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演讲与口才

全球最励志名校演讲

(中英对照)

陈显英 编



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内 容 提 要

本书收录了 2005—2013 年间, 全球知名人士在世界顶级名校所做的著名的毕业典礼演讲。这些名校包括哈佛大学、普林斯顿大学、耶鲁大学、宾夕法尼亚大学、斯坦福大学、清华大学等。全书采取中英对照的方式, 除演讲正文外, 本书还对演讲者做了背景介绍, 并且配有原声光盘。在演讲中, 演讲者与即将踏入社会的这些名校毕业生们分享了自己的成长、奋斗与成功, 讲述了自己在学习、创业路上的失败与挫折, 告诫各位学子要不惧失败、敢于尝试、勇往直前。

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前言

Preface

良好的口才是成功沟通的利器，而演讲则是获得这种利器的最佳方法之一。演讲是一门独特的艺术，好的演讲具有一种大气磅礴、神采飞扬的气势美；好的演讲具有一种获得共鸣、振奋人心的内容美。

然而，“冰冻三尺，非一日之寒。”要想具有良好的口才，需要经过勤学苦练，而且还需讲究演讲方法，不断地进行巧练。对于英语学习者来说，要想练就好口才、说得一口流利的英语，聆听并模仿经典英语演讲是一个既便捷又有效的方法。正是基于此，我们策划了这套“演讲与口才”丛书，包括三个分册：《演讲与口才：全球最励志名校演讲》、《演讲与口才：全球最经典名人演讲》、《演讲与口才：全球最振奋精英演讲》，收录了共计 60 余篇颇负盛名的精彩英语演讲。

这些演讲既有经过岁月沉淀，已经成为传世名篇的经典之作，像亚伯拉罕·林肯 1863 年的《葛底斯堡演讲》、马丁·路德·金 1963 年的《我有一个梦想》；也有各界名人反映最新社会动态的演讲，像谷歌总裁埃里克·施密特 2012 年在波士顿大学的毕业典礼演讲、美国总统贝拉克·奥巴马 2013 年在美国海军学院的毕业典礼演讲。

这些演讲所涉及的著名人物既有各国政坛的风云人物——美国历届总统、英国首相、民权领袖；也有全球各界知名人

物——企业领导、演艺明星、传媒人士。这些演讲风格各异，但都具有较高的思想性和艺术性，是经典英语演讲的代表性篇章。

丛书特色如下。

1. 可作为英语学习的辅助书籍

丛书所选文章均脍炙人口，堪称人类语言文字之杰作。本套丛书采用中英对照的方式，双页码排英文、单页码排中文，左右对照，读者可以边欣赏语言文字之美，边学习英语，从而提高自己的英语水平。

2. 可作为演讲技巧指南

优秀的演讲不仅在于演讲者的雄辩之势，而且在于文字和语言的美感。本书所选篇章有的铿锵有力，有的低回婉转；有的引经据典，有的简洁明快，对于提高演讲技巧大有裨益。此外，本书还配有原声光盘，能让读者更加直观、便捷地聆听，并且模仿这些经典之声。

3. 可作为思想励志读物

伟大的人物既是个人的，又是时代的。丛书选取的演讲融入了伟人们的思想、奋斗历程及对后辈的期望和鼓励；除了演讲正文外，本书还安排了背景知识介绍、关键点注解等，方便读者了解当时的背景；篇篇振聋发聩，给人鼓励、催人奋进。

通过阅读这些伟大的演讲，倾听这些不朽的声音，大家既可领略演讲者各具风格的卓越辩才，又可学习、锻炼英语听说技巧，提高英语水平，还可以了解相关的背景知识、学习历史常识，开阔视野，何乐而不为呢？

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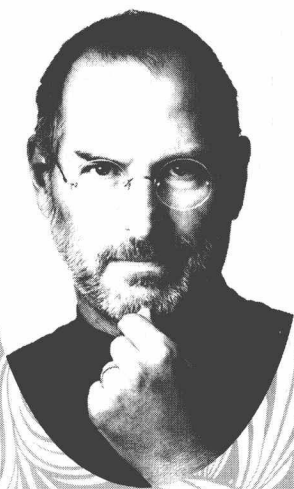
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第一章 我生命中的三个故事

