



Beautiful English 英美文丽

气度决定格局，性格成就未来。成也性格，败也性格。好性格成就你的一生，坏性格毁掉你的一生。
克服性格中的劣势，发挥性格中的优势，运用性格的力量，彻底改变你的人生。

性格决定命运

The Personality Decides Destiny

方雪梅 编译

英国文豪狄更斯曾说过：“一种健全的性格，比一百种智慧都更有力量。”这名言告诉我们一个真理：有什么样的性格，就会有什么样的人生。一个人的性格决定了他对各种事物的不同态度，最后得出不同的结果，从而产生不同的人生境遇。



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天津教育出版社
TIANJIN EDUCATION PRESS

图书在版编目(CIP)数据

性格决定命运 / 方雪梅编译. —天津: 天津教育出版社, 2008.3

ISBN 978-7-5309-5158-3

I.性… II.方… III. ①英语-汉语-对照读物 ②散文-作品集-世界 IV.H319.4: I

中国版本图书馆 CIP 数据核字(2008)第 002890 号

性格决定命运

出版人 肖占鹏

责任编辑 张纪欣

装帧设计 弘文馆

作者 方雪梅 编译

出版发行 天津教育出版社
天津市和平区西康路 35 号
邮政编码 300051

经 销 新华书店

印 刷 北京中印联印务有限公司

版 次 2008 年 5 月第 1 版

印 次 2008 年 5 月第 1 次

规 格 16 开 (720×1000 毫米)

字 数 300 千字

印 张 14

书 号 ISBN 978-7-5309-5158-3

定 价 21.80 元



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秀出独特的你

Show the Special You

每个人都是神殿的建造者，而他们所崇拜的上帝正是他们自身。我们都是雕刻家和画家，我们进行创作的材料就是自身的肉体、鲜血和骨骼。任何高尚的品质都能使人类的特征得以提升，而卑鄙或贪欲只会使人堕落。





为你自己而站立

佚名

我的脑海里浮现出一位中年男士在付款台旁边站着场景。有一些东西使他显得很特别。甚至连装杂货的小男孩好像也意识到了，还满怀敬意地看了看那个男人，干起活来比平时快多了。

我努力观察这位中年男士的特别之处，发现他的外表看起来很普通。虽然他给人一种高高大大的印象，可实际上我看他比一般人还要矮一点儿。他没有十分突出的特征，衣着朴素——穿的就是那种在周末才穿的运动衣。

在这位中年男士离开时才真正触动了我：他走路的姿态就好像自己是一个非常重要的人，昂首挺胸，自豪地从市场中走了出去。

在我的成长过程中，妈妈唠叨了几百次的话，此刻突然有了新的含义。“站直了！就像耳朵上拉着两根绳子一样。”

我认为自己被拉直了，我的头和上身不由自主地挺了起来。当我走向超市门口时，感觉自己高大了许多。这次我看到了一个不同的自我，一个似乎知道自己要走向何方的女人！然而，当我匆忙地坐上5点钟回家的班车，又争分夺秒地赶在7点的会议前做好晚饭时，优美的姿态已经消失得一干二净。

到了第二天，当我在商店试衣服时才又想起这件事来，但凡我试的衣服都在不应该的地方鼓起来并起了褶。我侧身照了照，认为也许换一个角度我的形象会更好一些，那一刻我才真正意识到我的姿态是多么丑陋。我突然想起了超市中的那位男士，站得笔直，使他看起来很具吸引力而且十分特别。我这么做的话能不能使我的穿着更好看些呢？

我挺直了，迫不及待地又照了一下。衣服凸起的地方和褶子都不见了，我的线条也更好看了。我喜欢这件衣服！

“太好了！”一直帮助我的售货员说。

“你觉得好看吗?”

