

新东方英语 | 珍藏本
NEW ORIENTAL ENGLISH

窗外的风景

THE WINDOW



西安交通大学出版社
XI'AN JIAOTONG UNIVERSITY PRESS

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1

SECTION

溪流急着要投入海洋的怀抱，浪潮却渴望重回大地的胸膛。曾经的沧海桑田，归来时，行囊不再沉甸，而心灵已越发清澈透明……

True story
励志人生



安德鲁·卡耐基，美国钢铁大王。他幼时家贫，受教育不多，却自学成才，并靠个人奋斗兴办铁路、开采石油、建造钢铁厂，跻身亿万富翁之列。卡耐基本人旋即成为美国人心中的英雄和个人奋斗的楷模。本篇选自他1885年在柯里商业学院毕业典礼上的演讲。

THE ROAD TO BUSINESS SUCCESS¹⁾

成功之路

By Andrew Carnegie
◆ 编译 / 赵蓉

2

It is well that young men should begin at the beginning and occupy the most subordinate positions. Many of the leading businessmen of Pittsburgh had a serious responsibility thrust upon²⁾ them at the very threshold³⁾ of their career. They were introduced to the broom, and spent the first hours of their business lives sweeping out the office. I notice we have janitors and janitresses⁴⁾ now in offices, and our young men unfortunately miss that salutary⁵⁾ branch of a business education. But if by chance⁶⁾ the professional sweeper is absent any morning the boy who has the genius⁷⁾ of the future partner in him will not hesitate to try his hand at the broom... It does not hurt the newest comer to sweep out the office if necessary. I was one of those sweepers myself ...

Assuming⁸⁾ that you have all obtained employment and are fairly started, my advice to you is "aim high." I would not give a fig for⁹⁾ the young man who does not already see himself the partner or the head of an important firm. Do not rest content for a moment in your thoughts as head clerk, or foreman, or general

年轻人创业之初，应该从最底层干起，这是件好事。匹兹堡有很多商业巨头，在他们创业之初，都不情愿地肩负过“重任”。他们与扫帚相伴，以打扫办公室的方式度过了他们商业生涯中最初的日子。我注意到我们现在办公室里都有工友，所以很可惜，年轻人就错过了商业教育中这个有益的环节。如果碰巧哪天上午，专职扫地的工友没有来，某个具有未来合伙人气质的年轻人便会毫不犹豫地试着拿起扫帚。新来的员工在必要时，扫扫地也无妨，你并不会因此而有什么损失。我自己就曾经扫过地……

假如你已经找到了工作，并且有了一个良好的开端，我对你的建议就是：要志存高远。一个年轻人，如果不曾把自己想象成是一家大公司未来的老板或是合伙人，那我会对他不屑一顾。在任何企业，不管它的规模多大，你的内心都不要满足于做一个首席助理、领班或者总经理。要对自己说：我要

1. Excerpts from an address to students of the Curry Commercial College, Pittsburgh, June 23, 1885.
2. thrust upon 强加于
3. threshold *n.* 开始, 开端, 极限
4. janitors and janitresses: 工友
5. salutary ['sæljʊtəri] *adj.* 有益的
6. by chance *adv.* 偶然, 意外地
7. genius ['dʒi:nɪəs] *n.* 天赋
8. assuming *conj.* 假定; 假如
9. not give a fig for: 对……不屑一顾



manager in any concern¹⁰⁾, no matter how extensive. Say each to yourself.

“My place is at the top.” Be king in your dreams.

And here is the prime condition of success, the great secret: concentrate your energy, thought, and capital exclusively¹¹⁾ upon the business in which you are engaged. Having begun in one line, resolve to fight it out on that line, to lead in it; adopt every improvement, have the best machinery, and know the most about it.

The concerns which fail are those which have scattered their capital, which means that they have scattered their brains also. They have investments in this, or that, or the other, here, there and everywhere. “Don’t put all your eggs in one basket” is all wrong. I tell you “put all your eggs in one basket, and then watch that basket.” Look round you and take notice; men who do that do not often fail. It is easy to watch and carry the one basket. It is trying to carry too many baskets that breaks most eggs in this country. He who carries three baskets must put one on his head, which is apt to¹²⁾ tumble¹³⁾ and trip him up¹⁴⁾. One fault of the American business man is lack of concentration.

To summarize what I have said: aim for the highest; never enter a bar-room; do not touch liquor, or if at all only at meals; never speculate¹⁵⁾; never indorse¹⁶⁾ beyond your surplus¹⁷⁾ cash fund; make the firm’s interest yours; concentrate; put all your eggs in one basket, and watch that basket; expenditure¹⁸⁾ always within revenue¹⁹⁾; lastly, be not impatient, for, as Emerson says, “no one can cheat you out of ultimate success but yourselves.”

