到量子的问世,无不表明世界上所有的有形实体基本上已经被人们细化到了极致,它们的内部构造已

经非常明白透彻。因此,接下来我们要做的事情就是把精神细化,找到精神的量子。安布罗斯·弗莱明爵士这样说过:"能量,就其本质而言,只有当它表现为我们所说的'精神'或'意志'时,才能被我们所理解。"

让我们看看,什么是自然界中最强大的力量。在矿物世界中,一切都是固体和不变的。而置身于生物的国度,你便会发现其间的一切都处于变动状态,永不停息地变化着,循环往复地进行着创造、再创造。每一个领域,总是在变得越来越美好,从低级演变为高级,从有形演变为无形,从粗糙演变为精致。当细察无形的精神世界的时候,我们会发现,能量处于最纯粹、最活跃的状态。

大自然中最强大的力量是无形的力量。同样地,人类最强大的力量——精神力量,它虽然无形,但却不容小觑。精神过程唯一的活动方式是思维,观念是思维活动的唯一产物。因此,思维过程是精神力量得以显示的唯一途径。 不难看出,世事的变迁转化,只不过是精神事务而已。推理是精神的过程,而观念则是精神的孕育。其实,问题是精神的探照灯,而思辨与哲学便是精神有机的组织体。

使人的身体组织发生彻底改变的方法,就是针对某一给定的主题做出一定数量的思考。这是由于想法必然会招致生命机体某种组织的物质反应,如大脑、神经、肌肉的生理反应等,这就是由精神活动引发了机体组织结构中客观物质的改变。

原先的失败、绝望、匮乏、限制与嘈杂的声音,被勇气、活力、灵感、和谐等取代了。而且,这些新的精神力量慢慢在心中生根,身体组织也随之而发生改变,生命将被新的亮光所照耀,万物焕然一新,你因此获得了新生。这就是失败演变为成功的过程,也是一次精神世界的重生,生命因此而有了新的意义。这样的重生重新塑造了一个充满欢乐、信心、希望与活力的生命。新的思想不仅改变了你自身,同时也改变了你的生存环境、际遇以及你自身的形象。尽管在此之前,你是在黑暗中不断地探索的,但是你已经熬过了黎明前的黑暗,现在你将看到成功的机遇,你将发现新的可能,新的世界。你的身上因此而充满了成功的想法,并影响到你周围的人,同时他们反过来又会帮助你实现自身与事业的攀升。那些新的、成功的合作伙伴将受你吸引而来,你们彼此促进,进而改善你的外部环境。

你将明白, 你必须明白, 我们正处在新一天的黎明时分, 无数的可能是多

么令人惊奇,多么令人神往,多么无穷无尽,以致几乎令人目眩。100 年以前,恐怕只要一挺现代的机关枪,任何人都可以轻易地歼灭整整一支用当时的武器装备起来的军队。现在亦如此。任何具备包含在《硅谷禁书》中关于可能性知识的人都在芸芸众生中具有不可思议的优势。

Foreword

Some men seem to attract success, power, wealth, attainment, with very little conscious effort, others conquer with great difficulty, still others fail altogether to reach their ambitions, desires and ideals. Why is this so? Why should some men realize their ambitions easily, others with difficulty, and still others not at all? The cause cannot be physical, else the most perfect men, physically, would be the most successful. The difference, therefore, must be mental — must be in the mind, hence mind must be the creative force, must constitute the sole difference between men. It is mind, therefore, which over—comes environment and every other obstacle in the path of men.

When the creative power of thought is fully understood, its effect will be seen to be marvelous. But such results cannot be secured without proper application, diligence, and concentration. The student will find that the laws governing in the mental and spiritual world are as fixed and infallible as in the material world. To secure the desired results, then, it is necessary to know the law and to comply with it. A proper compliance with the law will be found to produce the desired result with invariable exactitude. The student who learns that power comes from within, that he is weak only because he has depended on help from outside, and who unhesitatingly throws himself on his own thought, instantly rights himself, stands erect, assumes a dominant attitude, and works miracles.