“是的,它使你看起来更苗条。”

千真万确,我看起来轻了5至7磅。我随即想起来一些关于控制饮食的文章标题,比如“如何在几周内减轻几磅”。现在我有了一个新标题:“如何在几秒钟内看起来更苗条”。

要是我站直了,是不是会看起来更年轻了呢?我不情愿地承认也许这是真的。现在我又有了一个新标题:“如何在几秒钟内看起来年轻几岁”。我慢慢觉察到日常的购物不再让我背痛了。坐在回家的车上,我确信自己在其他方面也感觉更好了。因为,首先我把新鲜空气直接吸入肺的底部并呼出废气,我的内脏都在合适的位置上而不是挤在一起。随后我又想到了一个新标题:“如何在几秒钟内感觉更好”。

然而,站直了反而让我感觉到不自然,地球引力和多年养成的坏习惯总使我低头弯腰。也许这才是我在那天晚上闷闷不乐的原因,我低垂着脑袋,无精打采地坐在那里。我不想与那些人为伍,这会令我感到不舒服,而且我知道自己会错过连篇。

晚饭后,当我不情愿地穿上新衣服时,我看了一眼镜子中的自己。“站直了!”我命令道,我想象着有绳子向上拉我。最后,我达到了最佳状态,就这样去参加晚会了。

好的姿态给我的相貌带来的改变令我很惊异,而更让我惊异的是它对我的精神、态度和自我感觉的影响。我猜想过程是这样的:当我站直了抬起头时,一些身体的小信号传输给我的大脑:“你是自信的;你對自己评价很高;你是值得尊重的重要人物。”像我一样,其他人也发出钦佩我的信息。他们一定在想:噢,如果她认为自己是个值得尊重的重要人物,她就一定是。我开始感到很放松,也比平时开朗多了。那晚当我上床睡觉时,我想到我还有另一个新标题:“如何在几秒钟内感到自信”。

随后的几个星期,我发现长期保持优美的姿态会不断地帮助我。我感到当我站得越挺直,我就更愿意拥护我相信的事物。站得越挺直,自我感觉越好。这使我变得更优秀,同时也给我的内心带来了更大的平静与幸福。

前不久,我买东西时,收款员用似乎认识我的眼神看着我。“喂,你不就是某个重要人物吗?”她问我。

“噢,想想,我就是,”我说,“我是个重要人物,我们不都是吗?”

places. I turned sideways, thinking that perhaps from a different angle I'd look better. That's when I realized how really poor my **posture**³ was. Suddenly I recalled the man in the supermarket. Standing straight helped him look wonderfully attractive and special. Could it help me look better in these clothes?

I lifted myself up and anxiously looked at the dress again. Unattractive **bulges**⁴ and tucks had smoothed themselves out, and the lines were nicer. I liked the dress!

"Dynamite!" said the clerk who was helping me.

"You like this?"

"Yes. It makes you look thinner too."

Sure enough, I looked five to seven pounds lighter. Dieting titles I'd read come to mind, such as "How to Lose Pounds in Weeks." Now I had a new title: "How to Look Thinner in Seconds."

Did I look younger, too, when I stood straight? I had to admit I probably did. Now I had another new title: "How to Look Years Younger in Seconds." And I began to notice that I didn't have the **backache**⁵ I usually get on shopping trips. In the car on the way home, I was sure I felt better in other ways. For one thing, I was breathing all the way down to the bottom of my lungs for a change. And my insides were all properly aligned now instead of scrunching together. Then another title occurred to me: "How to Feel Better in Seconds."

But it still didn't feel natural to stand up straight. **Gravity**⁶ and years of bad habit kept pulling me downward. Maybe that's why on the day of a party I had worried about, I lowered my head and slouched. I didn't want to go. I wasn't comfortable with that group, and I knew I'd say all the wrong things.

After dinner, as I reluctantly put off on my new dress, I caught a glimpse of myself in the mirror. "Stand up straight!" I ordered. I pretended strings were pulling me upward; I lifted myself to full height. And that's how I walked into that party.

