

枕草纸

一部励志的魔法书

[美]富兰克林 等著

[日]岩崎久弥 整编

施袁喜 译

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电 话:62110553 62127285

传 真:62127285

电子信箱:fxb@xj.sina.net

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总序

一部励志的魔法书

公元1908年10月，一生传奇的岩崎弥之助在一次宴会中因饮酒过量而撒手人寰，消息传出，举国震惊，连天皇也因为自己未能及时授予弥之助功勋绶带而惋惜不止。

凭借着三艘破烂的藩船发展成为百舸争流的日本企业中的翘楚，岩崎家族的创业史，一直为人称道和折服，然而，岩崎家族的雄心与智慧则始终寡为人知。

岩崎弥之助走得匆忙，甚至也没能留下片言只语。

在整理遗物时，岩崎久弥在叔父的枕边意外地发现了一捆泛黄的草纸，草纸上抄写着密密麻麻的文字，据弥之助夫人解释，这些文字是弥之助先生在事业上陷入困境时，去美国考察所带回的心爱之物，在请人译成日文后，弥之助又亲自抄写在了草纸上。翻读这些文字，几乎成了弥之助先生每天茶余饭后的课业。

岩崎久弥如获至宝，当夜开始仔细翻读。

他发现这捆草纸一共囊括了三个部分的内容。

第一部分是美国牧师拉塞·康维尔的一篇



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演说辞。这篇以费城的背景所撰写的慷慨激昂的文字，曾在美国各大城市演讲了6000余次，所获得的演说费用竟然修建了一所规模庞大的坎普大学。这还是其次，更重要的是这篇演说辞里所散发出的思想光辉点亮了成千上万美国青年的前程，使他们体会到了如何在现有环境下发掘自身潜藏的伟大的生活哲理。

第二部分是关于美西战争中一个叫做安德鲁·罗文送信给加西亚将军的故事，这是一个简单的故事，同时也是一个关于忠诚、敬业与服从的故事。久弥想起，多年前，他还是个懵懂无知的孩子，就听大人们说起过，天皇好像为美国人的一本书下过诏书，要让全日本拜读。这个故事在久弥的记忆里仿佛是一个遥远的神话了，想不到如今这个神话竟然近在咫尺，岩崎久弥激动不已。

在拜读第三部分时，岩崎久弥更加兴趣盎然，这是一部名叫《穷理查历书》的作品，是美国开国元勋兼实业领袖本杰明·富兰克林假借穷理查之名写下的一部旷世杰作，在美国被誉为财富之书，据说在出版之初，移民手中几乎人手一册，它幽默、睿智、形式奇特，通篇贯彻着人类的智慧精华。

岩崎久弥看完这捆草纸，异常震动，他决



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定将这捆草纸印刷成册，分发给公司旗下的上万名员工……

岁月如流，时光辗转，半个世纪之后，三菱在日本已成雄霸之业，甚至在全世界也成了一个人人景仰的名牌企业了，人们纷纷开始为它树碑立传，并用各种理论解读它的崛起之谜。在沸沸扬扬之际，只有一个名叫黑田的小报记者独具慧眼，注意到了岩崎弥之助当年遗落在枕边的这一捆草纸……

