



**Jin Wen University**  
**AFLD English Division**

應用外語系: 英文組



Training 訓練



## The Road to Business Success

It is well that young men should begin at the beginning and occupy the most junior positions. Many leading businessmen have been given a serious responsibility at the very start of their career. They were introduced to the broom, and spent the first hours of their business lines sweeping out the office.

If by chance the professional sweeper is absent any morning, the boy who has the potential of the future manager in him will not hesitate to try his hand at the broom. I was one of those sweepers myself.

And here is the key to success, the great secret: concentrate your energy, thought, and capital exclusively upon the business in which you are engaged. Those who fail are those which have scattered their capital, which means that they have scattered their brains also. "Don't put all your eggs in one basket." is all wrong. I tell you to "put all your eggs in one basket, and then watch that basket."

To summarize what I have said: aim for the highest; make the company's interest yours; concentrate; put all your eggs in one basket, and watch that basket. Lastly, be not impatient, for as Emerson says, "no one can cheat you out of ultimate success but yourselves."

- Source: Andrew Carnegie, 1835-1919. (208 words)