

We can all learn a lesson from Harry. The "I'm doing my job and that's enough" attitude is small, negative thinking. Big thinkers see themselves as members of a team effort, as winning or losing with the team, not by themselves. They help in every way they can, even when there is no direct and immediate compensation or other reward. The fellow who shrugs off a problem outside his own department with the comment "Well, that's no concern of mine, let them worry with it" hasn't got the attitude it takes for top leadership.

Practice this. Practice being a big thinker. See the company's interest as identical with your own. Probably only a very few persons working in large companies have a sincere, unselfish interest in their company. But after all, only a relatively few persons qualify as big thinkers. And these few are the ones eventually rewarded with the most responsible, best-paying jobs.

Many, many potentially powerful people let petty, small, insignificant things block their way to achievement. Let's look at four examples.

1. WHAT DOES IT TAKE TO MAKE A GOOD SPEECH?

Just about everyone wishes he had the "ability" to do a first-class job of speaking in public. But most people don't get their wish. Most folks are lousy public speakers.

Why? The reason is simple: most people concentrate on the small, trivial things of speaking at the expense of the big, important things. In preparing to give a talk, most people give themselves a host of mental instructions, like "I've got to remember to stand straight," "Don't move around and don't use your hands," "Don't let the audience see you use your notes," "Remember,