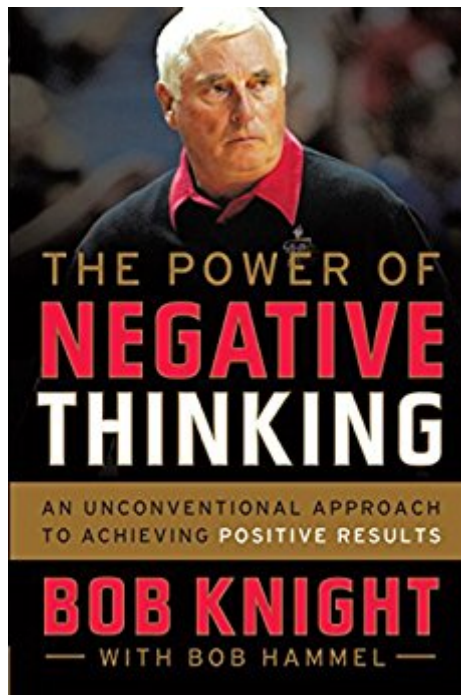


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The Power Of Negative Thinking: An Unconventional Approach To Achieving Positive Results



Synopsis

Norman Vincent Peale's™ The Power of Positive Thinking, a classic bestseller, has inspired an optimistic perspective for millions of Americans. Now, in an inspirational and entertaining rebuttal, the legendary basketball coach Bob Knight explains why "negative thinking" will actually produce more positive results, in sports and in daily life. Coach Knight, the second-winningest coach in NCAA history with 902 victories, explains that victory is often attained by the team that makes the fewest mistakes. His coaching philosophy was to instill discipline by "preparing to win" rather than hoping to win. That meant understanding the downside and drilling his teams to prevent the things that could go wrong. And when his teams did win, he made sure they didn't dwell on their success, but rather looked immediately to the challenges of the next game. He applies this lesson to business strategy as well. Coach Knight has long been inspired by his grandmother's words, "If wishes were horses, beggars would ride." As the first person to teach Knight about the power of negative thinking, this book is dedicated to her pragmatic spirit.

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Customer Reviews

I have never been a basketball fan, so I went into reading *The Power of Negative Thinking* wondering if I would "get it." I knew who Bob Knight was (even as a non-basketball fan, how could you not?), but had no idea what to expect. I'm happy to report one need not be a basketball fan to thoroughly enjoy this lively, accessible, conversational-style look at the power of overcoming positivity with negative thinking. There has been a backlash over the cult of positive thinking over the last few years, and with good reasons. Barbara Ehrenreich's *Bright-Sided: How Positive Thinking Is Undermining America* is one of the first books I read on the subject. And over the years, a great deal of research has come out warning about the dangers of unfettered optimism. But usually, optimists dismiss discussion of negative thinking as being depressing, pessimistic, or just giving up. Knight starts his book with a very simple premise that overcomes this objection. Negative thinking is not about giving up or being a pessimist. Instead, it is about NEGATING everything that can get in the way of victory. Winning isn't about who wants it more. Winning is about who is most prepared. And being prepared is about honestly assessing strength, weaknesses, and developing a plan that negates mistakes and anything else that can get in the way. Or, as he sums it up: "Having the will to win is not enough. Everyone has that. What matters is having the will to prepare to win." Another point Knight makes is to not push people to do what they can't do, but push them to do what they can.

Bob Knight is a realist- Sure, Positive Thinking helps boost the ego and propel the person forward in their quest for -- winning, perfection, achievement -- but the reality is that unless you know where you CAN fail, and unless you know WHAT IT IS that you are doing or could end up doing that is going to send all your desired positive results crashing down on your head -- then you are not fully engaged in the reality of the project you are undertaking - OTHERS depend on you -- be they a team member, a soldier, an expedition member, a student. The list can go on and on. Bob Knight states that the concept of Positive Thinking is not to be totally debunked, but the hard reality is that you ARE going to fail somewhere along the line and unless you and your teammates realize what their individual and group weak points are (on the playing field, the basketball court, in battle or in any other type of situation where people depend on others to achieve the expected results and sometimes save their lives), they will be performing at LESS than capacity. And why should they perform at less than capacity? Discipline is the buzzword here. STRICT discipline and the will to learn. "Fun" is not stressed -- "Fun" playing basketball? Maybe in a pickup game, but not at practice or in a tournament. Pain and sweat, focus, concentration, communication, diligence is what is constantly needed to keep the GOAL in view. Discipline is needed as a focal point, as the strength

to correct weaknesses, as a personal quest to be the best you can be. My own mother stressed discipline and the ability to either learn from your mistakes or know what pitfalls lie ahead and avoid them. Mom Sylvia even woke up to the sound of "Reveille" on her alarm clock.

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