



How to Be True to Yourself

Denis Waitley

An Introduction to the Author

Denis Waitley



one of the most sought-after
keynote speakers and productivity
consultants in the world today.

Warming-ups

"Don't Do This!"

Quiz on Academic
Integrity



Question 1:

- You realize that another student is looking at your test paper. You don't know the second student, but you don't make any effort to cover your paper. We know the other student is cheating but are you guilty of academic dishonesty?**
-



Question 2:

- The final exam in your class is a take-home test. The professor's instructions state that you may only consult the following resources: library books, class notes, texts, and the professor or TA. You and your roommate discussed one of the questions, but you wrote your own answer. Is this a problem?**
-



Question 3:

- You spent hours writing an excellent research paper for your English class in the fall. You have to do a research paper on any topic for your sociology class this semester. Is it wise to turn in the same paper?**
-



Question 4:

- It is late at night and your paper is due at 9:00 a.m. the next day. You used a lot of material from a couple of books, but you didn't quote anything and, therefore, you didn't include any footnotes. Is this plagiarism or just sloppy work?**
-

Question 5:

- You have had a tough semester and are having trouble focusing on a term paper you must write. You have acquired "research material", a paper from the World Wide Web on your topic, that will get you started with information and organization. With all the other pressures, it seems tempting to make a few minor changes and turn the paper in. Should you?**
-

What is *integrity*?

- Integrity means you are upright, honest, and sincere in all you do, and in all things you act justly and honorably. You put honesty, sense of duty, and sound moral principles above all else. A person with integrity doesn't just "talk the talk," she or he also "walks the walk."

"We are what we repeatedly do. Excellence, then, is not an act, but a habit."
Aristotle





Types of Writing

- Description
 - Narration
 - Exposition
 - Argumentation
-



Exposition

- a type of oral or written discourse that is used to explain, describe, give information or inform;
 - takes an **objective** point of view--- informs or explains without expressing or advocating the writer's own opinion;
 - judged by its usefulness and accuracy; thus it aims to be **clear** more than to be artificially interesting.
-

Clarity

- ❑ Limit his subject or the scope of discussion.
 - ❑ Present his facts and views in proper order.
 - ❑ Prepare enough material (details or examples) to help his explanation.
 - ❑ Pay attention to the accuracy and clarity of words and sentences.
 - ❑ Make his exposition, if possible, interesting or moving.
-

Paragraph Development

英文段落展开的方法比较简单，主要有两种：

- ❑ 演绎法（deductive method）指的是由观点到例子及论据，所以主题句在该段话的第一句，但有时，第一句是个过渡性或描述性的句子，主题句有可能放在放在该段话的第二句，总之，主题句在第一句或第二句，都是 deductive method。70%左右的段落使用 deductive method 写的，而且其中绝大部分主题句在第一句。
 - ❑ 归纳法(Inductive method) 是指由例子及论据到观点，所以主题句在该段的最后一句。
-



Structural analysis

□ Introduction (Paras.1 - 2)

These two paragraphs form the beginning of this essay. With a contrast of integrity, the author pointed out the reasons why he wrote this essay.

- the present scarcity
 - the real importance
-



integrity n.

1) strength and firmness of character or principle; honesty or trustworthiness 正直, 诚实

□ *He is a man of integrity; he won't break his promise.*

2) completeness; a state of being whole and undivided 完整, 完善, 完全

□ *The ancient building is still there, but not in its integrity.*



sell out

- 1) sell all of what was for sale 卖完，出售货物
 - *The new products were sold out in a few days.*
 - *She had decided to sell out (her share of the company) and retire.*

 - 2) be disloyal or unfaithful to one's principle or friends 出卖，背叛
 - *She's sold out and left the party.*
 - *The officer was charged with selling out to his enemy.*
-



the bottom line

- 1) the amount of money shown as profit or loss at the bottom of a set of accounts 帐本末行
 - ❑ *Business today is only interested in the bottom line.*
 - 2) outcome; the most important result in the end 结果
 - ❑ *If we don't get more customers the next three months, the bottom line is that we'll go out of business.*
 - ❑ *What's the bottom line?*
-



the bottom line

- 3) The lowest amount of money that you are willing to pay or take for something 底价
- *“What’s your bottom line for selling the car?”*
 - *“I can go down to \$450.”*
- 4) The basic content, meaning or situation; deciding or crucial factor 概要，情况；决定性因素
- *In business, If you don't take care of your customers, somebody else will. And that is the bottom line.*
-



Structural analysis

Body

Para 3: the Integrity Triad:

Paras 4-8: *Stand for your convictions;*

Paras 9-11: *Give others rightful credit;*

Paras 12-14: *Be true & honest about yourself.*



stand for

- 1) be a sign or short form of; represent; mean
代表, 代替, 象征, 意味着
 - ❑ *WTO stands for World Trade Organization.*
 - 2) support; have as a set of aims or principles
支持, 主张
 - ❑ *I want to know what she stands for before I'll vote for her.*
 - 3) (in questions and negatives) allow to continue;
accept without complaining 容忍, 允许
 - ❑ *We will not stand for this sort of behaviour.*
-



account for

- to say where all the members of a group of people or things are, especially because you are worried that some of them may be lost
 - *Is everyone accounted for?*
-



account for

1) give or be a satisfactory explanation for 说明（原因等）

□ *How do you account for all the accidents in series?*

□ *There is no accounting for taste.*

2) be the cause or origin of 是...的原因

□ *His illness accounts for his absence.*



object

1) vi. be against sth. or sb.; feel or show opposition or disapproval 反对, 抗议

❑ I object to the proposal.

❑ I strongly object to being treated like a child.