迈向顶尖! 要做就做你梦想之国里的国王!

成功的首要条件和最大秘诀就是: 把你的精力、思想和资本全都集中在你正在从事的事业上。一旦开始从事某种职业, 就要下定决心在那一领域闯出一片天地来; 不断提高自己, 采用最优良的设备, 对专业知识熟稔于心。

过于分散自己资本的企业, 注定会失败, 因为分散资本就意味着分散了他们的精力。他们向这方面投资, 又向那方面投资; 在这里投资, 在那里投资, 到处都投资。“不要把所有的鸡蛋放在一个篮子里”的说法其实大错特错。我要对你说: “把所有的鸡蛋都放在一个篮子里, 然后小心地看好那个篮子。”看看你周围, 你会注意到: 这么做的人其实很少失败。提着一个篮子并看好它, 并不太难。在我们国家, 想同时提很多篮子的人往往打破的鸡蛋最多。提三个篮子的人, 必须把一个顶在头上, 而这个篮子很可能掉下来, 把他自己绊倒。美国商人的一个错误就是没有集中自己的精力。

总结一下, 我所说的: 要志存高远; 不要出入酒吧; 要滴酒不沾, 要喝也只在用餐时喝少许; 不要投机; 不要寅吃卯粮; 要把公司的利益当作你自己的利益; 要专注; 把所有的鸡蛋放在一个篮子里, 然后小心地看好它; 要量入为出; 最后一点, 要有耐心, 就像爱默生所言: “除了你自己没人能真正阻止你成功。”

10. concern [kən'sə:n] *n.* 公司或企业; 商号
11. exclusively [ɪk'sklʊ:sɪvli] *adv.* 专一地; 全部的
12. be apt to: 有一种倾向的; 倾向于
13. tumble ['tʌmbəl] *v.* 翻倒, 摔倒
14. trip sb. up: 绊倒, 使失败

15. speculate *vi.* ['spekju.leɪt] 做投机买卖
16. indorse [ɪn'dɔ:s] *v.* (=endorse) 签名于票据等的背面, 认可
17. surplus *adj.* 过剩的, 剩余的
18. expenditure [ek'spendɪtʃə(r)] *n.* 支出, 花费
19. revenue ['revɪnju:] *n.* 收入

The strongest value I grew up with is that we must do everything to the best of our ability — no matter how long it takes.

「游向」



By Marcelle Katz

译 / 辜丽

The South African swimmer Natalie du Toit, 19, had her left leg amputated¹⁾ at the knee after an accident on her scooter²⁾ in February 2001. She was back in the pool three months later, and in August 2002 won golds in the 50-metre and 100-metre disabled freestyle events at the Manchester Commonwealth Games, breaking two world records. She was awarded the title of Outstanding Athlete of the Games. Her goal is to enter as an able-bodied swimmer in the 2004 Olympics in Athens.

Natalie suffered from asthma³⁾ when she was little, so she started swimming at the age of six to improve her health. She hated water at first. She used to jump in, hold on

雅典 2004 Athens 2004



2001年2月, 19岁的南非游泳运动员娜塔莉·杜·伊托因骑摩托车遭遇交通事故, 不得不将左膝以下截肢。然而仅三个

月后, 这位南非姑娘便又回到了游泳池中, 并于2002年8月在曼彻斯特举行的英联邦国家运动会上获得了残疾人50米和100米自由泳的金牌, 并打破了这两项运动的世界纪录。娜塔莉获得了运动会颁发的杰出运动员奖。她的目标是能以一名健全的游泳运动员的身份参加2004年在雅典举行的奥运会。

小时候娜塔莉得过哮喘, 为了康复, 她在6岁时开始学游泳。一开始, 娜塔莉非常怕水。她通常是跳进水里,





tight to the side, then jump out. But she slowly became more confident and started swimming like a fish—and then her parents couldn't get her out. From the age of 10 she broke all the records.

