

自己拯救自己

(英)塞缪尔·斯迈尔斯 著 马大路 译

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FOREWORD 即

塞缪尔·斯迈尔斯(1812-1904), 伟大的道德学家, 成功学的鼻祖。

《自己拯救自己》是西方成功学的开山之作。作者通过对历史上各界名人细致入微的描写,阐述了一个人的幸福与成功来自于自我塑造,比如勤勉、勇气、毅力、信念、节俭、诚实等所有年轻人必备的优良品质。其中,许多故事感人肺腑催人泪下,令人心潮澎湃。书中充满了作者的真知灼见,催人奋进。

本书自1859年11月在英国问世以来,一百 多年来在全球畅销不衰,它改变了亿万人的命运,塑造了近现代西方道德文明的精神风貌。本 书被誉为"个人奋斗的精神标本","高贵情操的

精神堡垒。"

本书教导人们,尤其是年轻人在追求正当职业的时候,应具备哪些品格、素质,如何认识自我,发现自我,塑造自我。这是本极具教育意义和趣味性的著作。

译者

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PREFACE

This is a revised edition of a book which has already been received with considerable favour at home and abroad. It has been reprinted in various forms in America; translations have appeared in Dutch and French, and others are about to appear in German and Danish. The book has, doubtless, proved attractive to readers in different countries by reason of the variety of anecdotal illustrations of life and character which it contains, and the interest which all more or less feel in the labours, the trials, the struggles, and the achievements of others. No one can be better aware than the author of its fragmentary character, arising from the manner in which it was for the most part originally composed, -having been put together principally from jottings made during many years, -intended as readings for young men, and without any view to publication. The appearance of this edition has furnished an opportunity for pruning the volume of some superfluous matter, and introducing various new illustrations, which will probably be found of general interest.

In one respect the title of the book, which it is now too late to alter, has proved unfortunate, as it has led some, who have judged it merely by the title, to suppose that it consists of a eulogy of selfishness: the very opposite of what it really is, —or at least of what the author intended it to be. Although its chief object unquestionably is to stimulate youths to apply themselves diligently to right pursuits, —sparing neither labour, pains, nor self-de-

前 言

这是一本畅销书的修订本。 自从本书首次出版以来,这本书受 到了国内外读者的广泛喜爱。本 书曾被译成荷兰语、法语、德语、丹 麦语等多种语言。书中对人们生 活和性格的有趣描述以及对个人 奋斗、司法审判和人们的成功的栩 栩如牛的描写都深深地吸引了读 者。实际上,笔者心里最清楚,本 书的雏形是笔者本人多年以来积 累下来的一些零散的随笔,原本是 打算整理成册以后供年轻人阅读 的,并没有计划将其付梓出版。本 书的这次修订,使笔者有机会对原 书的内容作进一步的整理,删去了 一些可有可无的事例,同时又增加 了一些新鲜的内容,读者可能会对 这些新增的东西感兴趣。

令笔者感到有些遗憾的是这本书的书名容易给人以某种误导,有些人可能会从书名上判断不是在颂扬自私自利的行为,而因实明正好与此相反。明去改书名已经为时太晚了两大人。本书的主要目的是激励追求正当的事业——在吃一个大人。这具备严格自律的品格,应依

nial in prosecuting them, —and to rely upon their own efforts in life, rather than depend upon the help or patronage of others, it will also be found, from the examples given of literary and scientific men, artists, inventors, educators, philanthropists, missionaries, and martyrs, that the duty of helping one's self in the highest sense involves the helping of one's neighbours.

It has also been objected to the book that too much notice is taken in it of men who have succeeded in life by helping themselves, and too little of the multitude of men who have failed. "Why should not Failure," it has been asked, "have its Plutarch as well as Success?" There is, indeed, no reason why Failure should not have its Plutarch, except that a record of mere failure would probably be found excessively depressing as well as uninstructive reading. It is, however, shown in the following pages that Failure is the best discipline of the true worker, by stimulating him to renewed efforts, evoking his best powers, and carrying him onward in self-culture, self-control, and growth in knowledge and wisdom. Viewed in this light, Failure, conquered by Perseverance, is always full of interest and instruction, and this we have endeavoured to illustrate by many examples.

