

最新

# THE MOST ELOQUENT SPEECHES OF THE CELEBRITIES

——Dare to Pursue Success

——勇于追求成功

(美) 娜塔莉·波特曼等◎著

# 名人 励志演讲 精粹



激情四射的  
演讲

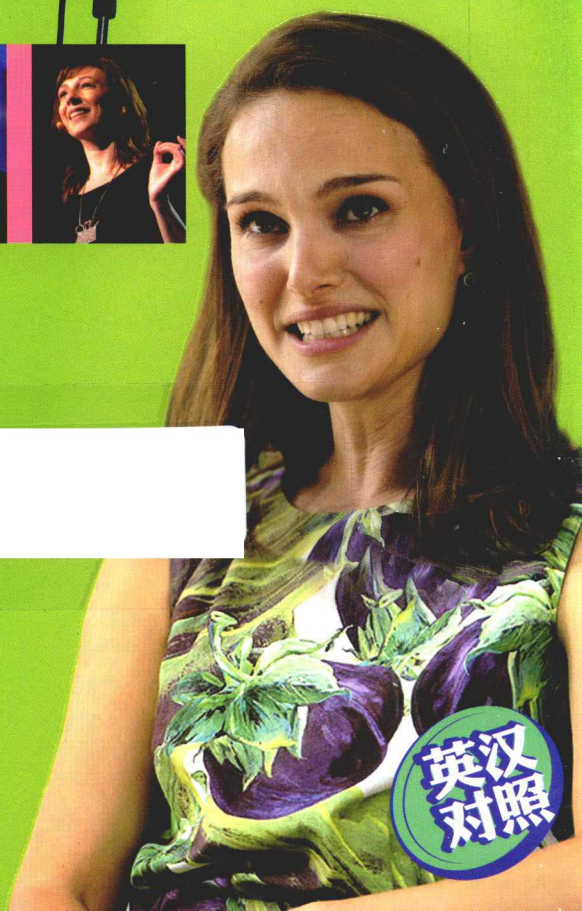
震撼人心的  
声音

启迪心灵的  
睿智

总有一种声音  
发人深省 催人奋进

青岛出版社  
QINGDAO PUBLISHING HOUSE

英汉  
对照



# 名人励志演讲精粹 勇于追求成功

主 编 吴 静

作 者 (美)娜塔莉·波特曼等

译 者 张 岩 丁 云 彭白羽 楼 巍

葛燕君 赵晓萌 房 钰 房 媛

于瑶瑶 杨翠翠 曲俊波

## 图书在版编目 ( CIP ) 数据

勇于追求成功 : 英汉对照 / 吴静主编 ; 张岩等译 .

— 青岛 : 青岛出版社 , 2016.7

(名人励志演讲精粹)

ISBN 978-7-5552-3597-2

I . ①勇… II . ①吴… ②张… III . ①演讲—世界—选集—英、汉 IV . ① I16

中国版本图书馆 CIP 数据核字 ( 2016 ) 第 038527 号

书 名	名人励志演讲精粹——勇于追求成功
主 编	吴 静
作 者	(美)娜塔莉·波特曼等
译 者	张 岩 丁 云 彭白羽 楼 巍 葛燕君 赵晓萌 房 钰 房 媛 于瑶瑶 杨翠翠 曲俊波
出版发行	青岛出版社
社 址	青岛市海尔路 182 号 ( 266061 )
本社网址	<a href="http://www.qdpub.com">http://www.qdpub.com</a>
邮购电话	13335059110 0532-85814750 ( 兼传真 ) 0532-68068026
责任编辑	曹永毅 江伟霞 E-mail: cyyx2001@sohu.com
装帧设计	刘 晶
照 排	青岛双星华信印刷有限公司
印 刷	青岛国彩印刷有限公司
出版日期	2016 年 7 月第 1 版 2016 年 7 月第 1 次印刷
开 本	32 开 ( 890mm × 1240mm )
印 张	13.75
字 数	376 千
书 号	ISBN 978-7-5552-3597-2
定 价	28.00 元

