

**ADDRESS BY THE DEPUTY PRIME MINISTER  
AT A DINNER IN KUALA LUMPUR GIVEN BY  
THE INSTITUTE OF SUCCESSFUL LEADERSHIP  
ON 8TH JUNE, 1960**

Mr President, Ladies and Gentlemen,

As I entered this room I felt the atmosphere electric with the discharges of high tension ambitions and the thought waves of success. One need not be psychic to sense those thought waves engulfing one's entire being. Before I came amongst you I did not realise that by practising the art of winning friends and influencing people you could create such an exhilarating atmosphere.

As I see it you are all imbued with the intense desire to achieve your ambitions. This is a commendable spirit. The road to personal success is often beset with many obstacles and it needs all your training, determination, knack of dealing with people, and a clearly defined objective for you to reach your goal. Personal success also depends on your alertness to sail with the tide that leads you on to fortune. In other words, luck does play a part in every man's life, but to depend on luck alone is the negation of the very spirit of endeavour taught by the Dale Carnegie Course. Some cynics have said unkindly that Dale Carnegie's book, "How to Win Friends and Influence People" is nothing more than the art rubbing people at the right time and in the right way to get what you want from them. Whatever its critics may say, as I look around me, I feel that there must be a sound ingredient in his philosophy of self-help by mastering the art of public speaking. You all appear to me to be walking testimonials of the efficacy of the principles of personal success taught by him.

Self-help and initiative are ingredients that are needed today in the building of a better Malaya. You are graduates of the Institute of Successful Leadership, and I presume you aim to be leaders in your respective fields of business and in your respective professions. Malaya needs potential leaders like you. I hope you will not confine your leadership only to your particular spheres

but that you will offer your services to the country by training others to lead and to initiate new enterprises for the public benefits.

The ability to speak in public is not enough. The criterion is to speak purposefully. A man may speak a million words and yet he may not succeed in putting his ideas across to his listeners. Another may speak a few hundred words and he may set men's mind on fire with his ideas and spur them on to worthwhile endeavour.

Many people in this country are still living in a sort of Never-Never-Land mentally and are content to let others do the bulk of the nation's work and the thinking for them. These are the people who should be roused to purposeful endeavour and, when everyone does his quota of work in the national interest, the country will achieve progress, prosperity and unity. Whatever picture Malaya presents to the world, it is the reflection of the character and efforts of her people as a whole.

Ladies and gentlemen, I wish to propose a toast to you as the future leaders of our country.