As for Failure per se, although it may be well to find consolations for it at the close of life, there is reason to doubt whether it is an object that ought to be set before youth at the beginning of it. Indeed, "how not to do it" is of all things the easiest learnt: it needs neither teaching, effort, self-denial, industry, patience, perseverance, nor judgment. Besides, readers do not care to know about the general

靠自身的努力而不要依赖别人的帮助和恩赐,但从本书列举出的文学家、艺术家、发明家、教育家、慈善家、传教士和烈士的事例中,笔者也向人们阐明了这样一层道理,那就是:最高层次的自助自立也包括帮助别人。

有人曾经从另一个角度批评 这本书,那就是本书过多地关注了 那些通过自助自立而取得成功的 人士,而对那些失败的人关注太 少。有人会这样问:"难道失败不 是和成功一样也是一种财富吗?" 失败的确是一种财富,除非人们对 失败的描述极为令人沮丧,也极没 有启发意义。这本书中,笔者向人 们讲明失败对那些踏踏实实奋斗 的人是最好的训练,它能激励人们 焕发活力,全力以赴地去奋斗,它 能促使人们努力提高个人修养和 自我控制的能力从而增长知识,增 加智慧。从这个意义上讲,凭毅力 去征服失败总是对人有着很大的 教育意义,也总能引起读者很大的 兴趣,我们在这本书中以大量的事 例对这一问题进行了阐述。

就失败本身而言,尽管我们可以在人们生命即将终结的失败本身而言,尽管我们可要他们说不要对以往的失败耿于怀,但我们有理由去怀疑在恰当。实际上,"怎样才能不失败"是一要为事情中最容易学的,它既不需要为力,自制、勤奋、耐心、毅力,也不需要判断。另外,读者们也不

who lost his battles, the engineer whose engines blew up, the architect who designed only deformities, the painter who never got bevond daubs, the schemer who did not invent his machine, the merchant who could not keep out of the Gazette. It is true, the best of men may fail, in the best of causes. But even these best of men did not try to fail, or regard their failure as meritorious; on the contrary, they tried to succeed, and looked upon failure as misfortune. Failure in any good cause is, however, honourable, whilst success in any bad cause is merely infamous. At the same time success in the good cause is unquestionably better than failure. But it is not the result in any case that is to be regarded so much as the aim and the effort, the patience, the courage, and the endeavour with which desirable and worthy objects are pursued;-

"'Tis not in mortals to command success;

We will do more—deserve it."

The object of the book briefly is, to re-inculcate these old-fashioned but wholesome lessons—which perhaps cannot be too often urged, —that youth must work in order to enjoy, —that nothing creditable can be accomplished without application and diligence, —that the student must not be daunted by difficulties, but conquer them by patience and perseverance, —and that, above all, he must seek elevation of character, without which capacity is worthless and worldly success is naught.

LONDON, May, 1866

会有兴趣了解哪位将军打了败仗, 哪位工程师的机器失灵,哪位建筑 师设计出了奇形怪状的楼房,哪位 画家总是画不出像样的作品,哪位 设计师总是发明不出新机器,哪位 商人未能摆脱破产的命运。的确, 最杰出的人也会有失败的时候,在 最伟大的事业中也会有失败。但 即使是最优秀的人也不愿自己的 努力以失败告终,或者把失败当做 很荣耀的事情。相反,他们会努力 争取成功并且把失败视为不幸。 在任何正当事业中的失败都不能 算作耻辱,相反我们可以说虽败犹 荣。但在不正当事业中取得成功 则是很不光彩的事情。与此同时, 在正当的事业中成功总比失败好。 然而,在追求崇高目标的过程中, 我们不能只看重结果,我们更应看 重自身的努力、耐心、勇气和决心。

没有人可以随随便便成功; 我们应该不断努力, 我们不应愧对自己的一生。

1866年5月伦敦

CHAPTER I

SELF-HELP— NATIONAL AND INDIVIDUAL

"The worth of a State, in the long run, is the worth of the individuals composing it."

