

THE WORLD'S FAMOUS SPEECHES

## 世界著名演讲精粹

—Keep Striving 奋斗无止境

(美)贝拉克・奥巴马等◎著

聆听全球精英的智慧之声 感受奋斗前行的正能量

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# THE WORLD'S FAMOUS SPEECHES 世界著名演讲精粹

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## 商界精英

不要陷入不切实际的乐观情绪或心灰意冷的悲观情绪中。

——劳埃德·布兰克费恩

制定计划需要用铅笔而不是钢笔,我们需要根据世界和自身的变化及时修改计划。

——苏珊·沃西基

在你们踏入职场之际,我希望大家能够发现,在 每一次遭遇的困难和挑战里,都会孕育一个全新而且 往往更好的方向。

---柯爱伦



### **Keep Striving** (Excerpt)

#### Lloyd Blankfein

LaGuardia Community College Commencement Address June 6, 2013

- Don't get caught up in unrealistic optimism or detached pessimism.
- ☆ Don't forget to read, and to learn history, literature and about current events. You'll be more interesting to others, more interesting to yourself and you'll be more successful in your job.
- ☆ Ambition is your inner voice that tells you you can and should strive to go beyond your circumstances or station in life. You have overcome obstacles, pressures and self-doubt and you have done it because you have ambition.

It is a great honor for me to share in your accomplishment and pride today. But I must admit that I approached this address with some trepidation. I suppose that commencement speeches have been delivered more seriously, listened to more attentively, and forgotten more promptly than any other form of human communication.

So I will try to be brief and practical. My advice is grounded in my own experience. And my own experience, in many respects, is not that different from many of yours.

## 奋斗无止境(节选)

**劳埃德・布兰克费恩** 拉瓜迪亚社区大学毕业演讲 2013年6月6日



- ☆ 不要陷入不切实际的乐观情绪或心灰意冷的悲观情绪中。
- ☆ 要记得读书,要记得了解历史、文学和时事,这么做会让你变得更加风趣,会让你的生活更加有趣、你的事业更加成功。
- ☆ 雄心壮志是发自内心的声音,它告诉你: 你能行,你应该 努力冲破环境、身份的禁锢。正是因为有雄心壮志,你才 克服了阻碍,顶住了压力,摆脱了自我怀疑。

能在这里分享大家的成就和自豪,我感到无比荣幸,但必须承认, 我是怀着惴惴不安的心情来演讲的。我认为与人类其他的交流方式相 比,发表毕业演讲更为严肃; 听众听得更加专注,但也会更快忘记演讲 的内容。

因此,我的演讲会尽量做到简洁、实用。我的建议都源自个人经历;从多方面来看,我的经历与你们的经历差别也不是那么大。

trepidation / trepi'deifn/n. 恐惧,惊惶,忧虑

I grew up with the idea that college was more an aspiration than an expectation. I saw my parents struggle most of their lives and the daily battle to keep afloat sometimes even drained what hopes and dreams they had for me. They didn't go to college and neither did my only, older sibling.

My father sorted mail for the post office. He worked nights because it paid 10% more than a day shift. My mother was a receptionist at a burglar alarm company—one of the few growth industries in our neighborhood. I grew up in the Linden Houses, which, as some of you know, is a housing project in East New York <sup>①</sup>.

It was and is a tough neighborhood, though it produced some accomplished people who, despite or because of their background, did well. I attended Thomas Jefferson High School, which has since shut down as a high school and operates different training programs for various skills. Up until high school, I shared a small apartment with my extended family, which included my grandmother, my sister and my nephew.

But looking back, I grew up in a world of unlimited opportunity. Each night I would read, and reading opened up the world to me. I love reading history and especially biography. In biographies, you are almost always reading about people who started out unimportant but ended up having a significant life.

What I liked most about biographies is that the person you are reading about is in his or her early life on page 50, doesn't know about the success he or she will achieve on page 300. They couldn't see the greatness that lay ahead.

If you think about it, that's a great justification for the optimism that you should have for the life ahead of you. All of you are only on about page 50 of your biography, with hundreds of pages to go.

Growing up, my biggest goal was just to get out of East New York.