史蒂夫·乔布斯在斯坦福大学 2005 届毕业典礼上的演讲

这是苹果公司创始人、前 CEO 史蒂夫·乔布斯 (Steve Jobs) 2005 年 6 月 12 日在斯坦福大学毕业典礼上的演讲。演讲的最后一句话——“好学若饥，谦卑若愚” (Stay Hungry. Stay Foolish.) 是整个演讲的核心。他把对年轻人的期望全部包含到了这两个简单的句子中，鼓励学生们追求自己想要的生活。

史蒂夫·乔布斯是世界舞台上最具魅力的大师级人物之一，也是全世界最擅长掳获人心的演讲者之一，这篇演讲也因此成为全球著名的演讲之一。遗憾的是，2011 年 10 月 5 日，改变世界的天才史蒂夫·乔布斯因病逝世，享年 56 岁。



I am honored to be with you today at your commencement from one of the finest universities in the world. I never graduated from college. Truth be told, this is the closest I've ever gotten to a college graduation. Today I want to tell you three stories from my life. That's it. No big deal. Just three stories.

The first story is about connecting the dots.

I dropped out of Reed College after the first 6 months, but then stayed around as a drop-in for another 18 months or so before I really quit. So why did I drop out?

It started before I was born. My biological mother was a young, unwed college graduate student, and she decided to put me up for adoption. She felt very strongly that I should be adopted by college graduates, so everything was all set for me to be adopted at birth by a lawyer and his wife. Except that when I popped out they decided at the last minute that they really wanted a girl. So my parents, who were on a waiting list, got a call in the middle of the night asking: "We have an unexpected baby boy; do you want him?" They said: "Of course." My biological mother later found out that my mother had never graduated from college and that my father had never graduated from high school. She refused to sign the final adoption papers. She only relented a few months later when my parents promised that I would someday go to college.

And 17 years later I did go to college. But I naively chose a college that was almost as expensive as Stanford, and all of my working-class parents' savings were being spent on my college tuition. After six months, I couldn't see the value

今天能与你们一起参加世界上最好的大学之一的毕业典礼，我感到很荣幸。我自己没有大学毕业。说实话，这就是我离大学毕业典礼最近的一次。今天我想向你们讲述的是我生活中的三个故事。就是这样。不是什么大不了的事情，只是三个故事而已。

第一个故事是关于把点串连成线的故事。

我在里德学院只读了6个月就退学了，但是我还经常去学校旁听，又过了大约18个月，我才真正离开校园。那么，我为什么要退学呢？

这要从我出生前讲起。我的生母怀上我时，她还是一名年轻的未婚在校研究生，于是她决定把我送给别人来抚养。她非常强烈地希望我被读过大学的人收养，所以，我的一切都被安排好，等我一出生就由一名律师和他的妻子收养。哪知我刚一出世，这对夫妇就突然改变了主意，因为他们真正想要的是一个女孩。这样一来，我后来的养父母——当时还列在登记的申请名单中——突然在半夜接到了一个电话：“我们有一个不期而至的男婴，你们想要吗？”他们回答道：“当然想。”但是我的生母后来发现，我的养母并没有大学学历，而我的养父甚至中学都没有毕业。所以，她拒绝在最终的收养文件上签字。但几个月之后，我的父母承诺将来一定送我上大学，我的生母就松了口气。

17年后，我真的上了大学。但是我很天真，选择了一所几乎和斯坦福大学一样贵的学校，我那工薪阶层的养父母把全部积蓄都用来支付我的大学学费。6个月后，我看不到上大学有什么价值。我不知道自己一生中



in it. I had no idea what I wanted to do with my life and no idea how college was going to help me figure it out. And here I was spending all of the money my parents had saved their entire life. So I decided to drop out and trust that it would all work out OK. It was pretty scary at the time, but looking back it was one of the best decisions I ever made. The minute I dropped out I could stop taking the required classes that didn't interest me, and begin dropping in on the ones that looked interesting.

It wasn't all romantic. I didn't have a dorm room, so I slept on the floor in friends' rooms; I returned coke bottles for the 5 deposits to buy food with; and I would walk the 7 miles across town every Sunday night to get one good meal a week at the Hare Krishna temple. I loved it. And much of what I stumbled into by following my curiosity and intuition turned out to be priceless later on. Let me give you one example:

Reed College at that time offered perhaps the best calligraphy instruction in the country. Throughout the campus every poster, every label on every drawer, was beautifully hand calligraphed. Because I had dropped out and didn't have to take the normal classes, I decided to take a calligraphy class to learn how to do this. I learned about serif and sans serif typefaces, about varying the amount of space between different letter combinations, about what makes great typography great. It was beautiful, historical, artistically subtle in a way that science can't capture, and I found it fascinating.