—J. S. Mill.

"We put too much faith in systems, and look too little to men."

—B. Disraeli.

"Heaven helps those who help themselves" is a well-tried maxim, embodying in a small compass the results of vast human experience. The spirit of self-help is the root of all genuine growth in the individual; and, exhibited in the lives of many, it constitutes the true source of national vigour and strength. Help from without is often enfeebling in its effects, but help from within invariably invigorates. Whatever is done FOR men or classes, to a certain extent takes away the stimulus and necessity of doing for themselves; and where men are subjected to over-guidance and over-government, the inevitable tendency is to render them comparatively helpless.

Even the best institutions can give a man no active help. Perhaps the most they can do is to leave him free to develop himself and improve his individual condition. But in all times men have been prone to believe that their happiness and well-being were to be secured by means of institutions rather than by their own conduct. Hence the value of legislation as an agent in human advancement has usually been much over-estimated. To constitute the mil-

第一章

自己拯救自己 -----国家和个人

从长远来看,一个国家的价值 就是组成这个国家的人的价值。

----约翰·斯图尔特·密尔

我们过于信任制度,而对人关 注太少。

——本杰明·狄士累利

即使是最好的制度也无法给人以积极的帮助。或许制度也无法最对的制度也无法最改的可以做到让人自由发展并有且良在所有性的生活条件。但是在所度的方法。他们的幸福,他们个人进步大强的大道被大事。作为人值被大手地大人们每三五个人来组成众多司法机构的

lionth part of a Legislature, by voting for one or two men once in three or five years, however conscientiously this duty may be performed, can exercise but little active influence upon any man's life and character. Moreover, it is every day becoming more clearly understood, that the function of Government is negative and restrictive, rather than positive and active; being resolvable principally into protection - protection of life, liberty, and property. Laws, wisely administered, will secure men in the enjoyment of the fruits of their labour, whether of mind or body, at a comparatively small personal sacrifice; but no laws, however stringent, can make the idle industrious, the thriftless provident, or the drunken sober. Such reforms can only be effected by means of individual action, economy, and self-denial; by better habits, rather than by greater rights.

The Government of a nation itself is usually found to be but the reflex of the individuals composing it. The Government that is ahead of the people will inevitably be dragged down to their level, as the Government that is behind them will in the long run be dragged up. In the order of nature, the collective character of a nation will as surely find its befitting results in its law and government, as water finds its own level. The noble people will be nobly ruled, and the ignorant and corrupt ignobly. Indeed, all experience serves to prove that the worth and strength of a State depend far less upon the form of its institutions than upon the character of its men. For the nation is only an aggregate of individual conditions, and civilization itself is but a question of the personal improvement of the men, women, and chil其中之一,无论选出的人是多么尽 心尽力地履行自己的职责,对人们 的生活和性格的改善都不会有太 多积极的影响。另外人们一天一 天地认识到政府的作用是消极而 有限的,而不是积极的和有建设性 的。政府的职能主要在于保护人 们生命的安全、人身的自由以及人 们的财产。法律,如果得以明智地 执行,可以保证人们享受他们劳动 的果实,无论是体力劳动还是脑力 劳动。享受此果实只需要付出很 小的牺牲。但是任何法律都不能 使懒人变得勤快,也不会使挥霍无 度的人变得节俭,更不会让醉汉变 得清醒。想要改善以上状况,只有 通过个人的努力、经济的手段以及 自我约束。应让人们养成良好的 习惯,而不是赋予他们更大的权 力。

