

# 正向思考態度

## 5. 想象力 (Imagination)

#### 创造力解剖学

希尔定义想象力为「人类的终极资本」,并在书中警告:「缺乏想象力的

人,只能贩卖时间换取工资。<sub>1</sub>他将想象力分为两类,对应不同致富路径:

#### 1. 合成想象力:

- 操作机制:水平思考,重组现有元素。
- 案例:百货公司之父沃纳梅克(Wanamaker)将「邮购目录」与「实体店面」结合,首创「不满意可退货」制度。

#### 2. 创造性想象力:

- 操作机制:垂直思考,接收「宇宙智慧库」的灵感。
- 触发条件:强烈欲望 + 潜意识沉淀 + 完全放松状态。
- 案例:古腾堡在葡萄榨汁机启发下,发明活字印刷机。





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### 希尔实践步骤

### 想象力健身房:

### 每日训练1:合成力练习

- 1. 随机选取三件物品(如铅笔、鞋带、手机),强制联想新用途。
- 2. 例:铅笔 + 鞋带 = 野外求生工具(钻木取火时固定木棒)。

## 每日训练2:创造力冥想

- 1. 睡前闭眼深呼吸 10 次,专注思考一个难题。
- 2. 将问题「交给潜意识」,默念:「明早我将获得解答。」
- 3. 床边备妥纸笔,记录梦中或醒来瞬间的灵感。

#### 实战应用:

- 发明家公式:
  - 1. 写下市场需求(如「更快的交通工具」)。





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- 2. 列出已知技术(蒸汽引擎、轮轴设计)。
- 3. 强制组合出 10 种原型 (即使荒谬), 再筛选可行性。

#### 关键案例解析

案例一: 金·坎普·吉列

吉列在刮胡刀改良陷入瓶颈时,受 玉米田「单排收割」启发,将传统直 刀改为「可替换式薄刀片」,创造一 次性刀片市场。 案例二:查尔斯·凯特林

(汽车自动启动器发明者)

希尔记载,凯特林在目睹妻子摇曲 柄发动汽车受伤后,想象「用电动马 达取代人力」,最终发明自动启动 器,拯救无数手臂骨折风险。





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## 5. Imagination

### Anatomy of Creativity

Hill defines imagination as "the ultimate human capital" and warns in his book that "those who lack imagination can only sell their time for wages." He divides imagination into two categories, corresponding to different paths to riches:

#### 1. Synthetic Imagination:

- **Mechanism of operation**: Thinking horizontally, reorganizing existing elements.
- Case study: Wanamaker, the father of department stores, combined "mail-order catalogs" with "physical stores" to create a "returnable if not satisfied" system.

#### 2. Creative Imagination:

- **Mechanism**: Think vertically and receive inspiration from the





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### "Cosmic Wisdom Library".

- Trigger conditions: strong desire for subconscious precipitation and a state of complete relaxation.
- Case study: Gutenberg invented the movable type printing press, inspired by the grape juicer.

## Hill Practice Steps

"Imagination Gym":

#### Daily Workout 1: Synthetic Strength Exercises

- 1. Randomly select three items (e.g., pencils, shoelaces, mobile phones) and force them to associate new uses.
- 2. Example: Pencil Shoelace = Survival tool (fixing a wooden stick when drilling wood for fire).

## Daily Training 2: Creativity Meditation

1. Close your eyes and take 10 deep breaths before going to bed and





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focus on a difficult problem.

- 2. Give the question to the subconscious mind and say silently, "Tomorrow morning I will be answered."
- 3. Keep pen and paper next to your bed to record your inspirations in your dreams or when you wake up.

## Practical application:

- Inventor Formula:
- 1. Write down market needs (e.g. "faster transportation").
- 2. List known technologies (steam engine, axle design).
- 3. Force a combination of 10 prototypes *(even if ridiculous)* and then filter for feasibility.





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### Key case analysis

### Case 1: Kim Camp Gillette

When Gillette was bottlenecked in razor improvement, inspired by the "single row harvesting" of corn fields, it changed the traditional straight knife to a "replaceable thin blade" to create a disposable blade market.

### Case 2: Charles Caitling

(Inventor of automatic starter for automobiles)

Hill records that Caitlin, after witnessing his wife crank start a car injury, imagined "replacing human labor with an electric motor" and eventually invented an automatic starter to save countless people from the risk of broken arms.