从小到大,上大学对我来说都是一件可望而不可即的事。我看到 父母终日为生计而操劳,在每日的生存之战中有时甚至把对我的梦想 和希望也都渐渐抛到九霄云外去了。我的父母和唯一的姐姐都从未上 过大学。

父亲在邮局整理邮件,他上的是夜班,因为夜班的工资比白班多10%。母亲在一家防盗警报器公司做接待员,这也是我们那一带为数不多的增长行业。我在"林登家园"长大,一些同学可能知道那是东纽约的一个住宅区。

"林登家园"一带过去治安很差,现在依然如此。然而,那里还是出了一些有成就的人,他们没有受到出身背景的影响,或者说正是这种出身背景造就了他们。我高中就读于托马斯·杰斐逊高中,后来这所高中关闭了,只开设各种技能训练项目。读高中前,我和一大家子人挤在一间小公寓里,其中包括我的奶奶、姐姐和外甥。

然而,回首过往,我也是在一个机遇无限的世界长大的。我每天晚上都读书,读书开阔了我的眼界。我喜欢读史书,尤其喜欢传记。在传记中,经常会看到有些人虽然出身卑微,最终却做出了一番了不起的成就。

我最喜欢传记的一点是:在人生初期——书的第五十页,主人公 并不知道自己将在第三百页取得成功。他们看不到自己伟大的未来。

仔细想想,大家都有充足的理由对今后的人生持乐观态度。同学 们仅仅是处在人生传记的第五十页左右,后面还有好几百页等待你们 去书写。

在成长过程中,我最大的目标就是走出东纽约。我参加了大学考

justification /ˌdʒʌstifi'keiʃn/n. 辩护,正当的理由



I took the college entrance exam and committed myself to getting into college. I did. The day I left for college was one of the first trips I made out of New York City.

College was an intimidating place for me. The other students seemed naturally confident; many had traveled and seemed to understand the world. To this day, I can't forget how insecure I felt, but it made me work harder.

Once I realized I belonged, I became more ambitious. Ambition is your inner voice that tells you you can and should strive to go beyond your circumstances or station in life. You have overcome obstacles, pressures and self-doubt and you have done it because you have ambition.

You want to succeed for your families and yourselves. And there is no more powerful force through which to do that than through education and know-how.

I'm proud that LaGuardia and Goldman Sachs have teamed up to support small businesses. Through this partnership, I've seen how many LaGuardia students are juggling school, job and family. And, I've seen how these students and all of you push yourselves and persevere.

By virtue of being here today, you have proven to yourself that you belong. And now that you belong, feed off your ambition. That means being focused, disciplined, demanding, self-critical and open-minded. Your challenges won't fall away. In fact, they may get steeper.

That, my friends, is life. But just as the struggles are great, so are the rewards. There's another way to look at it: Ask yourself if you really have a choice. You already knew the answer to that question the first day you walked into LaGuardia. We owe it to our families and to ourselves to keep striving.

This is certainly not the easiest of economic times, but there's always an economic cycle. In the course of the next 50 years of your life, you'll 试,一心想着上大学。我成功了! 前往大学那天,我第一次离开了纽约市,踏上了去其他地方的旅程。

对我而言,大学是个令人心生敬畏的地方。其他同学似乎生来就有自信;许多同学都旅行过,似乎很了解这个世界。到现在我也忘不了自己当初多么缺乏安全感,但这也促使我更加努力地学习。

发现自己融入了大学生活以后,我变得更有抱负了。雄心壮志是 发自内心的声音,它告诉你:你能行,你应该努力冲破环境、身份的禁 锢。正是因为有雄心壮志,你才克服了阻碍,顶住了压力,摆脱了自我 怀疑。

为了家人,为了自己,你们想要取得成功。要想成功,没有什么力量比教育和专业知识更强大了。

拉瓜迪亚社区大学和高盛投资公司联手扶持小企业,这令我非常自豪。合作过程中,我看到拉瓜迪亚的许多学生都能兼顾学业、工作和家庭。我也看到了这些学生以及在座的各位同学是如何鞭策自己、坚持不懈的。

今天你们能坐在这里,就已经向自己证明了你们是拉瓜迪亚的一员。既然你们融入了这里的生活,那就把雄心壮志当作精神食粮吧。这意味着你们要专心致志,有条有理,严于律己,具有自我批评的精神,还要保持开放的心态。实际上,挑战不会消失,只会越来越严峻。

亲爱的朋友们,这就是人生。努力奋斗便会有丰厚的回报。换个 角度来看这个问题,问问自己到底有没有选择。第一天走进拉瓜迪亚 社区大学的时候,你们就知道答案了:为了家人、为了自己,我们必须 不断奋斗。

现在显然不是经济情况最好的时期,但经济周期一直存在。在人生未来的50年里,你们会见证许多个经济周期。就像现在一样,你们



see a lot of cycles, and like this one, you'll get through it. Don't get caught up in unrealistic optimism or detached pessimism.