The accident was devastating for all of her families. When they got to the hospital, the doctor said her leg had burst and they had to amputate it straight away. But when they discovered she was a champion swimmer, they tried to save it. She

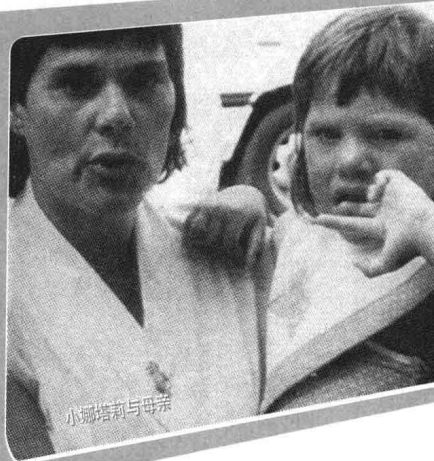
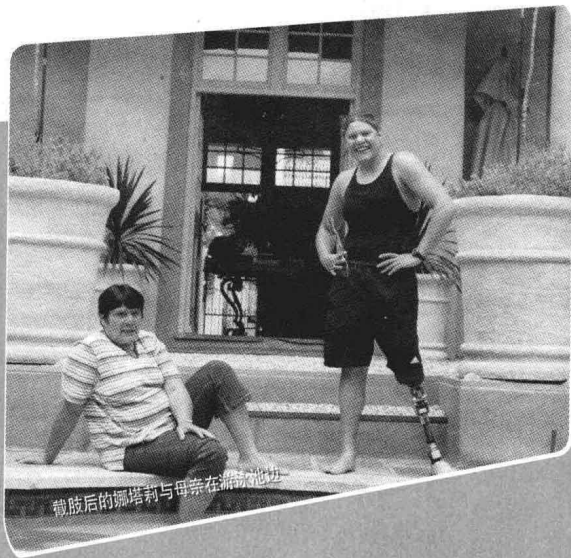
was bleeding so profusely⁴⁾, they changed her bed six times. And each time they gave her blood, her body reacted. But she was so determined not to lose her leg that if her brother, Andre, said, "I'm going to pinch your toes. Tell me when you feel it," she'd answer, "I feel it now" — when his hands were behind his back. Eventually the doctor had no choice but to amputate.

两手紧紧抓住池边，然后就爬出泳池。但渐渐地，她变得越来越有信心，像条鱼一样在池里游来游去——父母也没办法让她停止游泳了。从10岁起，娜塔莉打破过各种纪录。

对于所有的家人来说，这次交通事故破坏了美好的一切。事故发生后，当娜塔莉的父母赶到医院时，医生说娜塔莉的腿骨已经破裂了，他们不得不立刻做截肢手术。但当医生得知娜塔莉是游泳健将，他们努力地想要保住她的腿。娜塔莉的腿血流不止，医生先后换了六次床铺。每次输血，她的身体反应都很强烈，但想要保住腿的强烈愿望一直支撑着娜塔莉。来探望她的哥哥安德烈说：“我来捏捏你的脚趾，如果你有感觉就告诉我。”娜塔莉总是回答：“我感受到了。”可事实上哥哥的手背在身后，根本没有触碰她。医生最终还是不得不给她做截肢手术。



Afterwards, Natalie's biggest fear was that people would feel sorry for her, so when visitors came she would flash her stump⁵⁾.

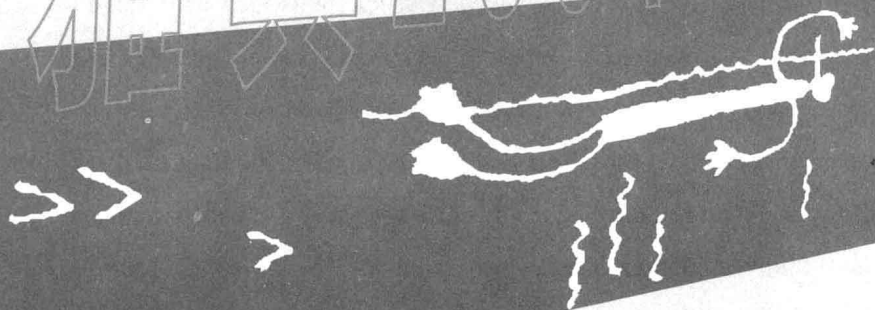


“Before visitors could say, ‘I’m sorry.’ I’d lift my sheet so they could see my stump. They had no time to say: ‘Shame.’” Everybody was so shocked, but it took their tears away and they went out smiling.

Some people take a year to learn to walk with a *prosthesis*⁶⁾ —Natalie took five hours. She practised up and down that corridor until she could do it. All she wanted to do was to get into the water. She had to wait over six weeks, which for her seemed like a lifetime. In the water, she’s had to learn how to rebalance, because the stump floats. Most of her swimming is done with her body; that’s how she keeps up with people with two legs.