I was surprised at what good posture did to change my appearance, but I was as-



冰 茶

佚名

雨和阳光创造出了彩虹。生活也是同样的道理,有快乐,也不乏悲伤,黑暗与光明并存,好坏兼备。如果能够战胜这些逆境,我们的能力就会有所提高。我们不能控制生活中所发生的事情,却知道该如何处理它们。

1904年,理查德·布莱克尼顿想在圣·路易斯世界商品集市上推广印度茶。由于当时天气非常炎热,根本没有人去品尝他的茶。布莱克尼顿发现其他冰镇饮料的销量都很好,于是决定把自己的茶做成冰镇饮料,放入糖,然后再出售,结果人们非常喜欢。冰茶就这样闻名于世了。

事情总会有不尽如人意的时候,我们可以选择积极回应或是悲观愤恨。

人类与不能做出选择的橡树不同。橡树不能决定是成为一棵参天大树,或是成为松鼠的食物,但人类可以选择。如果自然给了我们一个柠檬,我们可以选择哭泣,也可以选择将其做成柠檬汁。



心灵小语

生活中有阳光灿烂,也有阴雨绵绵。如何能让我们生活变得五彩斑斓,有滋有味,这值得我们每一个人去思考,去创造。在不如意的时候,用一颗感恩的心去看待周围的一切,世界将会变得更美好!

但是我们都知道,有些人一辈子都无法醒悟,总是想让别人对他们表示关心。

当然,这毫无作用。人们不会对你感兴趣,也不会对我感兴趣,他们只关注自己——从早到晚。

纽约电话公司曾对电话中的谈话内容作了一份详细的调查,以了解哪一个词使用最频繁。我想你已经猜到了,那就是第一人称的“我”。在500次电话谈话中,这个词曾被用过3,990次。“我。”“我。”“我。”“我。”当你看到一张包括你自己在内的团体照片时,最先看到的会是谁?

如果我们只想给别人留下深刻的印象,使别人对我们感兴趣,那我们永远也不会有真正的朋友。那种方法根本交不到朋友,尤其是真正的朋友。

拿破仑就这样尝试过,在跟约瑟芬最后一次见面时,他说:“约瑟芬,在这个世界上,我曾是最幸运的人;而此时此刻,在这个世界上你是我唯一信赖的人。”而历史学家们怀疑拿破仑是否真的能够信赖约瑟芬。