Still, a lot can change rapidly and with a lot of force. Your security rests in knowing how to do a variety of things —— and being able to do them better than others.

And that knowledge and ability can be obtained only through a willingness to strike out for something better. That could mean changing careers or pushing for a new idea or strategy in your current one. In either case, push yourself to try something new and to grow with each move.

After college, I went to law school for three years, and then into my dream job at a big NY law firm. But even though it had been my dream, I didn't like it once I got there.

For the first time, I was feeling financially secure, but I knew I wasn't passionate enough about what I was doing. And because I didn't love it, I would never be fulfilled from it, or be really good at it. Someone who loved it more would have greater enthusiasm and focus. For some it was fun; for me it was always going to be a chore.

After five years at a law firm, I decided I wanted to try something different. I came home and told my wife I was quitting, and she cried. And not out of happiness. Anyway, it worked out. I got a new job at a small Wall Street <sup>②</sup> firm, we got bought out by a larger firm, and I ended up remaining at a large firm... Goldman Sachs.

In my career, I've been fortunate to know and work with many of this country's top CEOs and business leaders. I'm always struck by a certain passion that defines them. While they may be wealthy and powerful, their passion goes beyond money and power.

I won't stand here and tell you those are bad things. They can be pretty good, but only if you have a larger purpose in mind. If you don't have passion for your work or the drive to make a better life for your kids 总能闯过难关。不要陷入不切实际的乐观情绪或心灰意冷的悲观情绪中。

然而,许多事都在飞速改变,能够产生巨大的影响力。你们的安全 感有赖于掌握多项技能,并且能比别人做得更好。

唯有愿意追求更好的事物,才能获取这些知识和能力。这可能意味着你们要换工作,或者要争取为现在的工作想一个新点子、新策略。不管怎样,你们都应该逼着自己尝试新鲜事物,并随着每一次行动成长。

大学毕业后,我去法律学院继续深造了3年。之后,我在纽约一家 大的律师事务所找到了自己梦寐以求的工作。虽然这是我曾经的梦 想,但到那儿之后,我发现自己并不喜欢这份工作。

我第一次有了经济上的保障,但我知道自己对这份工作缺乏热情。因为我不爱它,所以绝对不会从中得到满足或者有所建树。对于更加热爱这份工作的人而言,他会更热情、更专注。对一些人来说,这份工作是乐事,但对我来说,这就只是令人厌烦的工作而已。

在律师事务所工作了5年后,我决定要尝试不一样的工作。我回到家,告诉妻子自己想辞职,她哭了起来,并不是喜极而泣。不管怎样,事情还算顺利。我在华尔街的一家小公司找到了新工作,这家小公司又被一家大公司收购了,我最终成了一家大公司——高盛集团的员工。

在工作中,我有幸结识了许多美国顶尖的首席执行官和商业领袖,并和他们一起共事。我总能被他们身上的一种激情所打动。这些人虽然有权有势,但他们的激情超越了对金钱和权力的追求。

我不会站在这里讨论金钱和权力的坏处。金钱和权力并非毫无 益处,前提是你们要有更大的目标。如果你们对自己的工作缺乏热情, 或者缺乏为孩子打造更好人生的内驱力,那么你们就会失去前进的动



than your own, then you won't have what it takes to keep you going. So, I'd like to leave you with some specific advice that will hopefully keep you going:

First, confidence really matters.

Recognize you have earned the right to be confident. Most of you have made great sacrifices and overcome great obstacles to get where you are today. You built up muscles that others who've had an easier time don't have. Those muscles will serve you for the rest of your life.

My struggle to get to and through college turned out to be an advantage for me. The disadvantages you have had become part of your personal history and track record, all advantages in your later life. So confidence is justified.

Second, find a job that you like.

You'll be better at it and you'll last longer in it. Having said that, in a tough economy, or because of family pressures, you may not always be able to take a risk with a job choice. And, no doubt, we've all settled at various times.

But, don't let necessity in a given moment become the excuse for a lifetime of inertia. Keep trying to get yourself to the right place. If I'd stayed a lawyer, I could have made it work for a while, but I would have fizzled out and eventually because I didn't love it.

Third, be a well-rounded, complete person.

Many of you will go for further education or career training. Of course, it's important to learn the things that you need to make a living. But, don't forget to read, and to learn history, literature and about current events. You'll be more interesting to others, more interesting to yourself and you'll be more successful in your job. Most of the books I've read didn't apply directly to my job or industry, but I've applied their lessons in unexpected ways.