—个国家的政府通常是组成 这个国家的个体的真实的写照。 走在人民前面的政府不可避免地 会被拉回到和人民一样的水平,而 比人民滞后的政府从长远来看也 会被提升上来。按自然规律,一个 国家的集体特性将会通过它的政 府和法律体现出来,正像水总有一 个水平线一样。高尚的人会被高 尚地统治着,无知和腐朽的人会被 卑贱统治着。事实上,所有的经验 都证明,是组成国家的人的特性决 定了国家的价值和力量。国家制 度的形式并不能决定什么。因为 国家只是个体状况的集合体,文明 的本身就是组成社会的男女老少 的个人状态的改善。

dren of whom society is composed.

National progress is the sum of individual industry, energy, and uprightness, as national decay is of individual idleness, selfishness, and vice. What we are accustomed to decry as great social evils, will, for the most part, be found to be but the outgrowth of man's own perverted life; and though we may endeavour to cut them down and extirpate them by means of Law, they will only spring up again with fresh luxuriance in some other form, unless the conditions of personal life and character are radically improved. If this view be correct, then it follows that the highest patriotism and philanthropy consist, not so much in altering laws and modifying institutions, as in helping and stimulating men to elevate and improve themselves by their own free and independent individual action.

It may be of comparatively little consequence how a man is governed from without, whilst everything depends upon how he governs himself from within. The greatest slave is not he who is ruled by a despot, great though that evil be, but he who is the thrall of his own moral ignorance, selfishness, and vice. Nations who are thus enslaved at heart cannot be freed by any mere changes of masters or of institutions; and so long as the fatal delusion prevails, that liberty solely depends upon and consists in government, so long will such changes, no matter at what cost they may be effected, have as little practical and lasting result as the shifting of the figures in a phantasmagoria. The solid foundations of liberty must rest upon individual character; which is also the only sure guarantee for social security and national progress. John Stuart Mill truly ob-

来自于外界的约束对人的影 响较小,而内在的自我约束则决定 着一切。最可悲的奴隶不是那种 被暴君统治的奴隶(虽然这种统治 是一种极大的罪恶),而是被自己 的自私、罪恶以及道德沦丧所奴役 的奴隶。从内心深处被奴役的国 家不可能通过改变制度和执政者 而获得解放。即使花了很大代价 实现了上述改变,如果仍幻想着从 政府那里得到自由,那么最终也是 一场空。个人的品性是自由得以 存在的坚实的基础,也是社会安全 和国家进步的切实保证。约翰·斯 图尔特·密尔准确地指出:"有了个 性的存在,专制主义也不会导致最 坏的结果。以任何形式摧残个性 都是专制主义,无论这种形式被冠 以什么名字。"

serves that "even despotism does not produce its worst effects so long as individuality exists under it; and whatever crushes individuality IS despotism, by whatever name it be called."

Old fallacies as to human progress are constantly turning up. Some call for Caesars, others for Nationalities, and others for Acts of Parliament. We are to wait for Caesars, and when they are found, "happy the people who recognize and follow them." This doctrine shortly means, everything FOR the people, nothing BY them, -a doctrine which, if taken as a guide, must, by destroying the free conscience of a community, speedily prepare the way for any form of despotism. Caesarism is human idolatry in its worst form -a worship of mere power, as degrading in its effects as the worship of mere wealth would be. A far healthier doctrine to inculcate among the nations would be that of Self-Help; and so soon as it is thoroughly understood and carried into action, Caesarism will be no more. The two principles are directly antagonistic; and what Victor Hugo said of the Pen and the Sword alike applies to them, "Ceci tuera cela." [This will kill that.]