None of this had even a hope of any practical application in my life. But ten years later, when we were designing the first Macintosh computer, it all came back to me. And we designed it all into the Mac. It was the first computer with beautiful typography. If I had never dropped in on that single course in college, the Mac would have never had multiple typefaces or proportionally spaced fonts. And since Windows just copied the Mac, it's likely that no personal computer would have them. If I had never dropped out, I would have never dropped in on this calligraphy class, and personal computers might not have the wonderful typography that they do. Of course it was impossible to connect the dots looking forward when I was in college. But it was very, very clear looking backwards ten years later.

Again, you can't connect the dots looking forward; you can only connect them

想做什么，我也不知道大学怎样帮我找到答案。而此时，我正在花光父母一辈子攒下来的钱。所以我决定退学，并且相信这是个不错的决定。那时候，这样做多少有些心里没底，但是回过头来看，那是我至今做出的最正确的决定之一。从我退学的那一刻起，我可以不用选学那些我不感兴趣的必修课，可以去旁听那些看上去有趣的课程。

那个时候并非事事如意。我不能再住宿舍，因此只能睡在朋友房间的地板上；我要靠着退还可乐瓶而换回来的 5 美分押金买东西吃；每个星期天的晚上，我总是走上 7 英里，穿过城市到克利须那神庙去吃上一顿每周一次的大餐。我喜欢这样。我凭着好奇心和直觉所做的大多数事情，结果都被证明是无价之宝。让我给你们举一个例子：

那时候，里德学院开设的书法课可能是全美国最好的。校园里的所有海报、所有抽屉标签上的字都写得漂漂亮亮。由于我已经退学，不用上常规课程，所以我决定选一门书法课，学学怎样写好字。我学习了衬线字和非衬线字体^①，学会了根据不同的字母组合调整间距，懂得了了不起的活版印刷之所以了不起的原因。书法课真是太美妙了，具有历史和科学无法捕捉的艺术上的精妙，我觉得它趣味无穷。

这些对我的一生本应该是毫无用处的，可是 10 年后，在我们设计第一台苹果机的时候，书法课上的所学全都浮现在我的脑海里。我们把它全部融入了苹果机的设计之中。这是史上第一台拥有精美字体和版式的电脑。如果我在大学时期从未旁听过这门课，苹果机就不会有如此丰富的字体，或是如此适当的字体间距了。而且，要不是微软电脑抄袭了苹果机，那么 PC 机很可能就不会有这么美妙的字体。如果我没有退学，我就不会旁听书法课，而个人电脑也可能就不会拥有如此美妙的字体了。当然，当时还在大学的时候不可能从这一点看到未来。但 10 年后，回首往事，一切都非常清晰。

再次说明，你们不可能从现在的点看到未来，只有回首看时才能看清

^① 西方国家字母体系的两个大类。



looking backwards. So you have to trust that the dots will somehow connect in your future. You have to trust in something—your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life.

My second story is about love and loss.

I was lucky. I found what I loved to do early in life. Woz and I started Apple in my parents' garage when I was 20. We worked hard, and in 10 years Apple had grown from just the two of us in a garage into a \$2 billion company with over 4000 employees. We had just released our finest creation—the Macintosh. A year earlier, and I had just turned 30. And then I got fired. How can you get fired from a company you started? Well, as Apple grew we hired someone who I thought was very talented to run the company with me, and for the first year or so things went well. But then our visions of the future began to diverge and eventually we had a falling out. When we did, our Board of Directors sided with him. So at 30 I was out. And very publicly out. What had been the focus of my entire adult life was gone, and it was devastating.

I really didn't know what to do for a few months. I felt that I had let the previous generation of entrepreneurs down—that I had dropped the baton as it was being passed to me. I met with David Packard and Bob Noyce and tried to apologize for screwing up so badly. I was a very public failure, and I even thought about running away from the valley. But something slowly began to dawn on me. I still loved what I did. The turn of events at Apple had not changed that one bit. I had been rejected, but I was still in love. And so I decided to start over.