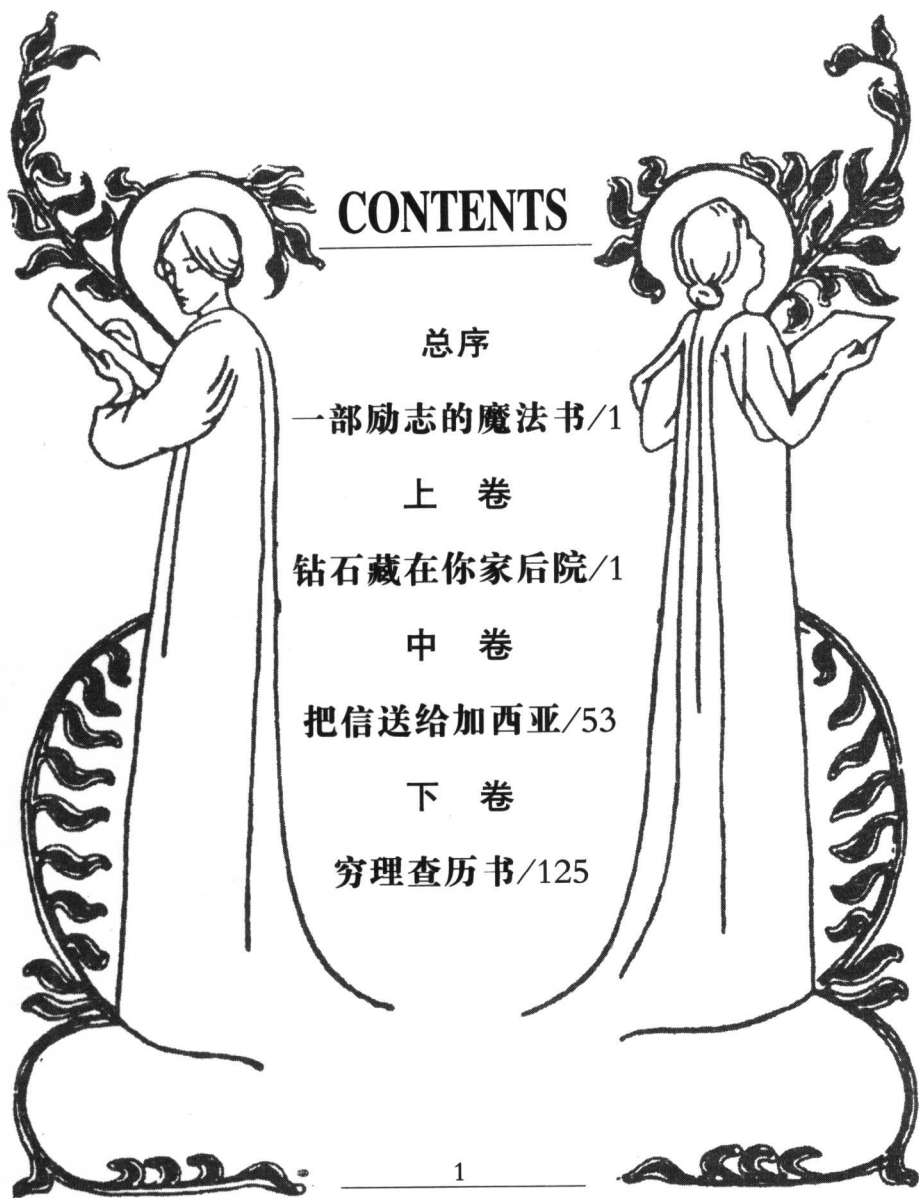
在黑田看来，这捆草纸不啻是一部仅仅有益于社团的励志读物，它更是一部富有魔力的神奇之书，它的魔力完全可以改变一个读者的生活与命运，应该得到永世流传。

读过这部书稿的人都知道，这样的论断绝不是过誉之词。今天，我们将这部作品奉献给读者，是期望它的神奇魔力能够帮助我们更加奋发有为，为我们的国富民强献出我们的汗水、辛劳与热血。

编译者

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钻石藏在你家后院


(美)拉塞·康维尔

原著

施袁喜

编译





【英文版推介辞】

一个激动人心的牧师

《钻石藏在你家后院》对于青年来说是一本激励之书和智慧之书。与那些追求迅速致富的书截然不同。作者告诫我们,成就人生是一种高尚的追求,当我们以高尚的行为去成就人生时,对人类的贡献要比我们穷苦时所能做的多得多。

拉塞·康维尔是一个牧师,也是坦普大学的创建者。他的演讲《钻石藏在你家后院》由他亲自演说 6000 多场次,获取 400 多万美元演讲费(大约相当于现在的 1.45 亿美元),因他无法忘记自己读大学时度过的艰难岁月,他用这笔钱资助了许多穷苦的、需要帮助的中学毕业生进入了大学的校门。

康维尔的一生都在作无私的奉献。他活了整整 82 岁,临死前仍在工作中。他充分地利用了生命,为自己钟爱的事



业奋斗,他几乎每周都要工作7天,而每天都要工作16小时。

康维尔认为,我们每个人被带到这个世界来,就是为了帮助别人,这是我们人生最主要的目的。

他的这篇演讲鼓舞了成千上万的美国人民。他们当中的许多人正是通过这条朴素的道理帮助美国成为一个日趋强盛的国家。这个道理就是:一切美好的事物可能恰恰就在你的身边。今天,这个生动神奇的故事所蕴含的真理和原则仍然像这位伟大的人道主义者所生活的时代那样有效。今天的成功机会如果不比康维尔所处的时代多的话,至少也不比他所处的时代少。

