

THE WORLD'S FAMOUS SPEECHES

# 世界著名演讲精粹

——Everything Is Possible

## 一切皆有可能

(美)比尔・盖茨等◎著

聆听各界精英的铿锵之声 找寻成就自我的奋斗之路

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—Everything Is Possible 一切皆有可能

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### Everything is Possible

Lauren Harris.

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### 商界精英

真正的快乐来源于给予,来源于服务他人,来源于为他人做些事情。最让人感到幸福的就是给予。

——马克·贝尼奥夫

多数人不能成就伟业,并非因为他人干涉,而是因为自己放弃。

——劳伦·哈里斯

成功之路没有捷径。想成功就要努力工作,不屈不挠,持之以恒。

---汤丽·柏琦



### **Everything Is Possible**

#### Lauren Harris

Yale University Commencement Address May, 2014



- ☆ Once I could conquer my own fears, I could conquer just about anything.
- **☆** Most people are stopped from doing great things by no one but themselves.
- ☆ When all of you have the right stuff, in the end it will be about the sincerity of your ambitions, the toughness of your character and your unwillingness to compromise in the face of difficulty, fear and uncertainty.

Four years ago, your friends congratulated you, your father bragged incessantly and your mother swore she wouldn't cry every time she dropped you off at school.

Four years ago, you trod amid the gothic towers and weathered traditions that sew our community together and like any overachiever had questions: What's next? Will I make friends? Will I measure up?

Maybe you quietly wondered why a place like Yale, a place that sparked the drive of presidents and sharpened the wits of supreme court justices, a place that steeled the resolve of community leaders and

劳伦・哈里斯 耶鲁大学毕业 曲礼 演 2014年5月



- ☆ 只要克服自己的恐惧,人就能无往不胜。
- ☆ 多数人不能成就伟业,并非因为他人干涉,而是因为自己 放弃。
- ☆ 当拥有合适的物质条件时,一个人的伟大不在于其智商, 而是取决于以下三方面: 是否能够坚持自己的拘负: 是否 具有坚韧的品格;是否在遭遇困难、恐惧、不确定因素时, 能够绝不妥协。

回想 4 年前, 你们考入耶鲁。朋友们向你们表示祝贺, 父亲不停地 向人炫耀,母亲向你们发誓每次送你们去学校时都不会流泪。

回想 4 年前, 你们走讲耶鲁, 行走于它哥特式的建筑之间。你们感 受到了这所学校的传统,它能将人心凝聚。任何一个走进这里的优等 牛都会想:"接下来会发牛什么?我能在这里交到朋友?我能适应这里 的生活节奏吗?"

耶鲁曾经点燃过总统们的雄心壮志,增进过最高法院大法官们的 智慧;它曾经影响过社会活动家们的决策,鼓励、支持过世界知名学者 nurtured the pursuits of world-renowned scholars, a place that forged corporate pioneers, Pulitzer prize winners and exceptionally distinguished Secretaries of State would ever want you?

I hope you had these questions. I confess I asked all of this and more.

I took an unconventional path to Yale. Five years ago, I was working the evening shift at a clothing store in the suburbs of Virginia. My family had moved every year for the past five years and our finances were so depleted that retirement was not a possibility. Worse yet my son was a junior at an Ivy League <sup>①</sup> college in New Jersey. Hearing about his privileged friends often reminded me of all the things I wanted to give him but couldn't.

When I told him this, he replied, "If you really want to spoil me, spoil yourself." Then he took my hands and told me I had a brilliant mind and deserved better than everything I had ever known.

That summer I started community college while working full time. Education was my second chance. It awoke in me a curiosity, vitality and dignity. I never knew I could feel like that. When I read Eliot, Miller and Morrison, it was as if I was the first person to have ever read them, as if they were secret insights to the human soul and condition. My soul was imbued with a redemptive and insatiable vigor and I knew I couldn't stop. When I wanted more, I took a shot at the real deal.