For their hard life, her mother said: “The more positive I remain, the more positive Natalie is. I’m a very independent, ordered person, and in that way we’re like two peas in a pod. We don’t rely on anyone else. Natalie is driven. She has incredible mental and physical strength, but she’s gentle and compassionate too. I never say anything negative. The thing is, your children feel what you feel, and learn what you tell them. It doesn’t matter how old they are. At home we talk about everything but swimming. It doesn’t matter how many medals she wins, we don’t talk about it.

But I know that whatever obstacle comes her way, Natalie will persevere to the bitter end.”



9

励志人生

● TRUE STORY

术后娜塔莉最害怕人们会可怜她，所以每次亲朋好友来探病，她都会主动展示截肢后的腿。“我总是在他们说‘我很抱歉’之前就撩起床单露出截肢后的腿，让他们来不及说‘太可惜了’。”大家都很吃惊，但娜塔莉的这一举动避免了大家落泪，最终每个人都面带笑容离开了病房。

一些人需要一年的时间学会使用假肢行走，而娜塔莉只用了5个小时。她在走廊里来来回回地练习，直到会走路为止。她一心想做的便是重新回到水里。但她得等上六个多星期，这对她而言简直长似一生。等到了下水，她得重新学习平衡身体，因为截肢后的腿总是浮起来。大部分的游泳动作她都得靠身体来完成，靠她的身体来赶上那些两腿健全的人。

面对残酷的现实，她妈妈说：“我越是乐观，女儿就越乐观。我是一个非常独立、有序的人，在这一点上，女儿完全继承了我。我们不愿依赖任何人。娜塔莉是个有紧迫感的人。她有着非凡的坚强意志和充沛的精力，温柔而富同情心。我从不说不幸的话。要知道，孩子不论多大，父母的感受和言语都会对他们有影响。在家里，我们谈话的内容涉及游泳以外的任何话题。无论女儿赢得多少奖牌，我们都不会谈论。但我知道，在她将来的道路上，不论有什么样的障碍，娜塔莉都会坚强地走到最后。”

Natalie told us: "My mom and I are intensely close. She's always been there for me, supporting but never pushing. I've always thought things happen for a reason and you have to use it to your advantage. What gets us through is not bearing grudges. And humour. I think I inherited a lot of my qualities from my mom. She never gives up. The strongest value I grew up with is that we must do everything to the best of our ability —no matter how long it takes."

Natalie's goal is to compete in the Olympics against able-bodied swimmers, and she must follow it. But she hates the word "disabled". "I see myself as the same person, and I can reach the same goals." She said she didn't register as disabled and refused to be labelled as such for the event. "In sport there's a thick black line between abled and disabled. Slowly but surely that line is going to be blurred. It's all based on perception."

娜塔莉告诉我们：“我和妈妈非常亲近。她总是在默默地支持我，但绝不强迫我。我总在想，任何事情的发生都是有原因的，你必须让它朝着有利于自己的方向发展。幽默和忘却痛苦是帮助我们面对生活中各种挑战的重要武器。我认为自己继承了妈妈的很多优点。她从不放弃。在我成长的过程中，我体会到的最重要的一点是我们必须尽自己的最大努力去完成每一件事——无论需要多长的时间。”

娜塔莉的目标是参加2004年雅典奥运会，与身体健康的运动员比赛。她讨厌“残疾”这个词。“我认为自己跟正常人一样，正常人能实现的目标我也能实现。”她说她不会以残疾选手的身份登记参加比赛，也不愿意被归为残疾选手。娜塔莉说：“在体育比赛中，正常选手与残疾选手之间有明显的界限，但这一界限必然会逐渐被淡化。这一切都取决于人们的观念。”



1. amputate ['æmpju:teɪt] *vt.* 切除(手臂、腿等)
2. scooter ['sku:tə] *n.* 小轮摩托车；脚踏车
3. asthma ['æsmə] *n.* [医]哮喘
4. profusely [prəu'fju:slɪ] *adv.* 大量地，极充分地
5. stump [stʌmp] *n.* 残肢
6. prosthesis [prə'sθi:sis] *n.* 假肢
7. grudges ['grʌdʒ] *n.* 怨恨；恶意



You can never overestimate the power of your love. It is a fire that, once lit, may burn forever.

Chain of Love

爱的涟漪

◆ 编译 / 张慧彧

“How do you account for your remarkable accomplishment in life?” Queen Victoria of England asked Helen Keller. “How do you explain the fact that even though you were both blind and deaf, you were able to accomplish so much?”

Ms. Keller's answer is a tribute¹⁾ to her dedicated teacher. “If it had not been for Anne Sullivan, the name of Helen Keller would have remained unknown.”

