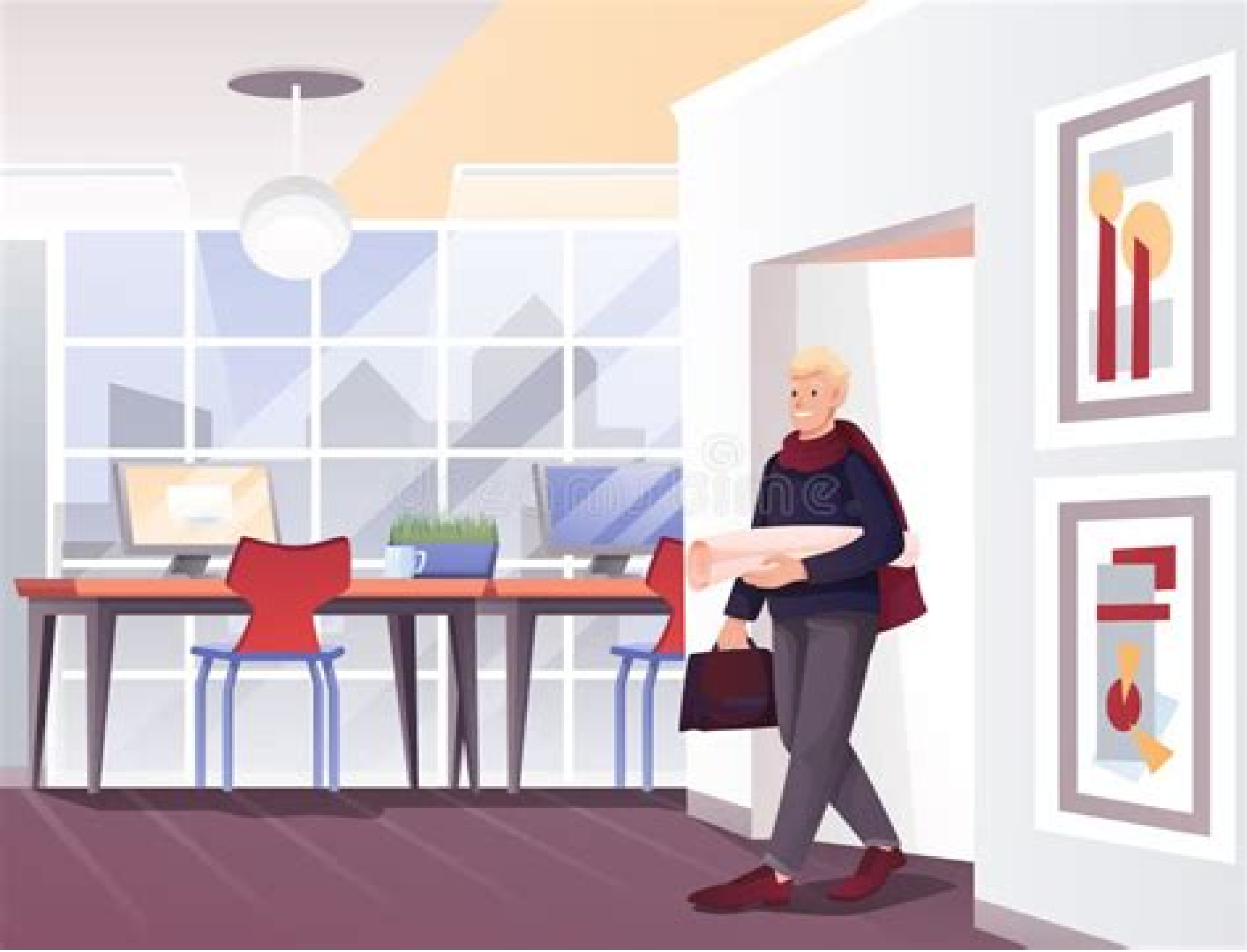




The Young Man Entering Business

Orison Swett Marden



The Young Man Entering Business:

The Young Man Entering Business Orison Swett Marden, 2007-03-01 Why do young men and women fail to do well in the business world Self help pioneer Orison Swett Marden had the answers in this 1903 book The preeminent motivational expert of the early 20th century and a forerunner of Dale Carnegie and Norman Vincent Peale Stephen R Covey and Anthony Robbins Marden explains why we shouldn't let our parents choose our careers the importance of dedicating our efforts to our chosen vocation how manners constitute business capital how to cultivate self confidence why you must save save save money and much more American writer and editor ORISON SWETT MARDEN 1850 1924 was born in New England and studied at Boston University and Andover Theological Seminary In 1897 he founded Success Magazine *The Young Man Entering Business* Orison Swett Marden, 2013-09 This historic book may have numerous typos and missing text Purchasers can usually download a free scanned copy of the original book without typos from the publisher Not indexed Not illustrated 1907 edition Excerpt PREFACE YOUNG man entering a business career faces innumerable problems It is the time in his life when he most needs the counsel of wise and experienced heads Not only must he study himself and his capabilities seek his proper line of work and make a choice life long in its effect but he must also study the mistakes of his predecessors and competitors To the inexperienced youth this is so complex a task that too often he avoids it and strikes out with his own untried and ill formed plans only to meet with disaster Thousands of young men fail to get on in business and never know the cause simply because no one ever tells them They cannot see that their business is declining because of lack of system promptness or of attention to details They have become so blinded by familiarity with their store factory or office that they cannot see the gradual decline in energy v the lowering of standards the dry rot which is causing a general deterioration in themselves and in everything about them Some of these people fail from lack of tact others are too sensitive Some lose their money and credit because they cannot say No to their friends Some talk themselves out of their business by always bewailing their hard luck talking hard times and surrounding themselves with a failure atmosphere Others do not get on because they never learned to work by a program or to do things to a finish One fails because he loves ease and does not like to struggle another because he bends so furiously to his task that his view is narrowed his character warped and he becomes stale or injures his health One fails because he takes everybody's advice and another because he never listens to counsel One is so wrapped in self interest that he

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