Walking amid these gothic towers, amid these traditions and among this brilliant, vibrant and unapologetically eclectic Class of 2014 has been inspiring and humbling. Whether debating issues in class, chatting over coffee or just watching our bulldogs <sup>2</sup> trounce Cambridge schools, which will remain nameless—I have relished, learned and loved every moment I have shared with you. You have made me a better person and I only hope I have helped in some way to do the same for you.

Yet even now this is surreal. Four years ago, I was convinced that no

的学术追求;它培养出了许多公司创始人、普利策奖获得者和杰出的 国务卿。你们也许会在想,这样的大学为什么会接收我?

以上的疑问或许诸位都有过,而我的困惑不止于此。

我走入耶鲁的道路非比寻常。5年前,我还在弗吉尼亚州郊区的一家服装店上夜班。在之前的5年中,每年我都得搬家。由于家里经济困难,我退休赋闲在家绝无可能。雪上加霜的是,我的儿子在一所隶属常春藤联盟的高校上大三,学校在新泽西州。每当听他说起家境优越的同学时,我虽然也想给他提供良好的条件,但却无能为力。

当我把心中的愧疚说给儿子听时,他却说:"要是你真的想关心我,那就先关心好你自己吧。"随后,他握着我的手告诉我,他觉得我头脑灵活,应该拥有更好的生活。

就在那年夏天,我一边做着全职工作,一边开始去社区大学上课。 教育给了我第二次机会。它唤醒了我的好奇心、活力和自尊。当阅读 艾略特、米勒和莫里森的作品时,我能感到自己仿佛置身其中,能够感 同身受。这些作品带我领略探察了人类的生活和灵魂,这种感受我以 前从未有过。我的心中充满了力量,对现状感到不满,想要改变自己的 生活。我已经停不下来,渴望的东西也越来越多,于是决定申请耶鲁 大学。

走在耶鲁大学哥特式的建筑间,沉浸在它的传统之中,生活在有才华、有活力、能够兼收并蓄的 2014 届学生中间,这些事既让我受到鼓舞,又让我深深地感受到自己的不足。无论是在课堂上辩论、喝咖啡聊天,还是一起观看耶鲁斗牛犬队在体育赛事中击败我叫不上名的、剑桥地区学校的校队,我都非常享受与同学们相处的每一刻。与此同时,我也获得了新知。是同学们让我变得更棒,希望我也能对你们有所帮助。

直到今天,我仍感觉这段经历如梦似幻。4年前,我觉得没人会愿



one would want me, and I wouldn't measure up. As far as knowing what was next, I suppose I had resigned myself to more of the same. But I've come to learn that nothing great can really be accomplished without a healthy dose of terror. No one ever wrote epic poems, built monuments or told bedtime stories about people who played it safe.

I wasn't good enough. However, a big part of life is ignoring the naysayers especially the one inside you. Most people are stopped from doing great things by no one but themselves. Sometimes I looked in the mirror, in the morning and other times in the dark before I went to bed, and I learned to tell myself to shut up. I came to know myself in a way I didn't think possible and I realized once I could conquer my own fears I could conquer just about anything. If you have not felt this yet, I recommend it. It's the greatest joy you'll ever know.

You have likely all encountered your own fears and misgivings. I charge you to continue conquering them and telling that voice to shut up when necessary because in the end your greatness will not be about IQ. When all of you have the right stuff, in the end it will be about the sincerity of your ambitions, the toughness of your character and your unwillingness to compromise in the face of difficulty, fear and uncertainty.

Should someone tell you that it can't be done, or you're not good enough or it's not worth the trouble; should others beseech you to take the safe route, stick to the path of least resistance or quit while you're ahead; should people say you don't belong, or it's too late or your dreams are impractical, look them in the eyes, grin a little and let them know "it's possible".