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Acres of Diamonds



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1870年,我有机会顺着底格里斯河游览。由于人地生疏,我在巴格达找了一位导游,让他带我游览波西里斯、巴比伦以及远至阿拉伯湾的亚述古帝国遗迹。这位导游显然对这一带的风物人文了如指掌,并且看得出他也很善于取悦游客。就像一位理发师在理发时为了让你不去注意他在你头上又抓又挠一样,他一连跟我说了很多故事,但也因为他说得太多,使我不胜其烦,以至于最后每当他一开口,我就眼望别处。

我记得那天傍晚时分,他显然是为了引起我的注意,突然摘下头顶的一顶土耳其小帽,当空挥舞。我有些莫名其妙地看了他一眼,他于是逮住了机会,对我说:“我现在要说的这个故事,一向只讲给我最知己的朋友听!”我无可奈何地笑了笑,只好把自己当做他最知己的朋友,并开始倾听他的讲述。直到现在,我一直为自己当初愿意倾听他讲述的这段故事庆幸不已。

他说:从前,有一位名叫阿尔·哈菲德的波斯人,住在距离印度河不远的地方,他是一个十分富有的人,拥有大片的兰花花园和稻谷良田,并且对自己的生活非常知足。一天,一位年老的僧人前来拜访他,并偶然谈起了一套创世理论。

那个僧人说,我们生存的这个世界一开始只是一团雾气。有一天,上帝把他的手指伸入这团雾中,然后缓缓转动,并逐渐加速,结果那团大雾旋转成了一个巨大的火球,在宇宙中滚动,之后上帝又凝结了所有的热气,降下倾盆大雨,冷却了滚热的地表。接着内部火焰冲破地壳,由此形成了我们赖以生为的这个世界的山脉河流。内部熔岩冲出地壳后迅速冷却,冷却最快的变成了花岗岩石;冷却较慢的变成了白银;再慢一点的,变成了黄金,在黄金之后,才出现钻石。僧人说:“事实上,一颗钻石是由阳光凝结而成的。”

僧人说的似乎很有道理,因为我们都知道,每颗钻石都会发出光芒。

接着,这位僧人又说:钻石是上帝所创造的最后的也是最好的矿物;女人则是上帝所创造的最后的、最好的动物。这就是为什么钻石与女人之间彼此喜爱和相得益彰的缘故。

僧人告诉阿尔·哈菲德,如果他拥有很多的钻石,他就可以买下整个国家的土地;要是他拥有一座钻石矿场,他就可以因为这笔财富而让孩子做国王。

那天晚上上床时,因为听了这些有关钻石和钻石价值的说法,阿尔·哈菲德就变成了一个穷人。当然,不是因为他失去了自己的家畜财产,而

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I am astonished that so many people should care to hear this story over again. Indeed, this lecture has become a study in psychology; it often breaks all rules of oratory, departs from the precepts of rhetoric, and yet remains the most popular of any lecture I have delivered in the fifty-seven years of my public life. I have sometimes studied for a year upon a lecture and made careful research, and then presented the lecture just once—never delivered it again. I put too much work on it. But this had no work on it—thrown together perfectly at random, spoken offhand without any special preparation, and it succeeds when the thing we study, work over, adjust to a plan, is an entire failure.

the “Acres of Diamonds” which I have mentioned through so many years are to be found in this city, and you are to find them. Many have found them. And what man has done, man can do I could not find anything better to illustrate my thought, than a story I have told over and over again, and which is now found in books in nearly every library.

In 1870 we went down the Tigris River. We hired a guide at Bagdad to show us Persepolis, Nineveh and Babylon, and the ancient countries of Assyria as far as the Arabian Gulf. He was well acquainted with the land, but he was one of those guides who love to entertain their patrons; he was like a barber that tells you many stories in order to keep your mind off the scratching and the scraping. He told me so many stories that I grew tired of his telling them and I refused to listen—looked away whenever he commenced; that made the guide quite angry.

I remember that toward evening he took his Turkish cap off his head and swung it around in the air. The gesture I did not understand and I did not dare look at him for fear I should become the victim of another story. But, although I am not a woman, I did look, and the instant I turned my eyes upon that worthy guide he was off again. Said he, “I will tell you a story now which I reserve for my particular friends!” So then, counting myself a particular friend, I listened, and I have always been glad I did.