编校印装质量、盗版监督服务电话 4006532017 0532-68068638

印刷厂服务电话 0532-88194567

# 目 录

## ■ 商界精英

1.Dare to Pursue Success	
勇于追求成功 / 鲁思·奥维德斯 .....	3
2.Create a Better Life	
创造更美好的生活 / 杰罗姆·格里菲思 .....	19
3.Move Forward Courageously	
勇往直前 / 梅洛迪·霍布森 .....	35
4.Spread Your Wings and Soar High	
展翅高飞 / 杰森·吉拉尔 .....	53
5.The Power of Sincerity	
真诚的力量 / 凯瑟琳·P·布莱克 .....	67
6.Fortune Favors the Bold (Excerpt)	
命运偏爱勇者(节选) / 雪莉·桑德伯格 .....	81
7.Look to the Future and Fears no Fears	
放眼未来,无所畏惧 / 雪莉·桑德伯格 .....	93
8.Find Your First Self	
找到最初的自己 / 阿里安娜·赫芬顿 .....	105
9.Timing—The Single Biggest Reason Why Startups Succeed	
时机—成功创业的关键 / 比尔·格罗斯 .....	119

10.You Can Live Your Dream 活出自己的梦想 / 马特乌什 .....	131
11.The Future Self 未来的自己 / 丹·吉伯特 .....	139
12.Believing That You Can Improve 相信自己可以进步 / 卡罗尔·德韦克 .....	149
13.The Hidden Power of Smiling 微笑背后的力量 / 罗恩·古特曼 .....	159
14.Why You will Fail to Have a Great Career 为何你无法成就伟业 / 拉里·史密斯 .....	169
15.The Possibilities are Endlessly Yours 无限可能皆属于你 / 约翰·西雷·布朗 .....	183
16.Our Compass to Steer By (Excerpt) 前进的方向(节选) / 德鲁·吉尔平·福斯特 .....	193
17.To be “Enlarged” 承担更多的责任 / 德鲁·吉尔平·福斯特 .....	203
18.Five Ways to Kill Your Dreams 梦想无法实现的 5 种原因 / 贝拉·佩谢 .....	217
19.The Day When I Stand Up Alone 我独自挺身而出的那一天 / 波尼费斯·姆旺吉 .....	225

- 20.Dare to Risk the Limits of Youth  
敢于冒险,青春无极限 / 约翰·菲利普斯 ..... 235
- 21.A Thousand-li Journey Begins with the First Step  
千里之行,始于足下 / 克里斯汀·拉加德 ..... 247
- 22.Flourish in Life  
怒放的生命 / 阿图·葛文德 ..... 267
- 23.Light Up Your Future (Excerpt)  
点亮你的前程(节选) / 南希·佩洛西 ..... 281

- 24.Value Your Time  
珍惜时间 / 艾伦·艾尔达 ..... 293
- 25.Simple Secrets to a Happy Life  
幸福人生的简单秘诀 / 安娜·昆德兰 ..... 307
- 26.Take the Road Less Traveled by and Enjoy the Extraordinary Scenery  
走少有人走的路,欣赏不同寻常的风景 / 梅雷迪思·维埃拉 ... 317
- 27.Be an Opportunity Maker  
创造机会,实现共赢 / 凯儿·安德森 ..... 335
- 28.Thirteen Lessons Shared in Life  
人生十三讲 / 马修·麦康纳 ..... 343

29.Four to Score in Life	
迈向成功四步走 / 波姬·小丝 .....	381
30.Define Your Success	
定义自己的成功 / 玛莎·拉达兹 .....	397
31.Inexperience is Your Asset	
经验不足亦是你的财富 / 娜塔莉·波特曼 .....	411



## 商界精英

---

伟大的领导者不会只想要员工完全的服从,而是想要激发员工真正热情、完全的信任和切实的奉献。

——雪莉·桑德伯格

如果我们承认自己的恐惧,接受自己的恐惧,破解自己的恐惧,然后摆脱恐惧,勇敢前行,我们会做什么?

——鲁思·奥维德斯

不管你是谁,我都可以保证:如果你一门心思地工作,成功就会到来;如果你一门心思地想要成功,什么都不会来。

——梅洛迪·霍布森

# Dare to Pursue Success

Ruth Owades

Commencement Address at Scripps College

May 18, 2013

---

☆ **What would we all do, if we acknowledged our fear, embraced it, deciphered it, and then cast it away, moving well beyond it?**

---

Good Afternoon! President Bettison-Varga, trustees, faculty, parents, friends and graduating seniors. It is an extraordinary honor to be on this podium today—and to look out at Elm Tree Lawn, at 200 accomplished, confident, dynamic, Scripps women. Brava to the Class of 2013!

First and foremost, I commend you on the decision you made four years ago to attend this very special place and become The Scripps Class of 2013. And, parents, I applaud you for supporting that decision—emotionally and financially. You have made a wise investment.

