

DALE CARNEGIE

# How to Enjoy Your Life and Your Job



兴编译出版社



— Dale Carnegie —

# How to Enjoy Your Life and Your Job



全国百佳出版社  
中央编译出版社  
CCTP Central Compilation & Translation Press

## 图书在版编目(CIP)数据

快乐人生 = How to Enjoy Your Life and Your job: 英文权威版 /  
(美)卡耐基(Carnegie, D.) 著.  
——北京: 中央编译出版社, 2012.2

ISBN 978-7-5117-1205-9

I. ①快… II. ①卡… III. ①英语—语言读物②人生  
哲学—通俗读物 IV. ①H319.4; B

中国版本图书馆 CIP 数据核字(2011)第 266104 号

---

出版人: 和 夔

策划编辑: 董 巍

责任编辑: 李 纬

责任印制: 尹 珺

出版发行: 中央编译出版社

地 址: 北京西城区车公庄大街乙 5 号鸿儒大厦 B 座 (100044)

电 话: (010) 52612345 (总编室) (010) 52612311 (编辑室)  
(010) 66130345 (发行部) (010) 52612332 (网络销售部)  
(010) 66161011 (团购部) (010) 66509618 (读者服务部)

网 址: [www.cctpbook.com](http://www.cctpbook.com)

经 销: 全国新华书店

印 刷: 北京佳信达欣艺术印刷有限公司

开 本: 787 毫米 × 960 毫米 1/32

字 数: 180 千字

印 张: 7.75

版 次: 2012 年 4 月第 1 版第 1 次印刷

定 价: 18.00 元

---

本社常年法律顾问: 北京大成律师事务所首席顾问律师 鲁哈达  
凡有印装质量问题, 本社负责调换。电话 010-66509618

---

# Contents

---

EXCERPTS FROM  
How to Stop Worrying and Start  
Living

PART ONE

---

Seven Ways to Peace and Happiness

- 1 Find Yourself and Be Yourself: Remember,  
There Is No One Else on Earth like You 3
- 2 Four Good Working Habits That Will Help  
Prevent Fatigue and Worry 14
- 3 What Makes You Tired—and What You  
Can Do About It 22
- 4 How to Banish the Boredom That

	Produces Fatigue, Worry, and Resentment	29
5	Would You Take a Million Dollars for What You Have?	41
6	Remember That No One Ever Kicks a Dead Dog	52
7	Do This—and Criticism Can't Hurt You	57

EXCERPTS FROM  
How to Win Friends and Influence  
People

PART TWO

---

Fundamental Techniques in  
Handling People

8	“If You Want to Gather Honey, Don't Kick Over the Beehive”	65
9	The Big Secret of Dealing with People	86
10	“He Who Can Do This Has the Whole World with Him. He Who Cannot Walks	

	a Lonely Way”	105
11	Do This and You’ll Be Welcome Anywhere	131
12	How to Make People Like You Instantly	149

### PART THREE

---

#### Ways to Win People to Your Way of Thinking

13	A Sure Way of Making Enemies—and How to Avoid It	167
14	The High Road to Reason	183
15	The Secret of Socrates	195
16	How to Get Cooperation	203
17	An Appeal That Everybody Likes	211

### PART FOUR

---

#### Ways to Change People Without Giving Offense of Arousing Resentment

18	How to Criticize—and Not Be Hated for it	221
19	Talk About Your Own Mistakes First	227
20	No One Likes to Take Orders	234
21	Let the Other Person Save Face	238
	In a Nutshell	243

## PART ONE

---

# Seven Ways to Peace and Happiness

Dale Carnegie wrote his book *How to Stop Worrying and Start Living* to show that life is very much what we make it. If we first learn to accept ourselves, seeing the good as clearly as the not-so-good, and then get busy doing the things necessary to reach our goals, We will be less likely to have either the need or the inclination to lose time and energy worrying.





---

## Find Yourself and Be Yourself: Remember, There Is No One Else on Earth like You

---

I have a letter from Mrs. Edith Allred, of Mount Airy, North Carolina: "As a child, I was extremely sensitive and shy," she says in her letter. "I was overweight and my cheeks made me look even fatter than I was. I had an old-fashioned mother who thought it was foolish to make clothes look pretty. She always said: 'Wide will wear while narrow will tear'; and she dressed me accordingly. I never went to parties; never had any fun; and when I went to school, I never joined the other children in outside activities, or even athletics. I was morbidly shy. I felt I was 'different' from everybody else, and entirely undesirable.

