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# 燃烧热情火,淬取成功金

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# 燃烧热情火, Enthusiasm淬取成功金 and Success





# 热情创造奇迹

### The Triumphs of Enthusiasm

▶ 奥里森·马登 / Orison Marden

"I do not know how it is with others when speaking on an important question," said Henry Clay; "but on such occasions! I seem to be unconscious of the external? world. Wholly engrossed by the subject before me, I lose all sense of personal identity, of time, or of surrounding objects."

"A bank never becomes very successful," says a noted financier, "until it gets a president who takes it to bed with him."

"Men are nothing," exclaimed Montaigne, "until they are excited." As the young lover has finer sense and more acute vision and sees in the object of his affections a hundred virtues and charms invisible to all other eyes, so a man permeated with enthusiasm has his power of perception heightened and his vision magnified until he sees beauty and charms others cannot discern which compensate for **drudgery**<sup>3</sup>, privations, hardships, and even persecution.

Dickens says he was haunted, possessed, spirit — driven by the plots and characters in his stories which would not let him sleep or rest until he had committed them to paper. On one sketch he shut himself up for a month, and when he came out he looked haggard as a mur-

derer. His characters haunted him day and night.

"Herr Capellmeister, I should like to compose something; how shall I begin?" asked a youth of twelve, who had played with great skill on the piano.

"Pooh, pooh;" replied Mozart, "you must wait."

"But you began when you were younger than I am," said the boy.

"Yes, so I did," said the great composer, "but I never asked any-thing about it. When one has the spirit of a composer, he writes because he can't help it."

Gladstone says that what is really wanted is to light up the spirit that is within a boy. In some sense and in some degree, in some effectual degree, there is in every boy the material of good work in the world; in every boy, not only in those who are brilliant, not only in those who are quick, but in those who are stolid, and even in those who are dull, or who seem to be dull. If they have only the good will, the dullness will day by day clear away, under the influence of the good will.

"Every great and commanding moment in the annals of the world," says Emerson, "is the triumph of some enthusiasm. The victories of the Arabs after Mahomet, who, in a few years, from a small and mean beginning, established a larger empire than that of Rome, is an example. They did they knew not what. The naked Derar, horsed on an idea, was found an overmatch for a troop of cavalry. The women fought like men and conquered the Roman men."

It was enthusiasm<sup>4</sup> that enabled Napoleon to make a campaign in two weeks that would have taken another a year to accomplish. "These Frenchmen are not men, they fly," said the Austrians in consternation. In fifteen days Napoleon, in his first Italian campaign, had gained six victories, taken twenty-one standards, fifty-five pieces of

cannon, had captured fifteen thousand prisoners, and had conquered Piedmont.

"There are important cases," says A.H.K. Boyd, "in which the difference between half a heart and a whole heart makes just the difference between signal defeat and a splendid victory."



美国政治家亨利·克莱曾经说过:"遇到重要的事情时,我不知道别人会有怎样的反应,总之我会全身心地投入进去,根本不会注意到周围的事——时间、环境、周围的人都不会引起我的注意。"

一位著名的金融家曾经说过这样一句名言:"如果能够有一个做梦都想把银行经营好的人当总裁,那么这家银行必定会取得巨大的成功。"

蒙田也曾说过:"人若没有了热情,就不能称之为人。"这正如一个坠入爱河的人,感觉会变得更加敏感,他能够在爱人身上看到别人无法看到的优点。同样地,当大多数人正在被工作的艰辛和生活的困苦所累时,那些对生活充满热情的年轻人往往能够看到别人看不到的美景。

狄更斯曾经说过,每当他构思小说的情节时,他都会激动得寝食难安,他的心已经完全投入到创作中去了,直到故事成形他的心绪才能平静下来。有时,他常常因为描写一个场景可以一整个月闭门不出;当人们再次看到他时,发现他已变得十分憔悴了,就像生了一场大病一样。这一切都是因为他笔下的人物令他魂牵梦绕,使他根本无暇顾及周围的任何事情。

有一个刚满十二岁的小男孩儿却有着出众的琴技,一次,他向著名作曲家莫扎特请教:"先生,我想谱一支曲子,应该怎样开始呢?"