The power of Nationalities and Acts of Parliament is also a prevalent superstition. What William Dargan, one of Ireland's truest patriots, said at the closing of the first Dublin Industrial Exhibition, may well be quoted now. "To tell the truth," he said, "I never heard the word independence mentioned that my own country and my own fellow townsmen did not occur to my mind. I have heard a great deal about the independence that we

关于人类进步的问题,旧时代 的谬误层出不穷。有些人呼唤凯 撒式的人物出现,有些人寄希望于 民族的力量,有的人指望着国会的 法案。我们期待着凯撒式的人物 出现,一旦发现了他们,"承认并追 随他们的人会得到幸福。"简单地 说,这条准则意味着,所有的事情 都由凯撒式的英雄来决定,而不是 由人民做决定。如果以此条原则 为指导,那么一个群体的自由的意 识必将受到摧毁,很快就会形成不 同形式的专制。凯撒主义是一种 最坏的偶像崇拜,——只崇拜权 力,正像只崇拜财富一样低俗而堕 落。自己拯救自己的原则要比凯 撒主义健康许多,值得在所有国家 宣扬。如果这条原则被透彻地理 解了并且付诸行动,那么凯撒主义 就不值一提了。这两条原则是相 互对立的,正像维克多·雨果描述 的笔和剑的关系一样,"这个会杀 死那个。"

民族和议会法案的力量也不过是一种广为流传的迷信。威廉· 过是一种广为流传的迷信。威廉· 达根,爱尔兰的真正的爱国者,就 都柏林工业博览会闭幕式上的话可以在这里引述一下:"说实话,我从未听我的同胞讲过'独立',我不够从这里、那里或其他什么地方的,以这一个,或者是我们对我们中间人。我像其他人一

were to get from this, that, and the other place, and of the great expectations we were to have from persons from other countries coming amongst us. Whilst I value as much as any man the great advantages that must result to us from that intercourse. I have always been deeply impressed with the feeling that our industrial independence is dependent upon ourselves. I believe that with simple industry and careful exactness in the utilization of our energies, we never had a fairer chance nor a brighter prospect than the present. We have made a step, but perseverance is the great agent of success; and if we but go on zealously, I believe in my conscience that in a short period we shall arrive at a position of equal comfort, of equal happiness, and of equal independence, with that of any other people."

All nations have been made what they are by the thinking and the working of many generations of men. Patient and persevering labourers in all ranks and conditions of life, cultivators of the soil and explorers of the mine, inventors and discoverers, manufacturers, mechanics and artisans, poets, philosophers, and politicians, all have contributed towards the grand result, one generation building upon another's labours, and carrying them forward to still higher stages. This constant succession of noble workers—the artisans of civilization—has served to create order out of chaos in industry, science, and art; and the living race has thus, in the course of nature, become the inheritor of the rich estate provided by the skill and industry of our forefathers, which is placed in our hands to cultivate, and to hand down, not only unimpaired but improved, to our successors.

样珍惜我们在对外交往中所取得的优势,我一直深切地认为我们的工业独立应该靠我们自己。我们自己。我们完要先我们的勤奋和团结一致,我们现在有着最好的机会和最光明的前景。我们已经迈出了一步,但取得成功最重要的是要有毅力。但取得成功最重要的是要有毅相信我们能奋斗不息,那么我相信我们在很短的时间内就会和其他国家的人一样舒适、幸福并且独立。"

The spirit of self-help, as exhibited in the energetic action of individuals, has in all times been a marked feature in the English character, and furnishes the true measure of our power as a nation. Rising above the heads of the mass, there were always to be found a series of individuals distinguished beyond others, who commanded the public homage. But our progress has also been owing to multitudes of smaller and less known men. Though only the generals' names may be remembered in the history of any great campaign, it has been in a great measure through the individual valour and heroism of the privates that victories have been won. And life, too, is "a soldiers' battle,"-men in the ranks having in all times been amongst the greatest of workers. Many are the lives of men unwritten, which have nevertheless as powerfully influenced civilization and progress as the more fortunate Great whose names are recorded in biography. Even the humblest person, who sets before his fellows an example of industry, sobriety, and upright honesty of purpose in life, has a present as well as a future influence upon the well-being of his country; for his life and character pass unconsciously into the lives of others, and propagate good example for all time to come.