意聘用我,因为我根本不够格。当时觉得自己的生活就会一直这样下去,不会有改变。现在我意识到,适度的恐惧会助人成就伟业。任何史诗里、纪念碑上或是枕边故事中讲述的主角都是心存谨慎、行事稳妥的人。

初到耶鲁时,我惶惶不安,主要是觉得自己不够好。然而,在生活中,人们应当忽略那些反对自己的言论,特别是让自己心中那个自我否定的声音消失。多数人不能成就伟业,并非因为他人干涉,而是由于自己放弃。在早上起床后或是晚上就寝前,我会看着镜中的自己,让心中那个自我否定的声音消失。我逐渐意识到自己可以成为以前不敢想象的成功者。我意识到,只要克服自己的恐惧,人就能无往不胜。若你们没有这样的感受,不妨一试,你们会感受到前所未有的快乐。

你们可能已克服了过往的不安与恐惧,今后应当继续这样做下去,不让自我否定的念头作祟。因为一个人的伟大不在于其智商,最终它会取决于以下三方面:是否能够坚持自己的抱负;是否具有坚韧的品格;是否在遭遇困难、恐惧、不确定因素时,能够绝不妥协。

当有人告诉你们有件事情不能做,不值得你们费心,或者说你们没资格时;当有人告诉你们走路要小心,应当选择困难最少的道路时;当有人说你们不适合做某件事,或者是行动为时已晚,或批评你们的梦想不切实际时,你们应当注视着他们,面带微笑,告诉他们,一切皆有可能。

naysayer /nei'seia/ n. 否定者; 拒绝者; 老是唱反调的人 misgiving /mis'givin/ n. 疑虑; 不安; 害怕; 担忧 sincerity /sin'seriti/ n. 真挚; 真实; 诚实 toughness /'tʌfnis/ n. 强硬, 强健



#### [About the Author]

劳伦·哈里斯 (Lauren Harris),是耶鲁大学的 2014 届毕业生。在耶鲁大学的 4年学习中,她主修政治经济专业和国际关系专业。她在校期间参加了很多活动,赢得了多项荣誉。虽然是妈妈级毕业生,但劳伦仍志存高远。她现在作为调查分析员,就职于美国谷歌总部。

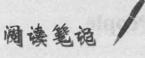
### [Background of the Speech]

劳伦·哈里斯作为 2014 届毕业生代表,在耶鲁大学毕业典礼上做了这番演讲。劳伦与其他学生的经历极为不同,在儿子即将大学毕业时,她才进入耶鲁大学学习。通过自己的亲身感受,劳伦想告诉大家,一个人要敢于尝试,要克服心中的恐惧。只有忽略那些否定自己的声音,克服心中的恐惧,人才能无往不胜,实现梦想。

#### [Notes]

- ① Ivy League: 在美国,"常春藤学府"一般与高等院校有关,但只有一些学校被公认为"常春藤联盟"。常春藤联盟由美国东北部的八所学校组成:哈佛(Harvard)成立于1636年,耶鲁(Yale)成立于1701年,宾夕法尼亚大学(University of Pennsylvania)成立于1740年,普林斯顿(Princeton)成立于1746年,哥伦比亚(Columbia)成立于1754年,布朗(Brown)成立于1764年,达特茅斯(Dartmouth)成立于1769年,康奈尔(Cornell)成立于1865年。
- ② Bulldog: 斗牛犬是耶鲁大学的吉祥物。它代表了该校的体育精神。在这里演讲者谈到斗牛犬指的是耶鲁大学的体育代表队。

(刘凤)



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### Do Something for Other People

#### **Marc Benioff**

Commencement Address for the University of Southern California 2014

- ☆ Get out there and do something for other people!
- ☆ While we're changing the world, don't forget about others who are a little less well taken care of than we are here.
- ☆ The real joy in life comes from giving. It comes from service; it comes from doing things for other people. Nothing will make you happier than giving.

Good morning, Trojans <sup>1</sup>.

Well, thank you Max for having me here. It is so great to be with you today. What a gorgeous day this is. And congratulations to this great class of 2014. Congratulations to all of you. Congratulations to all these parents of graduates of the class of 2014!

I always love being here. I always love being here on this beautiful campus. I always love the incredible student body. I always love going out to the all various athletic games. I love being in the fraternity lifestyle. It's fantastic. I love my Marshall School of Business, my entrepreneur program. I love all the great musical programs and dance programs and all the great things we have at USC that make it so special and unique. And I'll