莫扎特回答道:"哦,孩子,你还得等一等。"

"可是您开始谱曲的时候比我现在的年龄还小呢! 既然你能做到,我也一定能够做到。"小男孩儿坚定地说道。

"你说得没错,孩子,可是我像你这么大的时候从没有向别人提出过 这样的问题。一旦你有了灵感,自然能够谱出好曲子。"

英国政治家格莱斯顿曾经说过:"最有意义的事情莫过干把一个孩 子内心潜藏的热情激发出来。"从某种程度上来说,每个孩子都有一种独 特的潜质,可成就一番大事。这种潜质并不仅仅存在干那些反应灵敏和 聪明伶俐的孩子身上,那些看上去反应迟缓,甚至看上去有些愚笨的孩 子身上同样具有这样的潜质。一旦他们的热情被点燃,他们就会渐渐变 得聪明起来。

爱默生曾经说过:"人类历史上每一个伟大时刻都是由热情的释放 而造就的。穆罕默德就是这样一个例子,他带领阿拉伯人建立起一个比 罗马帝国的领土还要辽阔的帝国。虽然他们的十兵没有盔甲护体,却有 一种能够战胜一切的热情在支持着他们。所以,他们的战斗力绝不逊色 干正规的骑兵:更令人吃惊的是,妇女也参加到战斗中来,她们像男人一 样在战场上厮杀,齐心协力将罗马军击退。"

同样地,拿破仑发动一场战役仅需两周的准备时间,而别人却要花 费一年的时间。之所以会有这样的差别,就是因为他无人能及的热情。当 奥地利人看到拿破仑带领部下成功地翻跃了阿尔卑斯山之时,不禁发出 这样的感叹:"他们不是人,因为他们会飞!"拿破仑在第一次远征意大利 的行动中,只用十五天的时间就打了六场胜仗,缴获敌军二十一面军旗、 五十五门大炮,并俘虏一万五千余人,从而成功地占领了皮德蒙特。

正如博伊德所说的那样:"做事漫不经心的人与那些将全部激情投 入到某件事中的人只有一个差别——前者失败,后者成功。'



生活在现代社会里的人们需要劳心费神的事情越来越 多.根本无暇静下心来专注于某一件事情。如果能够对一些琐 碎的事情多一份"糊涂",而对急需解决的事情多一份专注的 话,处理起事情一定会事半功倍。

### 热词盘点

- 1. occasion [əˈkeiʒən] n. 时刻, 时候
- 例 His clothes befit the occasion. 他的衣服适合那个场合。
- 2. external [eks'təːnl] adi. 外面的, 外部的
- **例** The medicine is for external use only. 这药只能作外敷使用。
- 3. drudgery ['drʌdʒəriɪ] n. 苦工,单调沉闷的工作
- 例 He was facing a life of toil and drudgery and vexation. 摆在他面前的是终身的苦役和折磨。
- 4. enthusiasm [in'θjuːziæzəm] n. 热情, 热心
- 例·Their enthusiasm was infectious. 他们的热情有感染力。

### 佳句欣赏

- 1. Every great and commanding moment in the annals of the world. 人类历史上每一个伟大时刻都是由热情的释放而造就的。
- 2. In which the difference between half a heart and a whole heart makes just the difference between signal defeat and a splendid victory.

做事漫不经心的人与那些将全部激情投入到某件事中的人只有一个差别——前者失败,后者成功。

### 短语攻略

permeate with 充满 在他对民众的演说里, 充满了对不公正的愤慨。



# 一双短袜

#### A Pair of Socks

▶ 佚名 / Anonymous

On fine afternoon I was walking along Fifth Avenue, when I remembered that it was necessary to buy a pair of socks. Why I wished to buy only one pair is unimportant.