It is evident, therefore, that he who fails to fully investigate and take advantage of the wonderful progress which is being made in this last and

greatest science, will soon be as far behind as the man who would refuse to acknowledge and accept the benefits which have accrued to mankind through an understanding of the laws of electricity.

Of course, mind creates negative conditions just as readily as favorable conditions, and when we consciously or unconsciously visualize every kind of lack, limitation and discord, we create these conditions; this is what many are unconsciously doing all the time.

This law as well as every other law is no respecter of persons, but is in constant operation and is relentlessly bringing to each individual exactly what he has created; in other words, "Whatsoever a man soweth that shall he also reap."

Abundance, therefore, depends upon a recognition of the laws of Abundance, and the fact that Mind is not only the creator, but the only creator of all there is. Certainly nothing can be created, before we know that it can be created and then make the proper effort. There is no more Electricity in the world today than there was fifty years ago, but until someone recognized the law by which it could be made of service, we received no benefit, now that the law is understood, practically the whole world is lit by it. So with the law of Abundance; it is only those who recognize the law and place themselves in harmony with it, who share in its benefits.

The scientific spirit now dominates every field of effort, relations of cause and effect are no longer ignored.

The discovery of a region of law marked an epoch in human progress. It eliminated the element of uncertainty and caprice in men's lives, and substituted law, reason and certitude.

Men now understand that for every result there is an adequate and definite cause, so that when a given result is desired, they seek the condition by which alone this result may be attained.

The basis upon which all law rests was discovered by inductive reasoning which consists of comparing a number of separate instances with one another

until the common factor which gives rise to them all is seen.

It is this method of study to which the civilized nations owe the greater part of their prosperity and the more valuable part of their knowledge, it has lengthened life, it has mitigated pain, it has spanned rivers, it has brightened the night with the splendor of day, extended the range of vision, accelerated motion, annihilated distance, facilitated intercourse, and enabled men to descend into the sea, and into the air. What wonder then that men soon endeavored to extend the blessings of this system of study to their method of thinking, so that when it became plainly evident that certain results followed a particular method of thinking it only remained to classify these results.

This method is scientific, and it is the only method by which we shall be permitted to retain that degree of liberty and freedom which we have been accustomed to look upon as an inalienable right, because a people is safe at home and in the world only if national preparedness mean such things as growing surplus of health, accumulated efficiency in public and private business of whatever sort, continuous advance in the science and art of acting together, and the increasingly dominant endeavor to make all of these and all other aspects of national development center and revolve about ascending life, single and collective, for which science, art and ethics furnish guidance and controlling motives.

The Master Key System is based on absolute scientific truth and will unfold the possibilities that lie dormant in the individual, and teach how they may be brought into powerful action, to increase the person's effective capacity, bringing added energy, discernment, vigor and mental elasticity. The student who gains an understanding of the mental laws which are unfolded will come into the possession of an ability to secure results hitherto undreamed of, and which has rewards hardly to be expressed in words.

It explains the correct use of both the receptive and active elements of the mental nature, and instructs the student in the recognition of opportunity, it strengthens the will and reasoning powers, and teaches the cultivation and best uses of imagination, desire, the emotions and the intuitional faculty. It gives

initiative, tenacity of purpose, wisdom of choice, intelligent sympathy and a thorough enjoyment of life on its higher planes.

The Master Key System teaches the use of Mind Power, true Mind Power, not any of the substitutes and perversions, it has nothing to do with Hypnotism, Magic or any of the more or less fascinating deceptions by which many are led to think that something can be had for nothing.

The Master Key System cultivates and develops the understanding which will enable you to control the body and thereby the health. It improves and strengthens the Memory. It develops Insight, the kind of Insight which is so rare, the kind which is the distinguishing characteristic of every successful business man, the kind which enables men to see the possibilities as well as the difficulties in every situation, the kind which enables men to discern opportunity close at hand, for thousands fail to see opportunities almost within their grasp while they are industriously working with situations which under no possibility can be made to realize any substantial return.