"When I grew up, I married a man who was several years my senior. But I didn't change. My in-laws were a

poised and self-confident family. They were everything I should have been but simply was not. I tried my best to be like them, but I couldn't. Every attempt they made to draw me out of myself only drove me further into my shell. I became nervous and irritable. I avoided all friends. I got so bad I even dreaded the sound of the doorbell ringing! I was a failure. I knew it; and I was afraid my husband would find it out. So, Whenever we were in public, I tried to be gay, and overacted my part. I knew I overacted; and I would be miserable for days afterwards. At last I became so unhappy that I could see no point in prolonging my existence. I began to think of suicide. ”

What happened to change this unhappy woman's life? Just a chance remark!

“ A chance remark, ” Mrs. Allred continued, “ transformed my whole life. My mother-in-law was talking one day of how she brought her children up, and she said, ‘ No matter what happened, I always insisted on their being themselves. ’ ... ‘ On their being themselves. ’ ... That remark is what did it! In a flash, I realized I had brought all this misery on myself by trying to fit myself into a pattern to which I did not conform.

“ I changed overnight! I started being myself. I tried to make a study of my own personality. Tried to find out *what I was*. I studied my strong points. I learned all I could about colors and styles, and dressed in a way that I felt was becoming to me. I reached out to make

## SEVEN WAYS TO PEACE AND HAPPINESS

friends, I joined an organization—a small one at first—and was petrified with fright when they put me on a program. But each time I spoke, I gained a little courage. It took a long while—but today I have more happiness than I ever dreamed possible. In rearing my own children, I have always taught them the lesson I had to learn from such bitter experience: *No matter what happens, always be yourself!* ”

This problem of being unwilling to be yourself is “as old as history,” says Dr. James Gordon Gilkey, “and as universal as human life.” This problem of being unwilling to be yourself is the hidden spring behind many neuroses and psychoses and complexes. Angelo Patri has written thirteen books and thousands of syndicated newspaper articles on the subject of child training, and he says: “Nobody is so miserable as he who longs to be somebody and something other than the person he is in body and mind. ”

This craving to be something you are not is especially rampant in Hollywood. Sam Wood, one of Hollywood’s best-known directors, said the greatest headache he has with aspiring young actors is exactly this problem: to make them be themselves. They all want to be second-rate Lana Turners or third-rate Clark Gables. “The public has already had that flavor,” Sam Wood keeps telling them; “now it wants something else. ”

Before he started directing such pictures as *Goodbye,*

## HOW TO ENJOY YOUR LIFE AND YOUR JOB

*Mr. Chips* and *For Whom the Bell Tolls*, Sam Wood spent years in the real-estate business, developing sales personalities. He declares that the same principles apply in the business world as in the world of moving pictures. You won't get anywhere playing the ape. You can't be a parrot. "Experience has taught me," says Sam Wood, "that it is safest to drop, as quickly as possible, people who pretend to be what they aren't."

I asked Paul Boynton, then employment director for a major oil company, What is the biggest mistake people make in applying for jobs. He ought to know: he has interviewed more than sixty thousand job seekers; and he has written a book entitled *6 Ways to Get a Job*. He replied: "The biggest mistake people make in applying for jobs is in not being themselves. Instead of taking their hair down and being completely frank, they often try to give you the answers they think you want." But it doesn't work, because nobody wants a phony. Nobody ever wants a counterfeit coin.

A certain daughter of a streetcar conductor had to learn that lesson the hard way. She longed to be a singer. But her face was her misfortune. She had a large mouth and protruding buck teeth. When she first sang in public—in a New Jersey night club—she tried to pull down her upper lip to cover her teeth. She tried to act "glamorous." The results? She made herself ridiculous. She was headed for failure.

## SEVEN WAYS TO PEACE AND HAPPINESS

However, there was a man in this night club who heard the girl sing and thought she had talent. "See here," he said bluntly, "I've been watching your performance and I know what it is you're trying to hide. You're ashamed of your teeth!" The girl was embarrassed, but the man continued, "What of it? Is there any particular crime in having buck teeth? Don't try to hide them! Open your mouth, and the audience will love you when they see you're not ashamed. Besides," he said shrewdly, "those teeth you're trying to hide may make your fortune!"