I turned into the first sock shop that caught my eye, and a boy clerk who could not have been more than seventeen years old came forward. "What can I do for you, sir?"

"I want to buy a pair of socks."

His eyes glowed. There was a note of passion in his voice. "Did you know that you had come into the finest place in the world to buy socks?" said the boy, ecstatically. I had not been aware of that, as my entrance had been accidental.

"Come with me," I followed him to the rear of the shop, and he began to haul down from the shelves box after box, displaying their contents for my delectation.

"Hold on, lad, I am going to buy only one pair!"

"I know that," said he, "but I want you to see how **marvelously**1 beautiful these are. Aren't they wonderful!"

There was on his face an expression of solemn and holy rapture,

as if he were revealing to me the mysteries of his religion.

I became far more interested in him than in the socks. I looked at him in amazement. "My friend," said I, "if you can keep this up, if this is not merely the enthusiasm that comes from novelty, from having a new job, if you can keep up this zeal and excitement day after day, in ten years you will own every sock in the United Sates."

My amazement at his pride and joy in salesmanship will be easily understood by all who read this article.

In many shops the customers has to wait for some one to wait upon him. And when finally some clerk does deign to notice you, you are made to feel as if you were interrupting him. Either he is absorbed in profound thought in which he hates to be disturbed or he is skylarking with a girl clerk and you feel like apologizing for thrusting yourself into such intimacy.

He displays no interest either in you or in the goods he is paid to sell. Yet possibly that very clerk who is now so apathetic began his career with hope and enthusiasm. The daily grind was too much for him; the novelty wore off; his only pleasures were found outside of working hours.

He became a **mechanical**<sup>2</sup>, not inspired, salesman. After being mechanical, he became **incompetent**<sup>3</sup>; then he saw younger clerks who had more zest in their work, promoted over him. He became sour. That was the last stage. His usefulness was over.

I have observed this melancholy decline in the lives of so many men in so many occupations<sup>4</sup> that I have come to the conclusion that the surest road to failure is to do things mechanically. There are many teachers in schools and colleges who seem duller than the dullest of their pupils; they go through the motions of teaching, but they are as impersonal as a telephone.



在一个阳光明媚的下午,我走在第五大街上,突然想起应该买一双 袜子了。当时为什么会突然想起要买一双袜子,现在回想起来已经并不 重要了。

我恰巧看到一家短袜专卖店,便走了进去。一个不超过十七岁的男服务生迎上前来说道:"先生,您需要什么?"

"我想买一双短袜。"

听了我的话,他的眼睛一亮。他的话语充满了激情:"您知道吗,现在您正站在世界上一流的短袜专卖店里!"他热情地向我讲解着。而我却根本没有在意他说的话,因为我来这里实属偶然。

"跟我来吧。"他说着,就径直走向商店里面。他不断地把货箱一个个从货架上搬下来,让我随意挑选。

"你等等,小家伙,我可只想买一双袜子啊!"

"我知道,"他说,"但我还是想让您看看这些袜子有多么漂亮!它们是不是很棒?"

他兴奋的神情看起来既认真又纯洁,他那虔诚的样子就像是正在向我传教,想让我知道他所信仰的宗教有多么玄妙。

而此时,我对男孩儿产生的好奇远远超过了对袜子的关注。我吃惊地看着他,说道:"我的朋友啊,如果你能一直保持着这种热情,而不是一时的因为刚刚涉及这个行业所产生的新奇感,那么十年后,你一定会拥有全美国的袜子。"

我对这个男孩儿推销商品时所表现出来的自豪感和快乐的样子感到十分惊讶,我想,读者也一定很容易理解这一点。

的确,在很多商店里,许多顾客都不得不等着服务员过来招呼。然 而,当服务员终于注意到你的时候,你又会觉得自己打扰了人家正在忙