He said there once lived not far from the River Indus an ancient Persian by the name of Al Hafed. He said that Al Hafed owned a very large farm with orchards, fields and gardens. He was a contented and wealthy man—contented because he was wealthy, and wealthy because he was contented. One day there visited this old farmer one of those ancient Buddhist priests, and he sat down by Al Hafed’s fire and told that

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是因为他开始变得不满足,而觉得自己很贫穷。他在幻想一座钻石矿场。这一夜,他辗转反侧难以入眠,第二天天刚亮就跑去找那位僧人。

哈菲德把这位僧人从睡梦中摇醒,对他说:“请你告诉我在什么地方可以找到钻石!”

“钻石?你要钻石干什么?”

“我要拥有巨大的财富!”阿尔·哈菲德说。

僧人明白了,他随口说:“只要你能在高山之上找到一条流淌在白沙上面的河流,那你就可以在白沙中找到钻石。”

“真有这样一条河流吗?”

“很多。你只要出去寻找,一定能够找到。”

阿尔·哈菲德说:“我会的。”

僧人一句戏言,阿尔·哈菲德却信以为真了。

于是他卖掉了农场,把家交给了一位邻居照看,然后便出发去寻找钻石。

他先是前往月亮山区寻找,然后来到巴勒斯坦,接着又流浪到了欧洲,最后他身上带的钱财全部花光了,衣衫褴褛,痛苦万分地站在西班牙巴塞罗那海湾的岸边。这时,一股巨浪突然从海峡之间卷来,这位历经沧桑的可怜人,终于怀着那位僧人所激发起的巨大财富的诱惑,而将自己投入了那股迎面而来的巨浪之中,从此沉入了海底。

当那位向导讲完这个十分悲惨的故事之后,他拉住了我所骑的那头骆驼,又回去扶正另一头骆驼背上的行李。当时我满怀狐疑:“他为什么只把这个故事告诉最知己的朋友呢?”这个故事似乎没有开头,没有中间,也没有结尾——什么也没有。

这是我所听过或读过的故事中,主角在开始就宣告死亡的第一篇故事。我只听到了这个故事的第一章,而故事的主角却已经死去了。

故事当然还有。过了一会儿那位向导走了回来,继续诉说了下去。他说:有一天,阿尔·哈菲德的继承人牵着他的骆驼到花园里那条清澈见底的溪流去饮水,继承人突然发现,一道奇异的光芒在那条浅浅的溪底白沙中闪烁着,于是他伸手从水中摸起了一块黑石头,那彩虹般的美丽光芒正是从石头上一处闪亮的地方发出的。他把这块与众不同的石头拿进屋里,随手放在壁炉上,然后继续去忙他的事儿,把这件事完全抛在了脑后。

过了几天,那位曾经告诉阿尔·哈菲德钻石是怎样形成的老僧

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old farmer how this world of ours was made.

He said that this world was once a mere bank of fog, which is scientifically true, and he said that the Almighty thrust his finger into the bank of fog and then began slowly to move his finger around and gradually to increase the speed of his finger until at last he whirled that bank of fog into a solid ball off fire, and it wet rolling through the universe, burning its way through other cosmic banks of fog, until it condensed the moisture without, and fell in floods of rain upon the heated surface and cooled the outward crust. Then the internal flames burst through the cooling crust and threw up the mountains and made the hills and the valley of this wonderful world of ours. If this internal melted mass burst out and cooled very quickly it became granite; that which cooled less quickly became silver; and less quickly, gold; and after gold diamonds were made. Said the old priest, "A diamond is a congealed drop of sunlight."

This is a scientific truth also. You all know that a diamond is pure carbon, actually deposited sunlight—and he said another thing I would not forget: he declared that a diamond is the last and highest of God's mineral creations, as a woman is the last and highest of God's animal creations. I suppose that is the reason why the two have such a liking for each other. And the old priest told Al Hafed that if he had a handful of diamonds he could purchase a whole country, and with a mine of diamonds he could place his children upon thrones through the influence of their great wealth.

Al Hafed heard all about diamonds and how much they were worth, and went to his bed that night a poor man—not that he had lost anything, but poor because he was discontented and discontented because he thought he was poor. He said: "I want a mine of diamonds!" So he lay awake all night, and early in the morning sought out the priest.

Now I know from experience that a priest when wakened early in the morning is cross. He awoke that priest out of his dreams and said to him, "Will you tell me where I can find diamonds?"

The priest said, "Diamonds? What do you want with diamonds?"

"I want to be immensely rich," said Al Hafed, "but I don't know where to go."

"Well," said the priest, "if you will find a river that runs over white sand between high mountains, in those sands you will always see diamonds."

"Do you really believe that there is such a river?"

"Plenty of them, plenty of them; all you have to do is just go and find them,

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