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# *MORE POWER TO YOU!*

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A WORKING TECHNIQUE  
FOR MAKING THE MOST  
OF HUMAN ENERGY

BY

WALTER B. PITKIN



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TO  
MY TWO OLDEST AND BEST FRIENDS,  
LECITHIN  
AND  
CHOLESTEROL

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I am indebted to many investigators of human energies. The most useful studies include those of A. V. Hill, the distinguished English physiologist; Henry C. Sherman, who for years has done outstanding work at Columbia University in the field of the chemistry of food and nutrition; Max Rubner, the founder of "human energetics"; G. Lusk, our own most brilliant student of Rubner; the Benedicts, among the few whose accurate measurements of human metabolism put it on a new basis; the Taylor Society and many of its members, whose investigations of the techniques of economy in common work revolutionized industrial management. So far as I know, no one has made a more comprehensive study of the factors affecting energy and working ability of factory employees than Dr. Carey McCord and his assistants, of the Cincinnati Industrial Health Conservancy Laboratories. I have reported several of their most significant findings. Most of the practical rules of progressive relaxation derive from Professor Edmund Jacobson's long and careful studies of this technique.

Scores of investigators who have tried out various techniques of economizing energy on themselves and on fellow students might

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well be mentioned here, if space permitted. Here scientists and laymen meet. In one group of seekers we find men as different as William James and Gamaliel Bradford, or as Irving Fisher and Donald Laird; and from each something serviceable has been gleaned. To all such fuller credit will later be given in a larger study of this same all-embracing problem of human welfare.

WALTER B. PITKIN

*New York, June 1, 1933.*



"Vitality of any sort, even if expressed in fancy, can blunder through many a predicament in which reason would despair."

GEORGE SANTAYANA.

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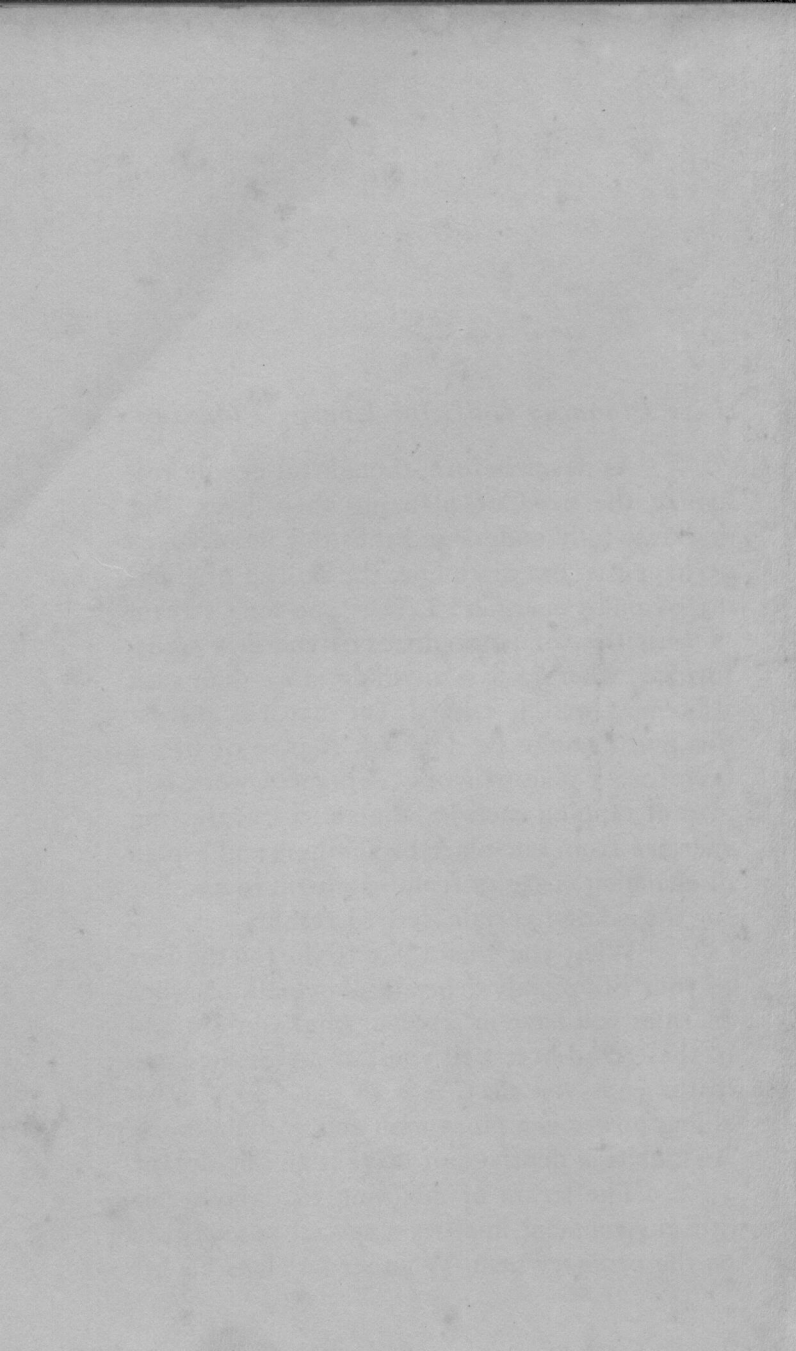
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## INTRODUCTORY