As I look back on my own education and business career, I know that coming to Scripps College was the most important decision I made; and it was by no means obvious that this would be possible. My father died when I was a child and my immigrant mother struggled to find work and raise my brother and me. I held after-school jobs from the time I was 12. So I knew there were no funds for college. Luckily, I have a brilliant older brother whom I idolized. He had won a big scholarship to

# 勇于追求成功

鲁思·奥维德斯

斯克利普斯学院毕业典礼演讲

2013年5月18日



---

☆ 如果我们承认自己的恐惧,接受自己的恐惧,破解自己的恐惧,然后摆脱恐惧,勇敢前行,我们会做什么?

---

贝蒂森瓦尔加校长、各位理事、全体教职员工、家长们、朋友们、大四毕业生们,下午好!今天能站在这个讲台上是一项殊荣——在台上眺望榆树草坪,我看到了200名斯克利普斯学院的女生,她们学有所成,充满自信,活力四射。向2013届的毕业生们喝彩!

首先,我要称赞你们在4年前做出决定,来到这个非常特别的地方,成为斯克利普斯学院2013届毕业班的学生。家长们,我也要称赞你们在情感上、资金上支持那个决定。你们的投资很明智。

回顾自己的教育和商业生涯,我知道来斯克利普斯学院上学是自己最重要的决定;我上大学的可能性很小,这是显而易见的事。父亲在我小时候就去世了,我的移民母亲为了找工作、养育哥哥和我而奔波操劳。从12岁起,我就在放学后做兼职。因此,我知道自己没有钱上大学。幸运的是,我有一个优秀的哥哥,他是我的偶像。哥哥拿到了加州理工大学的一大笔奖学金,在这件事的激励下,我至少要争取一

Caltech, inspiring me to at least try for the college education I dreamed about. When I learned that I had been accepted and awarded the largest scholarship Scripps had ever offered, I felt like Cinderella trying on the glass slipper—everything was possible. For me, Scripps—with its Humanities Program, small classes, superb faculty, beautiful campus and Denison Library—was a dream come true.

What a joy it is for me to have funded an endowed scholarship to enable young women like me to attend Scripps now. These days when a friend wants to offer me a gift for a special occasion, I ask instead for a contribution to my scholarship fund. There is no greater gift.

You may be surprised to learn that when I arrived on this campus as a freshman, I was overcome with fear that I couldn't make the grade—academically or socially. Everyone else seemed so smart and sophisticated and had attended great prep schools or very good public schools.

I had graduated from a public high school in East LA where only a handful of our graduating class of 120 went on to college. And, if that weren't enough to undermine my confidence, it seemed that everyone had such fabulous clothes! I had never seen so many cashmere sweaters. I realized then, and many times since, that fear could paralyze me or it could propel me forward.

I decided that I should try to meet with the professor who oversaw our Humanities Program. Dr. Robert Palmer was the most imposing and awe-inspiring academic any of us had ever encountered—quoting Homer and Aristotle regularly.

I told him that I was having trouble weaving together all the threads of our Humanities lectures and I needed help. I half expected him to order me out of his office and tell me, “You don't belong at Scripps, Ruth.” But he didn't say that. He suggested that I get a group of 4 or 5 of my freshman friends together and we could meet once a week in his office to review the

下自己梦寐以求的大学教育。当我听说自己获得了斯科利普斯学院给出的最高奖学金时,我感觉自己就像正在试穿水晶鞋的灰姑娘——对我而言,一切皆有可能。在我看来,拥有人文学科课程、小班化教学、一流教职员工、美丽校园以及丹尼森图书馆的斯科利普斯学院就像一个成真的美梦。

为了让和我一样的年轻女性现在上得起斯科利普斯学院,我出资设立了一项奖学金,这真是一件乐事! 这几天,因为一个特殊的场合,一位朋友想要送给我一份礼物,我让朋友为我的奖学金基金捐了一笔钱。没有比这更棒的礼物了!