I didn't see it then, but it turned out that getting fired from Apple was the best thing that could have ever happened to me. The heaviness of being successful was replaced by the lightness of being a beginner again, less sure about everything. It freed me to enter one of the most creative periods of my life.

During the next five years, I started a company named NeXT, another company named Pixar, and fell in love with an amazing woman who would become my

来龙去脉。因此，你要相信，这些点在你的未来终将连接起来。你们必须相信某种东西——你的胆识、命运、生命、因果，等等。这样做从来没有让我失望，而且还彻底改变了我的生活。

我的第二个故事是关于爱和失去。

我很幸运，因为我早早便发现了自己喜欢做什么。我在20岁的时候和沃兹^②一起在我父母的车库里开创了苹果公司。我们工作十分努力，10年后，苹果从只有我们两人的车库作坊发展成为一家拥有4000多名员工、市值20亿的公司。在第九年的时候，我们发布了我们最棒的产品——苹果电脑，而我刚到30岁。然后我被炒了鱿鱼。你怎么能被自己创办的公司炒鱿鱼呢？是这样的，随着苹果的发展，我们聘用了一个我认为颇有才能的人来和我一起运营公司，最初的一年里，一切进展顺利。但之后我们对未来的看法开始出现了分歧，最终我们吵翻了，这时，我们的董事会站在了他那边。于是，我在30岁的时候离开了公司，而且弄得人人皆知。我成年后的全部生活重心从那一刻起不复存在，这对我是一个毁灭性打击。

有几个月我真的都不知道该做些什么。我觉得，我让创业先辈们失望了——我丢掉了传到我手上的接力棒。我去见了戴维·帕卡德^③和鲍勃·诺伊斯^④，试图为我把事情搞砸而道个歉。这个失败弄得满城皆知，我甚至想过逃离硅谷。但我渐渐地开始有了明确的想法——我仍然热爱我做过的这一切。苹果公司发生的变故并没有改变这一点。我被驱逐了，但我仍然热爱我的事业。所以我决定重新开始。

那时候我还没有意识到，但后来事实却证明，被苹果炒鱿鱼是发生在我身上的最好的事情。我放下了已有成就的重担，取而代之的是重新创业、探索未来的轻松。这使我轻装上阵，进入了我一生中最富创造力的时期之一。

在接下来的五年之中，我创办了NeXT公司^⑤，还有皮克斯公司^⑥，我爱上了一位了不起的女人，她后来成了我的妻子。皮克斯公司制作了世界

② 斯蒂夫·盖瑞·沃兹尼亚克，美国电脑工程师，曾与史蒂夫·乔布斯合伙创立苹果电脑公司。

③ 惠普公司的创始人之一，硅谷创业的元老人物。

④ 英特尔公司的创始人，美国著名物理学家。

⑤ 设立在美国加利福尼亚州红木城，专门制造和开发高等教育与商业市场上的工作站计算机。

⑥ 1986年，乔布斯收购了乔治·卢卡斯的电脑动画部，成立了皮克斯公司。2006年，皮克斯公司被迪士尼公司收购。



wife. Pixar went on to create the world's first computer animated feature film, *Toy Story*, and is now the most successful animation studio in the world. In a remarkable turn of events, Apple bought NeXT, I returned to Apple, and the technology we developed at NeXT is at the heart of Apple's current renaissance. And Laurene and I have a wonderful family together.

I'm pretty sure none of this would have happened if I hadn't been fired from Apple. It awful tasted medicine, but I guess the patient needed it. Sometimes life hits you in the head with a brick. Don't lose faith. I'm convinced that the only thing that kept me going was that I loved what I did. You've got to find what you love. And that is as true for your work as it is for your lovers. Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it. And, like any great relationship, it just gets better and better as the years roll on. So keep looking until you find it. Don't settle.

My third story is about death.

When I was 17, I read a quote that went something like: "If you live each day as if it was your last, someday you'll most certainly be right." It made an impression on me, and since then, for the past 33 years, I have looked in the mirror every morning and asked myself: "If today were the last day of my life, would I want to do what I am about to do today?" And whenever the answer has been "No" for too many days in a row, I know I need to change something.

Remembering that I'll be dead soon is the most important tool I've ever encountered to help me make the big choices in life. Because almost everything all external expectations, all pride, all fear of embarrassment or failure—these things just fall away in the face of death, leaving only what is truly important. Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose. You are already naked. There is no reason not to follow your heart.