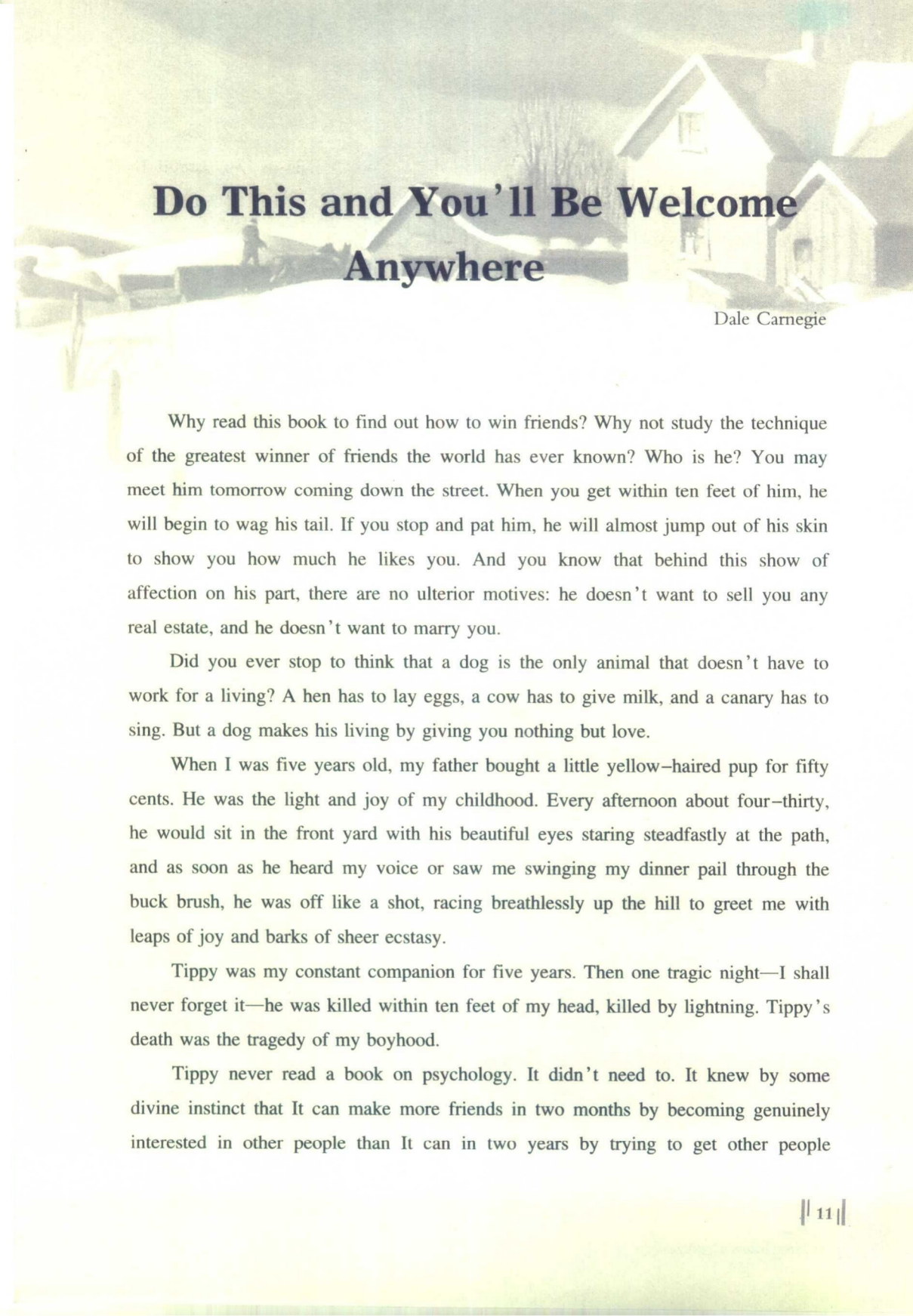
我曾在纽约大学选修一门课,是关于短篇小说写作的。在这个班上,一位著名杂志的编辑到班上来给我们上课。他说当他每天拿起他桌子上送来的几十篇小说中的任何一篇,只需读几段,就能感觉出作者是否喜欢别人。“如果作者不喜欢别人,”他说,“别人当然也不会喜欢他的小说。”

这位资质颇深的编辑在讲课中两次停下来,为他所讲的那些大道理而致歉。“我告诉你们的,”他说,“和牧师告诉你们的完全相同。但是,请记住,如果你想成为一个成功的小说家,你必须对别人感兴趣。”

如果写小说尚且如此,那么面对面的人际交往就更应该这样了。



日升月落,时事变迁,人们心中总会期盼自己能够如一缕清风,带给他人些许舒适,些许快乐。那么,从喜欢别人开始吧,只有做到这一点,你才可能受到大家的欢迎。不信的话,试一试吧!



Do This and You'll Be Welcome Anywhere

Dale Carnegie

Why read this book to find out how to win friends? Why not study the technique of the greatest winner of friends the world has ever known? Who is he? You may meet him tomorrow coming down the street. When you get within ten feet of him, he will begin to wag his tail. If you stop and pat him, he will almost jump out of his skin to show you how much he likes you. And you know that behind this show of affection on his part, there are no ulterior motives: he doesn't want to sell you any real estate, and he doesn't want to marry you.

Did you ever stop to think that a dog is the only animal that doesn't have to work for a living? A hen has to lay eggs, a cow has to give milk, and a canary has to sing. But a dog makes his living by giving you nothing but love.

When I was five years old, my father bought a little yellow-haired pup for fifty cents. He was the light and joy of my childhood. Every afternoon about four-thirty, he would sit in the front yard with his beautiful eyes staring steadfastly at the path, and as soon as he heard my voice or saw me swinging my dinner pail through the buck brush, he was off like a shot, racing breathlessly up the hill to greet me with leaps of joy and barks of sheer ecstasy.

Tippy was my constant companion for five years. Then one tragic night—I shall never forget it—he was killed within ten feet of my head, killed by lightning. Tippy's death was the tragedy of my boyhood.

