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[https://www.100test.com/kao\\_ti2020/453/2021\\_2022\\_\\_E4\\_B8\\_8A\\_E5\\_A4\\_96\\_E7\\_89\\_88\\_E5\\_c83\\_453643.htm](https://www.100test.com/kao_ti2020/453/2021_2022__E4_B8_8A_E5_A4_96_E7_89_88_E5_c83_453643.htm) UNIT 3 TEXT Do you want a better life ? According to the author of the following article , the solution is easy. Simply change the way you look at yourself - and you will change the way you live. Improving your self-image is your key to living a better life. Your Key to a Better Life by Maxwell Maltz The most important psychological of this century is the discovery of the "self-image." Whether we realize it or not , each of us carries about with us a mental blueprint or picture of ourselves. It may be vague and ill-defined to our conscious gaze. In fact , it may not be consciously recognizable at all. But it is there , complete down to the last detail. This self-image is our own conception of the "sort of person I am." It has been built up from our own beliefs about ourselves. But most of these beliefs about ourselves have unconsciously been formed our past experiences , our successes and failures , our humiliations , our triumphs , and the way other people have reacted to us , especially in early childhood. From all these we mentally construct a "self , " ( or a picture of a self ) 。 Once an idea or a belief about ourselves goes into this picture it becomes "true" , as far as we personally are concerned. We do not question its validity , but proceed to act upon it just as if it were true. This self-image becomes a golden key to living a better life because of two important discoveries : 1. All your actions , feelings , behavior even your abilities are always consistent with this

self-image. In short , you will "act like" the sort of person you conceive yourself to be. Not only this , but you literally cannot act otherwise , in spite of all your conscious efforts or will power. The man who conceives himself to be a "failure type person" will find some way to fail , in spite of all his good intentions , or his will power , even if opportunity is literally dumped in his lap. The person who conceives himself to be a victim of injustice , one "who was meant to suffer" will invariably find circumstances to verify his opinions. The self-image is a "premise , " a base , or a foundation upon which your entire personality , your behavior , and even your circumstances are built. Because of this our experiences seem to verify , and thereby strengthen our self-images , and a vicious or a beneficent cycle , as the case may be , is set up. For example , a schoolboy who sees himself as an "F" type student , or one who is "dumb in mathematics , " will invariably find that his report card bears him out. He then has "proof". A young girl who has an image of herself as the sort of person nobody likes , will find indeed that she is avoided at the school dance. She literally invites rejection. Her woebegone expression , her hang-dog manner , her over-anxiousness to please , or perhaps her unconscious hostility towards those she anticipates will affront her - all act to drive away those whom she would attract. In the same manner , a salesman or a businessman will also find that his actual experiences tend to "prove" his self-image is correct. Because of this objective "proof" it very seldom occurs to a person that his trouble lies in his self-image or his own evaluation of himself. Tell the schoolboy that he only "thinks"

he cannot master algebra , and he will doubt your sanity. He has tried and tried , and still his report card tells the story. Tell the salesman that it is only an idea that he cannot earn more than a certain figure , and he can prove you wrong by his order book. He knows only too well how hard he has tried and failed. Yet , as we shall see later , almost miraculous changes have occurred both in grades of students , and in the earning capacity of salesmen - when they were prevailed upon to change their self-images. 100Test 下载频道开通 , 各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)