Daily experience shows that it is energetic individualism which produces the most powerful effects upon the life and action of others, and really constitutes the best practical education. Schools, academies, and colleges, give but the merest beginnings of culture in comparison with it. Far more influential is the life- education daily given in our homes, in the streets, behind counters, in workshops, at

自助的精神永远是英国人民 性格中最明显的标志,并且在许多 生机勃勃的个人活动中得到了体 现,也是真正衡量我们民族力量的 标准。芸芸众生当中,总有一些人 出类拔萃并且赢得了别人的尊重。 但是我们的进步还要依靠众多的 小人物以及名不见经传的人。在 战争史上,任何伟大的战役过后人 们只会记住将军的名字,但普通士 兵的英勇无畏也是赢得胜利的关 键所在。生活本身也是一场"士兵 式的战斗",在所有时代,这里所说 的"士兵"都是指各个阶层中最伟 大的劳动者。许多人是默默无闻 的,他们对文明和进步的影响力当 然不如名垂史册的伟人们那样大。 但即使是地位最卑微的人,只要他 勤奋,自制力强,并且正直诚实地 去牛活,并且有明确的目标,那么 他在现在和将来都会对国家的富 强发挥作用。因为他的生活和性 情会不经意地影响其他人,并在所 有时代都将成为楷模。

日常生活的经验告诉我们,充满生机的个性会别人的对生活和行动产生最有力的影响并且是极好的实际教育。和它相比,学校、大学以及学院所能给予人的响力是基本的文化启蒙。更有影响力的人生教育是我们在家里、有间里、织力点、账房里以及在人群大量出没

the loom and the plough, in counting-houses and manufactories, and in the busy haunts of men. This is that finishing instruction as members of society, which Schiller designated "the education of the human race," consisting in action, conduct, self-culture, self-control, -all that tends to discipline a man truly, and fit him for the proper performance of the duties and business of life, -a kind of education not to be learnt from books, or acquired by any amount of mere literary training. With his usual weight of words Bacon observes. that "Studies teach not their own use; but that is a wisdom without them, and above them, won by observation"; a remark that holds true of actual life, as well as of the cultivation of the intellect itself. For all experience serves to illustrate and enforce the lesson, that a man perfects himself by work more than by reading, -that it is life rather than literature, action rather than study, and character rather than biography, which tend perpetually to renovate mankind.

Biographies of great, but especially of good men, are nevertheless most instructive and useful, as helps, guides, and incentives to others. Some of the best are almost equivalent to gospels—teaching high living, high thinking, and energetic action for their own and the world's good. The valuable examples which they furnish of the power of self-help, of patient purpose, resolute working, and steadfast integrity, issuing in the formation of truly noble and manly character, exhibit, in language not to be misunderstood, what it is in the power of each to accomplish for himself; and eloquently illustrate the efficacy of self-respect and self-reliance in enabling men of even the

的地方。这是使人成为社会一员 所进行的完善自己的教育,正如席 勒所说的"人性的教育",这种教育 体现在人们的行动中,日常行为中 以及自律和自治当中,所有的这一 切都是要把人塑造成一个真正意 义上的人,使其能更好地履行人生 的义务和职责。这种教育无法从 书本上得到,也不是仅靠学业上的 训练就能解决问题的。培根的话 很有分量:"学问并不能教人怎样 使用它,它是一种学问以外的智 慧,是要通过观察获得的。"这句话 道出了生活的真谛,也讲出了培养 智慧的最有效的办法。所有的经 验都强调和诠释了以上论点;人更 多地是通过工作而不是阅读来完 善自我的,也就是说:靠行动而不 是靠学习,靠生活而不是靠文字材 料,靠性格而不是靠人物传记,而 人物传记永远都是试图使人类得 到改善的。