# I

## *Life Planning Calls for Energy Planning*

As never before, thoughtful people recognize the need of planning their lives. But how few fully understand that this involves, as perhaps the first discipline, the skillful organizing of one's energies! Life is one long stream of activities, of work done, of energies transformed; whether it is anything more than such a flux may well be argued; but that it is at least this much cannot be doubted. A plan of life is therefore a plan of work. A plan of work is a plan of tapping energies, a plan of transferring energies from one place to another, and a plan of changing energies from one form to another for the sake of certain desired results.

What you would like to do for the rest of your life plainly depends, above all, on what energies you have in reserve, what you can add to these, and how well you can divert the fund to the ends you elect. A wish that lacks its enabling power is a pious wish and nothing more. An ambition deprived of drive is an idle dream.

The strain of adapting to today's chaotic environment imposes a special requirement on the ordinary man. Whether he plans his life

well or ill, the mere confusion of adjustment predisposes him to fatigue. And of all obstacles to the efficient use of energies by healthy people, fatigue is the greatest. If accompanied by ill health, it is devastating.



## II

### *The Inner Conviction of Power*

At the outset assume enthusiastically one simple proposition. *You can double your efficiency after a little training.* The odds are a hundred to one in favor of this being true. Don't assume this pleasant fact as a matter of autosuggestion *à la* the good old Dr. Coué. Assume it because many experts in self-discipline have proved it in themselves and in others. Do not think it a figment of your own imagination. Accept it before you begin these exercises, and it will almost certainly demonstrate itself before your own eyes within a month or two.

Have complete confidence in your ability to tap your energies more easily and to make them serve you better, even though at first you may find the discipline very hard. The fact that it is difficult to make progress at first means absolutely nothing unfavorable. Any scientific technique of remodelling a human being is bound to prove complicated and tedious, if not disheartening, at some stages. Expect this as the most natural thing in the world. Never expect to get everything for nothing!

There is a profound truth in Coué's remark that "it is not the person who acts; it is the method." He means, of course, that doing now this and then that in a certain manner and order gets results. It is not you who get them. Here lurks a genial exaggeration, let us admit. But the kernel of truth is unmistakable. Specific acts lead to specific results. Technique is the process of selecting and ordering such acts. Once you learn it, you may rest assured of the outcome, ninety-nine times out of a hundred.

You conserve enormous energies if you follow the simple rule of *never driving the engine when there is something wrong with it*. If your watch is out of order, you do not expect it to keep time—still less to improve by running on and on without an overhaul. If your automobile motor pounds and heats up, you do not pat it on the back and say to it: "Be brave, little one! Carry on! Courage will strengthen your moral fibre." But how many people believe man's inner energies and their mechanisms to possess the miraculous power of feeding on adversity, fattening on famine, and attaining merit in heaven through assiduous practice of their worst defects!

The highest performance any engine can deliver comes only when every part is perfectly fitted to every other, and all materials in the parts are suited exactly to the service de-

manded of them. This axiom of engineering is not accepted and practised by one man in ten thousand. That's why so few people use their power plants to full capacity.