

英汉对照管理袖珍手册

思维技巧

本书中的各种技巧和
工具能使你的思维更富成
效

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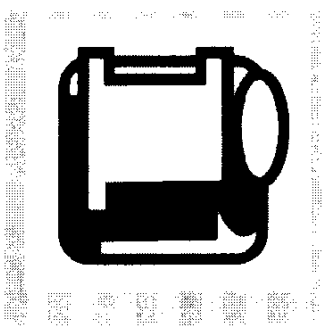
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INTRODUCTION

序言

INTRODUCTION

THINKING: WHY & WHAT?



It is estimated that we have over 50,000 thoughts a day - positive, negative, frightening, enlightening or just crazy thoughts. They can be triggered by:

- Flashbacks (memory) and visual images
- Words, snippets of conversation (even from childhood)
- Familiar and unfamiliar objects, scenes, patterns, problems, tasks and people
- Emotions - curiosity, anxiety, regret, anger, sadness
- And simply doing nothing

Sometimes we engineer thoughts or they simply leap into our minds unexpectedly. We accept, question, challenge or discard them. Some tumble around in confusion, become exaggerated and irrational, causing anxiety and mental paralysis.

Thinking is healthy. We need to think to understand, to learn and to progress, and to collect and assimilate information before deciding what to do with it. But, the thinking process needs to be managed and channelled constructively.

思想：为什么，是什么？



据推测我们每天会有5万多个念头——积极的、消极的、令人恐惧的、使人奋发的，或者仅仅是荒唐古怪的念头。它们可能被以下因素所激发：

- 回忆的闪现及视觉图像
- 字词、谈话中的片言只语（甚至来源于童年时期）
- 熟悉或不熟悉的物体、风景、图案、问题、任务及人
- 情感——好奇的、焦虑的、后悔的、愤怒的、悲哀的情感
- 即使是什么都不做

有时候我们能够控制思想，有时候思想只是和我们不期而遇。我们接受、质疑、挑战或者抛弃它们。有些思想在混乱中四处碰壁，变得夸张和不理性，从而引起了人们内心的焦虑和精神上的困惑。

思考本身是健康的。我们需要通过思考来理解、学习和进步，在决定做什么之前先搜集和吸收信息。但是，思维的过程需要加以建设性的管理和引导。

INTRODUCTION

ARE WE TAUGHT TO THINK?



This is a **BIG** question.

We copy patterns of behaviour and absorb ideas from those who influenced us in childhood. These thinking processes are assumed to be the right and only ones - until challenged by someone else.

We can become entrenched in a mind-set which is later difficult to unlearn. Mind-sets inhibit the thinking process, can lead to bias, stubbornness and prejudice:

'He has a closed mind.'

'I have a mental block with this.'

'You're so set in your ways.'

'Tried and tested methods are the best.'

These statements reflect just how fixed some people are in their thinking. Such people look for justification of their ideas which, in turn, reinforces the mind-set - an ever decreasing circle.

导言

我们学会思考了吗？



这是一个大问题。

我们在孩提时代就受到一些人的影响。我们模仿他们的行为模式，吸取他们对事物的看法。这种思维过程被假定是正确而且唯一的——直到它遇上其他人的挑战。

我们拘泥于这种僵化的思维模式，以后也很难摆脱。僵化的模式使思维的过程成为习惯，容易导致偏好、固执和成见。

“他的思维方式过于封闭。”

“我对这种事在精神上有障碍。”

“你的处事方式过于一成不变。”

“经过尝试和检验过的方法是最好的。”

这些表述反映出一些人的思维是多么的僵化。这些人总想找出各种理由来证明自己的观点是正确的，但这反而使他们的思维模式更加僵化——如此循环，他们的思维能力甚至变得越来越差。

INTRODUCTION

THINKING & ATTITUDES



How we think affects our attitude to life:

- The **positive thinker** becomes successful because he believes he will be
- The **creative thinker** knows there is a solution to a problem, however impossible it seems
- The **bottom-line thinker** will take calculated risks because she has evaluated the 'worst possible scenario' and has accepted it
- For the **negative thinker**, however, life is fraught, unproductive, complicated and something to be survived rather than enjoyed



我们如何思维影响我们的生活态度：

- 积极型思想者成功了，因为他们对自己有信心
- 创造型思想者知道无论一个问题看上去有多么难，总能找到解决问题的办法
- 底线型思想者将会认真计算风险，因为她早已估算出“可能出现的最坏情况”，并且接受了它

● 然而，对于消极型思想者而言，生活意味着担惊受怕和徒劳无功，充满了各种错综复杂的情况；与其说他们在享受生活，还不如说他们是在生活的重压下苟延残喘

INTRODUCTION

SELF-PERCEPTION



How we think depends on how we see ourselves.

Would you describe yourself as any of the following:

- Powerful
- Interesting
- Creative
- A follower
- Easily discouraged
- Trapped
- Always to blame
- Charming/witty
- Untalented
- Special

Ask yourself why? Where have these images about yourself come from?

Do they affect your thinking?

自我感知



我们如何思维取决于我们如何看待自己。

你是否将自己描述为以下某种类型：

- 强有力
- 有趣
- 富有创造性
- 一个追随者
- 容易泄气
- 陷入困境
- 喜欢抱怨
- 迷人/机智
- 缺乏天分
- 另类

问问自己为什么？这些关于自我的印象从何而来？它们影响了你的思维吗？

INTRODUCTION

EXERCISES



To fully benefit, begin by exercising your mind. Ideas and thoughts are fixed by:

Doing Exercise: Try tying your shoelaces, scarf, tie or knot differently from your usual way.

Visualising Exercise: Superimpose a map of England on India and consider the differences in population density. What does that tell you about the potential for doing business in India?

Discussing Exercise: Play devil's advocate in a meeting. Get into the boss's shoes when being grilled. Practise empathy.

Realising that anything is possible, if you think it's possible, prepares you for The Thinker's Pocketbook.

导言 练习



为了最大程度地受益，请从练习你的思维开始。以下几种方式可以强化你的思想观念：

行为 练习：试试将你的鞋带、围巾、领带、蝴蝶结系成跟平时不同的样式。

想象 练习：将一份英格兰地图叠在印度地图上，试比较两者在人口密度上的不同。你能从中看到在印度经商的潜在机会吗？

讨论 练习：在会议上扮演“众矢之的”的角色。在受到盘问时摆出老板的架势。做做移情练习。

要意识到任何事情都是有可能实现的，如果你这样想的话，请你准备进入《思维技巧》一书。