2) vt. give as an argument against sth. 提出...作为反对的理由 (或根据)

❑ He objected that I was not careful enough.

Cf. object n.



back down

accept defeat in an argument, opinion, or claim; admit that one was wrong; to give up one's original stand, etc. 放弃要求, 让步, 声明取消前言

- *That small country will not back down to pressure.*
 - *He proved he was right and his critics had to back down.*
-

Russian Nesting Doll



appoint vt.

1) choose for a position or job 任命, 委任

□ *He was appointed chairperson of the committee.*

□ *He was appointed to the vacant post.*

2) (*formal*) arrange or decide (esp. a time or place when something will happen) 约定, 指定

□ *The time appointed for the meeting was 2 p.m.*

□ *They appoint a place to exchange experience.*

challenge

n. v.

- 1) (sth. with) the quality of demanding competitive action, interest, or thought 挑战
 - *I like the speed and challenge of racing.*
 - *Reducing the gap between rich and poor is one of the main challenges facing the government.*
 - 2) a questioning of the rightness, legality, etc. of something 异议, 质问, 怀疑
 - *This new report represents a challenge to the accepted version of those events.*
-



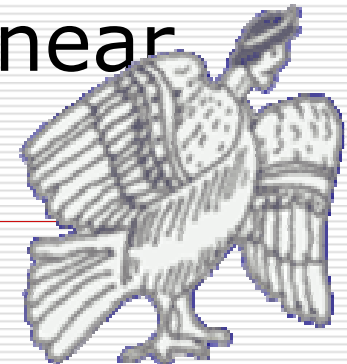
Structural analysis

□ **Conclusion** (Para.15)

The author further explains what integrity means and points out what benefit and prospect a life of principle will bring you.

Siren, in Greek mythology

- In Greek mythology, one of three sea nymphs, usually represented with the head of a woman and the body of a bird. Daughters of Phorcus or of Achelous, the Sirens inhabited an island surrounded by dangerous rocks. They sang so enchantingly that all who heard were drawn near and shipwrecked.





Odysseus managed to save himself and his men from the Sirens by putting melted wax in his crew's ears and tying himself to the mast, making the crew swear they would not release him however desperately he begged.



succumb to

1) to stop opposing; to give in (to greater force or strength, a desire, etc.) 屈从，屈服

The government has succumbed to pressure from the press.

He succumbed to the temptation and stole the purse.

2) die because of 死（于）

He finally succumbed to cancer.



Denis Waitley Quotations

□ **Responsibility:**

A sign of wisdom and maturity is when you come to terms with the realization that your decisions cause your rewards and consequences. You are responsible for your life, and your ultimate success depends on the choices you make.

□ **Friendship:**

A smile is the light in your window that tells others that there is a caring, sharing person inside.



Denis Waitley Quotations

□ **Problem Solving:**

Don't dwell on what went wrong. Instead, focus on what to do next. Spend your energies on moving forward toward finding the answer.

□ **Victory:**

Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end. Failure is something we can avoid only by saying nothing, doing nothing, and being nothing.

Denis Waitley Quotations

□ **Overcoming Failure:**

When you make a mistake or get ridiculed or rejected, look at mistakes as learning experiences, and ridicule as ignorance. Look at rejection as part of one performance, not as a turn down of the performer.

□ **Life:**

View life as a continuous learning experience.



Key to Exercises



Translation exercises I

- 1) That psychiatrist, who had talked about his patients, was charged with violating professional ethics.
 - 2) Hanging on the walls of the classroom are some famous sayings, which inspire and urge people to exert themselves.
 - 3) All kinds of commodities are available (to you). Nothing is in short supply.
-



Translation exercises II

- 4) We all trust the president of the board of directors, who is a man of absolute integrity.
 - 5) Before we vote for him we want to know what he stands for.
 - 6) The defendant couldn't account for the fact that the money was found in his house.
 - 7) When I saw that he was right, I had to back down.
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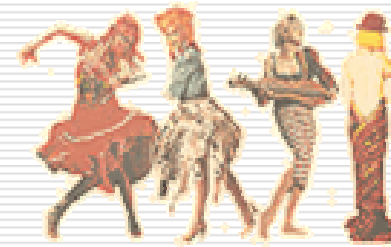


Translation exercises III

- 8) She has been appointed sales director, for she is both clever and diligent.
 - 9) One of the biggest challenges faced by the present government is that of creating new industries and new jobs.
 - 10) The enemy succumbed soon after our soldier stormed its stronghold.
-

True Colors

You with the sad eyes
Don't be discouraged
Oh I realize
It's hard to take courage
In a world full of people
You can lose sight of it all
And the darkness inside you
Can make you feel so small





True Colors

But I see your true colors
Shining through
I see your true colors
And that's why I love you
So don't be afraid to let them show
Your true colors
True colors are beautiful
Ooh, like a rainbow



True Colors

Show me a smile then
Don't be unhappy, can't remember
When I last saw you laughing
If this world makes you crazy
And you've taken all you can bear
Just call me up
Because you know I'll be there



True Colors

And I'll see your true colors
Shining through
I see your true colors
And that's why I love you
So don't be afraid to let them show
Your true colors
True colors are beautiful
Ooh, Like a rainbow



True Colors

So sad eyes
Take courage
Oh I realize
If this world makes you crazy
And you've taken all you can bear
Just call me up
Because you know I'll be there



True Colors

And I'll see your true colors
Shining through
I see your true colors
And that's why I love you
So don't be afraid to let them show
Just show your true colors
True colors
True colors
Shining through



True Colors

I see your true colors
And that's why I love you
So don't be afraid to let them show
True colors
True colors
True colors are beautiful
Beautiful like a rainbow
Yeah....