The Master Key System develops Mental Power which means that others instinctively recognize that you are a person of force, of character—that they want to do what you want them to do; it means that you attract men and things to you; that you are what some people call "lucky", that "things come you way" that you have come into an understanding of the fundamental laws of Nature, and have put yourself in harmony with them; that you are in tune with infinite; that you understand the law of attraction, the Natural laws of growth, and the Psychological laws on which all advantages in the social and business world rest.

Mental Power is creative power, it gives you the ability to create for yourself, it does not mean the ability to take something away from someone else. Nature never does things that way. Nature makes two blades for grass grow where one grew before, and Mind Power enables men to do the same thing.

The Master Key System develops insight and sagacity, increased independence,

the ability and disposition to be helpful. It destroys distrust, depression, fear, melancholia, and every form of lack limitation and weakness, including pain and disease, it awakens buried talents, supplies initiative, force, energy, vitality – it awakens an appreciation of the beautiful in Art, Literature and Science.

It has changed the lives of thousands of men and women, by substituting definite principles for uncertain and hazy methods — and principles for the foundation upon which every system of efficiency must rest.

Elbert Gary, the chairman of the United States Steel Corporation, said "The services of advisors, instructors, efficiency experts in successful management are indispensable to most business enterprises of magnitude, but I deem the recognition and adoption of right principles vastly more importance."

The Master Key System teaches right principles, and suggests methods for making a practical application of the principles, in that it differs from every other course of study. It teaches that the only possible value which can attach to any principle is in its application. Many read books, take home study courses, attend lectures all their lives without ever making any progress in demonstrating the value of the principles involved. The Master Key System suggests methods by which the value of the principles taught may be demonstrated and put in actual practice in the daily experience.

There is a change in the thought of the world. This change is silently transpiring in our midst, and is more important than any which the world has undergone since the downfall of Paganism.

The present revolution in the opinions of all classes of men, the highest and most cultured of men as well as those of the laboring class, stands unparalleled in the history of the world.

Science has of late made such vast discoveries, has revealed such an infinity of resources, has unveiled such enormous possibilities and such unsuspected forces, that scientific men more and more hesitate to affirm certain theories as established and indubitable or to deny certain other theories as absurd or impossible, and so a new civilization is being born; customs, creeds, and cruelty

are passing, vision, faith and service are taking their place. The fetters of tradition are being melted off from humanity, and as the dross of materialism is being consumed, thought is being liberated and truth is rising full orbed before an astonished multitude.

The whole world is on the eve of a new consciousness, a new power and a new consciousness, a new power and a new realization of the resources within the self. The last century saw the most magnificent material progress in history. The present century will produce the greatest progress in mental and spiritual power.

Physical Science has resolved matter into molecules, molecules into atoms, atoms into energy, and it has remained for Sir Ambrose Fleming, in an address before the Royal Institution, to resolve this energy into mind. He says: "In its ultimate essence, energy may be incomprehensible by us except as an exhibition of the direct operation of that which we call Mind or Will."

Let us see what are the most powerful forces in Nature. In the mineral world everything is solid and fixed. In the animal and vegetable kingdom it is in a state of flux, forever changing, always being created and recreated. In the atmosphere we find heat, light and energy. Each realm becomes finer and more spiritual as we pass from the visible to the invisible, from the coarse to the fine, from the low potentiality to high potentiality. When we reach the invisible we find energy in its purest and most volatile state.

And as the most powerful forces of Nature are the invisible forces, so we find that the most powerful forces of man are his invisible forces, his spiritual force, and the only way in which the spiritual force can manifest is through the process of thinking. Thinking is the only activity which the spirit possesses, and thought is the only product of thinking.

Addition and subtraction are therefore spiritual transactions, reasoning is a spiritual process, ideas are spiritual conceptions, questions are spiritual search—lights and logic, argument and philosophy is spiritual machinery.

Every thought brings into action certain physical tissue, parts of the brain,