这件事可能会让大家很惊讶:当我以新生身份来到这座校园时,我心里很害怕自己学习成绩不合格、社交分数不达标。别的同学看起来既聪明,又有社会经验,他们也都上过很好的预科学校或公立学校。

我毕业于洛杉矶东部的一所公立高中。在我们那一届 120 名毕业生中,只有几个人上了大学。如果那还不足以打击我的自信心的话,斯科利普斯学院每一个学生的穿着还都那么光鲜! 我从来没见过那么多羊绒衫! 在那时以及那之后的许多时候,我意识到了恐惧可以让我陷入瘫痪状态,也可以促使我向前。

我决定要去见见监督人文学科课程的教授。在我们见过的学者中,罗伯特·帕尔默博士是最令人印象深刻、肃然起敬的一位,他会时不时地引用荷马和亚里士多德的话。

我告诉帕尔默博士自己很难将人文学科课程的所有知识点串联在一起,我需要帮助。我以为他会叫我走出办公室,然后说:“鲁思,你不属于斯科利普斯学院。”但他没有那么说,而是建议我组织四五个大一新生好友,成立一个小组,每周在他的办公室里聚一次,复习本周上过的课、读过的书。我们就这样做了。

week's lectures and readings. And so we did.

Every Tuesday at 4 p.m. my friends and I would go to Dr. Palmer's office and sit at the feet of the master, soaking up his brilliance and his insights. Clearly, if I hadn't been so afraid of failing and if I hadn't pushed through my fear to ask for help, I never would've learned what I did.

My friend Sheryl Sandberg, the COO of Facebook, describes a large poster there that reads: "What would you do if you weren't afraid?" I would rephrase that question just a bit, to ask: "What would we all do, if we acknowledged our fear, embraced it, **deciphered** it, and then cast it away, moving well beyond it?"

My high school didn't teach French and I was determined to learn it, so at Scripps I studied Comparative Literature and French. I dreamed of winning a graduate grant to study in France. I had become **enamored** of French theatre and playwrights.

At the beginning of my senior year, I learned about the Fulbright program<sup>①</sup> and went to see Dr. Palmer, now my advisor. I told him that I wanted to apply for a Fulbright grant to study French theatre. He looked at me with empathy and explained the reasons this was an unlikely scenario.

First, we had not yet seen a Fulbright winner on campus, so history was not on my side. Dr. Palmer told me that these grants were awarded geographically by state and California had more than its share of accomplished applicants. Second, fewer awards went to girls (thankfully, this has changed!). And third, and I'll never forget the look in Dr. Palmer's eyes as he told me, "Ruth, everyone wants to go to France. Can't you pick a less desirable country?" Well, of course I couldn't! How could I study French theatre in another country?

I left his office dejected, wondering what to do. The application was daunting. The next morning I knew—that if I didn't apply, I would

每周二下午4点,我和朋友们都会去帕尔默博士的办公室,追随这位大师,吸收他的才华与见解。显然,如果我不是那么害怕失败,如果我没有克服恐惧、寻求帮助,我就掌握不了那么多知识。

我的朋友、脸谱网的首席运营官雪莉·桑德伯格曾描述过帕尔默博士办公室里的一张大海报,上面写道:“如果你无所畏惧,你会做什么?”我把那个问题改编了一下:“如果我们承认自己的恐惧,接受自己的恐惧,破解自己的恐惧,然后摆脱恐惧,勇敢前行,我们会做什么?”

我的高中不教法语,而我决心学习法语,所以在斯克利普斯学院,我学习的是比较文学与法语。我梦想能赢得一笔研究生助学金,去法国学习。我对法国的剧院和戏剧着了迷。

大四学年之初,我知道了富布莱特项目,然后就去见帕尔默博士,他现在是我的导师了。我告诉他自己想申请富布莱特补助金,去学习法国戏剧。帕尔默博士关切地看着我,向我解释了为什么这是个不可能实现的方案。

首先,我们没有在这所学校的校园里看到一位富布莱特补助金获得者,所以历史没有站在我这一边。帕尔默博士告诉我富布莱特补助金是按照各个州的地理分布发放的,而加利福尼亚州有太多杰出的申请者。其次,获得富布莱特补助金的女生就更少了(谢天谢地,现在不是这样了!)。第三,帕尔默博士告诉我:“鲁思,人人都想去法国。你就不能挑一个不那么热门的国家吗?”我永远忘不了他说这句话时的眼神。好吧,我当然不能!我怎么能另外在一个国家学习法语?

我垂头丧气地离开他的办公室,不知道该做什么。申请补助金令人望而却步。第二天早晨,我反应了过来:如果不申请,我就肯定拿不

---

decipher /di'saɪfə(r)/ vt. 破译

enamored /i'næməd/ adj. 为之倾心的; 被迷住的

certainly not get the grant. I had to try. For me, **tenacity** was becoming a key component of success.

My Fulbright year in France was glorious! I was in Paris and Strasbourg, studying with the playwright Ionesco, a master of the theatre of the absurd.

I want to take a moment now to congratulate the 8 Fulbright Scholars in The Scripps Class of 2013! We are so proud of you!