Cass Daley took his advice and forgot about her teeth. *From that time on*, she thought only about her audience. She opened her mouth wide and sang with such gusto and enjoyment that she became a top star in movies and radio. Other comedians tried to copy *her!*

The renowned William James was speaking of people who had never found themselves when he declared that the average person develops only ten percent of his or her latent mental abilities. "Compared to what we ought to be," he wrote, "we are only half awake. We are making use of only a small part of our physical and mental resources. Stating the thing broadly, human individuals thus far live within their limits. They possess powers of various sorts which they habitually fail to use."

You and I have such abilities, so let's not waste a second worrying because we are not like other people.

## HOW TO ENJOY YOUR LIFE AND YOUR JOB

You are something new in this world. Never before, since the beginning of time, has there ever been anybody exactly like you; and never again throughout all the ages to come will there ever be anybody exactly like you again. The science of genetics informs us that you are what you are largely as a result of twentythree chromosomes contributed by your father and twenty-three chromosomes contributed by your mother. These forty-six chromosomes comprise everything that determines what you inherit. In each chromosome there may be, says Amram Scheinfeld, "anywhere from scores to hundreds of genes—with a single gene, in some cases, able to change the whole life of an individual." Truly, We are "fearfully and wonderfully" made.

Even after your mother and father met and mated, there was only one chance in 300,000 billion that the person who is specifically you would be born! In other words, if you had 300,000 billion brothers and sisters, they might all have been different from you. Is all this guesswork? No. It is a scientific fact. If you would like to read more about it, consult *You and Heredity*, by Amram Scheinfeld.

I can talk with conviction about this subject of being yourself because I feel deeply about it. I know what I am talking about. I know from bitter and costly experience. To illustrate: When I first came to New York from the cornfields of Missouri, I enrolled in the American

## SEVEN WAYS TO PEACE AND HAPPINESS

Academy of Dramatic Arts. I aspired to be an actor. I had what I thought was a brilliant idea, a shortcut to success, an idea so simple, so foolproof, that I couldn't understand why thousands of ambitious people hadn't already discovered it. It was this: I would study how the famous actors of that day—John Drew, Walter Hampden, and Otis Skinner—got their effects. Then I would imitate the best points of each one of them and make myself into a shining, triumphant combination of all of them. How silly! How absurd! I had to waste years of my life imitating other people before it penetrated through my thick Missouri skull that I had to be myself, and that I couldn't possibly be anyone else.

That distressing experience ought to have taught me a lasting lesson. But it didn't. Not me. I was too dumb. I had to learn it all over again. Several years later, I set out to write what I hoped would be the best book on public speaking for businessmen that had ever been written. I had the same foolish idea about writing this book that I had formerly had about acting: I was going to *borrow* the ideas of a lot of other writers and put them all in one book—a book that would have everything. So I got scores of books on public speaking and spent a year incorporating their ideas into my manuscript. But it finally dawned on me once again that I was playing the fool. This hodgepodge of other men's ideas that I had written was so synthetic, so dull, that no businessman



would ever plod through it. So I tossed a year's work into the wastebasket and started all over again. This time I said to myself: "You've got to be Dale Carnegie, With all his faults and limitations. You can't possibly be anybody else." So I quit trying to be a combination of other men, and rolled up my sleeves and did what I should have done in the first place: I wrote a textbook on public speaking out of my own experiences, observations, and convictions as a speaker and a teacher of speaking. I learned—for all time, I hope—the lesson that Sir Walter Raleigh learned. (I am *not* talking about the Sir Walter who threw his coat in the mud for the queen to step on. I am talking about the Sir Walter Raleigh who was professor of English literature at Oxford back in 1904.) "I can't write a book commensurate with Shakespeare," he said, "but I can write a book by me."

Be yourself. Act on the sage advice that Irving Berlin gave the late George Gershwin. When Berlin and Gershwin first met, Berlin was famous but Gershwin was a struggling young composer working for thirty-five dollars a week in Tin Pan Alley. Berlin, impressed by Gershwin's ability, offered Gershwin a job as his musical secretary at almost three times the salary he was then getting. "But don't take the job," Berlin advised. "If you do, you may develop into a second-rate Berlin. But if you insist on being yourself, someday you'll be a