Tippy never read a book on psychology. It didn't need to. It knew by some divine instinct that It can make more friends in two months by becoming genuinely interested in other people than It can in two years by trying to get other people

interested in you. Let me repeat that. It can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.

Yet I know and you know people who blunder through life trying to wigwag other people into becoming interested in them.

Of course, it doesn't work. People are not interested in you. They are not interested in me. They are interested in themselves—morning, noon and after dinner.

The New York Telephone Company made a detailed study of telephone conversations to find out which word is the most frequently used. You have guessed it: it is the personal pronoun "I." "I." "I." It was used 3,900 times in 500 telephone conversations. "I." "I." "I." "I." When you see a group photograph that you are in, whose picture do you look for first?

If we merely try to impress people and get people interested in us, we will never have many true, sincere friends. Friends, real friends, are not made that way.

Napoleon tried it, and in his last meeting with Josephine he said: "Josephine, I have been as fortunate as any man ever was on this earth; and yet, at this hour, you are the only person in the world on whom I can rely." And historians doubt whether he could rely even on her.

I once took a course in short-story writing at New York University, and during that course the editor of a leading magazine talked to our class. He said he could pick up any one of the dozens of stories that drifted across his desk every day and after reading a few paragraphs he could feel whether or not the author liked people. "If the author doesn't like people," he said, "people won't like his or her stories."

This hard-boiled editor stopped twice in the course of his talk on fiction writing and apologized for preaching a sermon. "I am telling you," he said, "the same things your preacher would tell you, but remember, you have to be interested in people if you want to be a successful writer of stories."

If that is true of writing fiction, you can be sure it is true of dealing with people face-to-face.



多一点微笑

尼科尼·昆科

有一个大家耳熟能详的伊索寓言,说的是狮子和老鼠的故事。故事是这样的:一头狮子正在睡午觉,一只小老鼠不小心碰到了他的爪子,结果吵醒了他。狮子刚想张开血盆大口把老鼠吃掉,这时小老鼠喊了起来:“求求你,放了我吧。你永远不会知道,说不定有一天我会帮助你的。”当然,狮子听了觉得很好笑,小老鼠竟然会有帮助大狮子的想法!不过,那天,狮子善心大发,便放过了小老鼠。几天之后,那只狮子受困于网中。他费尽周折想挣脱束缚,然而绳子太结实了,他失望地咆哮着。在不远处,那只小老鼠听到狮子的吼叫,急忙跑了过来,用锋利的牙齿咬断了网绳,解救了狮子。这只小老鼠果真用自己的能力回报了狮子的恩情。

同情一个人是件很容易的事情。有时,简单地向别人微笑可能就是意义非凡的举动。例如,一个人不管在哪儿,差不多都会遇到这样一种情况:在当地总会有受到排斥的人。当你下一次再看到这个人的时候,不要不加理睬便从他的旁边走过,而是停下来向他微笑,打个招呼,这样我们的世界就会截然不同。或者,也许你认识的这个人总是被人取笑、受人捉弄或受侮辱。一不要跟着嘲弄的人群起哄,二不要只是站在旁边沉默不语,仅仅一个美好的同情之举就可以帮助这个不幸的人免受痛苦的折磨。这两个例子形象地说明了同情他人是多么简单的事情。

富有同情心能让每个人的生活更加多姿多彩。知道细心呵护并表达善意就能使一个人的生活更愉快。另外,如果一个人友善地对待别人,那么他自己的感觉也会好起来。一个有同情心的人知道体谅人、关心人、热心助人,总之,自己就是一个满怀关爱的人。因此,拥有同情心,本身也是一种回报。

同情是一条不可估量的重要的“人生法则”,每个人都应该遵循其规律。善良仅仅是一个简单的举动,结果每个受其感染的人生活得会更好,生活质量会更高。如果大家养成同情和善良的习惯,试想每个人会有多开心,多幸福啊。每个人都将知道他或她被关心着,所有人都能感受到自己在关心人、爱护人。想象一下,仅仅是因微笑这么简单的举动就会换来这样的快乐。