I am a firm believer in the value of a liberal arts education<sup>②</sup> as a basis for whatever path you chose. Certainly, that was one of the reasons I plunged ahead a few years later and applied to the Harvard Business School. I knew I didn't have all the requirements, but I had faced that situation before. I was accepted.

My first day there, the Dean of Admissions called me in. He told me that I was part of an experimental group. "For the first time," the Dean said, "we're admitting 3% of the class with a purely liberal arts education. We're calling you 'the Poets'. You don't actually meet the entrance **criteria**, but we think you have promise."

Only 10% of my business school class was women and that made it tough too. It was clear to me that to succeed, I needed to make the most of my strengths and try to overcome my weaknesses. My Scripps grounding was a constant resource. It was here that I gained the self-confidence to compete, where I learned the skills to analyze and synthesize data, to deal with ambiguity and to take risks. And, perhaps most importantly, it was here that I learned to ask questions and to express myself clearly. So, just maybe, being a "Poet" at Harvard Business School could be an advantage.

Today at Harvard Business School, more than 40% of the entering classes have liberal arts educations and 40% of the classes are women. Many of us have worked hard to make that happen.

I had no intention of becoming an entrepreneur when I finished

到补助金。我必须要试一试。不屈不挠成了我成功的关键因素。

我在法国参加富布莱特项目的一年过得精彩极了！我在巴黎和斯特拉斯堡跟随剧作家尤涅斯科学习，他是一位荒谬剧大师。

现在，我想抽出时间来祝贺斯克利普斯学院 2013 届毕业生中的 8 位富布莱特补助金获得者！我们以你们为豪！

我坚信博雅教育的价值在于不管你们选择哪条路，它都为你们打好了基础。当然，这也是我几年之后冒险申请哈佛商学院的一个原因。我知道自己并不是所有的要求都符合，但我以前也遇到过这种情况。我被哈佛商学院录取了。

我到哈佛的第一天，招生办主任就让我去见他。他告诉我，我是实验组的成员。招生办主任说：“我们第一次招收了 3% 接受的完全是博雅教育的学生。我们叫你们‘诗人’。你们并不完全符合录取标准，但我们认为你们有潜质。”

在我哈佛商学院的班里，只有 10% 的学生是女生，这就更加难办了。显而易见，要想成功，我需要充分发挥自己的优势，试着克服自己的弱点。我在斯克利普斯学院打下的基础永远都是我的一笔财富。就是在这所学校，我获得了竞争的自信，掌握了分析、合成数据的技巧，学会了如何应对不确定性，学会了冒险。就是在这所学校，我学会了提问，学会了清晰地表达自己的想法。因此，在哈佛商学院做“诗人”可能也是一个优势。

如今，40% 以上的入学新生都曾接受过博雅教育，40% 的新生是女生。许多人都为之付出了努力。

念完商学院后，我无意成为一名企业家，但在机缘巧合之下，我受

---

tenacity /tə'neɪsəti/ n. 坚韧；不屈不挠

criteria /kraɪ'tɪəriə/ n. 标准

business school, but circumstance intervened. I was hired as marketing director for a large retail **conglomerate** in Boston. There I had the idea for a catalog of garden tools and accessories, which hadn't been done before. The chairman was enthusiastic about my concept and gave me the green light.

But, after 6 months of my energetic activity, the 9 male division presidents were letting the chairman know that they weren't happy that he had hired the first woman manager and she was starting something new and different.

My catalog was canceled. I was devastated. I held it together that awful day at the office until I got home that evening and told my husband what had happened. He waited until I finished and then he asked an important question: "Why don't we do it?" He really meant, "Why don't you do it?" He had a full-time job. But he was smart enough to know that changing that pronoun made me feel better about the enormous challenge that lay ahead.

So, once again, I started out on a new, scary adventure. I named the company Gardener's Eden and started it on a shoestring. But after just 3 years, Williams-Sonoma called to ask if I would be interested in selling the company and relocating to San Francisco, where they were headquartered. They would provide the resources to build the business.

My husband and I moved to the Bay Area and I ran Gardener's Eden for Williams-Sonoma for 5 years, building the catalog business, expanding it into e-commerce and opening retail stores. And, then I decided it was time for a change.

I took a year off, during which I conceived of the idea to start a fresh flower catalog and e-commerce business. I liked gardening, but I loved flowers. The floral industry had a **cumbersome** chain of distribution. I wanted to shortcut it and eliminate the middlemen by shipping the flowers