英国维多利亚女王曾问海伦·凯勒：“你一生中获得如此卓越成就的原因是什么？你又盲又聋，你是如何取得如此巨大的成就的？”

凯勒女士将这一切归功于她那富于奉献精神的老师。“如果没有安妮·沙利文，海伦·凯勒的名字也许永远不会为人所知。”



据演讲家金克·金克拉说，小安妮(沙利文幼时的名字)可是没少经历苦难。她自己因为儿时发高烧而几乎双目失明，且一度被看护者们诊断为精神失常，无法医治。她被锁在波士顿城外一个精神病院的地下室里。有时，小安妮会狂暴地攻击每一个靠近她的人，但多数时候她则对身边的每一个人不理不睬。

尽管如此，一位上了年纪的护士认为仍有希望。她把爱护这个孩子作为自己的职责，每天都去看小安妮。大多数时候，这孩子都意识不到护士的存在，但她仍旧继续去看她。这位好心的女士给孩子留下饼干，对她说鼓励和慈爱的话语。她坚信，只要有爱，小安妮就一定能恢复正常。

终于，医生发现了小姑娘身上的变化。以往他们看到的是愤怒和敌意，但现在看到的却是逐渐显现的温顺和爱意。他们把她搬到了楼上，在那里，她的情况继续好转。终于有一天，这个看来无药可救的孩子出院了。

According to speaker Zig Ziglar, "Little Annie" (Sullivan, as she was called when she was young), was no stranger to hardship. She was almost sightless herself (due to a childhood fever) and was, at one time, diagnosed as hopelessly "insane" by her caregivers. She was locked in the basement of a mental institution outside of Boston. On occasion, Little Annie would violently attack anyone who came near. Most of the time she generally ignored everyone in her presence.

An elderly nurse believed there was hope, however, and she made it her mission to show love to the child. Every day she visited Little Annie. For the most part, the child did not acknowledge the nurse's presence, but she still continued to visit. The kindly woman left cookies for her and spoke words of love and encouragement. She believed Little Annie could recover, if only she were shown love.

Eventually, doctors noticed a change in the girl. Where they once witnessed anger and hostility, they now noted an emerging gentleness and love. They moved her upstairs where she continued to improve. Then the day finally came when this seemingly "hopeless" child was released.

Anne Sullivan grew into a young woman with a desire to help others as she, herself, was helped by the kindly nurse. It was she who saw the great potential in Helen Keller. She loved her, disciplined her, played with her, pushed her and worked with her until the flickering candle that was her life became a **beacon**²⁾ of light to the world. Anne Sullivan worked wonders in Helen's life; but it was a loving nurse who first believed in Little Annie and lovingly transformed an uncommunicative child into a compassionate teacher.

"If it had not been for Anne Sullivan, the name of Helen Keller would have remained unknown." But if it had not been for the kind and dedicated nurse, the name of Anne Sullivan would have remained unknown. And so it goes. Just how far back does the chain of **redemption**³⁾ extend? And how forward will it lead?

Those you have sought to reach, whether they are in your family or elsewhere, are part of a chain of love that can extend through the generations. Your influence on their lives, whether or not you see results, is immeasurable. Your **legacy**⁴⁾ of dedicated kindness and caring can transform lost and hopeless lives for years to come.

安妮·沙利文长成了一个大姑娘。她热切地渴望去帮助别人，就像她自己被那位好心的护士帮助一样。正是她看到了海伦·凯勒身上的潜质。她爱护她，教育她，和她一起玩耍，给她鼓励，和她一起工作，直到她生命微弱的烛光点亮了能照耀世界的灯塔。安妮·沙利文创造了海伦生命的奇迹，但首先是一位好心的护士相信小安妮，并慈爱地将一个无法交流的孩子变成了一个有爱心的老师。

“如果没有安妮·沙利文，海伦·凯勒的名字也许永远不为人所知。”但是如果那个好心且富于奉献精神的女士，安妮·沙利文的名字也许永远不会为人所知。这样推下去，这条爱的链条能追溯到哪里？它又会向前延伸至何处？

那些你所想到的人，不管他们在你的家里或是其他什么地方，都是在几代人间散开的爱的涟漪上的一部分。你对他们生命的影响，不管你是否看到结果，都是无法估量的。你所遗留的爱心与关怀将会在未来的岁月中改变那些处于迷失和绝望之中的生命。¹⁾

1. tribute [ˈtrɪbjʊt] *n.* 赞扬
2. beacon [ˈbiːkən] *n.* 灯塔，烽火
3. redemption [rɪˈdempʃən] *n.* 赎回，偿还
4. legacy [ˈlegəsi] *n.* 遗赠(物)，遗产 (祖先传下来)