

# Thomas J. Watson

## Quotes

*Business, Motivational, Failure, Success, Mistake, Leadership, Life, Men, Fear, Inspirational, Teacher, Bridges, Hard Work, Succeed, Inspiration, Thinking, Lying, News, Design Process, Tears*

You can be discouraged by failure, or you can learn from it. So go ahead and make mistakes, make all you can. Because, remember that's where you'll find success - on the far side of failure.

~Thomas J. Watson

Follow the path of the unsafe, independent thinker. Expose your ideas to the danger of controversy. Speak your mind and fear less the label of "crackpot" than the stigma of conformity.

~Thomas J. Watson

If you want to succeed, double your failure rate.

~Thomas J. Watson

Once an organization loses its spirit of pioneering and rests on its early work, its progress stops.

~Thomas J. Watson

Really big people are, above everything else, courteous, considerate and generous - not just to some people in some circumstances - but to everyone all the time.

~Thomas J. Watson

Wisdom is the power to put our time and our knowledge to the proper use.

~Thomas J. Watson

Nothing so conclusively proves a man's ability to lead others as what he does from day to day to lead himself.

~Thomas J. Watson

Success is on the far side of failure.

~Thomas J. Watson

Whenever an individual or a business decides that success has been

attained, progress stops.

~Thomas J. Watson

When asked how to achieve success more rapidly, came the quick reply, 'Double your failure rate'.

~Thomas J. Watson

Every time we've moved ahead in IBM, it was because someone was willing to take a chance, put his head on the block, and try something new.

~Thomas J. Watson

Design must reflect the practical and aesthetic in business but above all... good design must primarily serve people.

~Thomas J. Watson

The toughest thing about the power of trust is that it's very difficult to build and very easy to destroy. The essence of trust building is to emphasize the similarities between you and the customer.

~Thomas J. Watson

Failure is a teacher; a harsh one, but the best.

~Thomas J. Watson

Do you want to succeed? Then, double you rate of failure. Success lies on the far side of failure.

~Thomas J. Watson

The great accomplishments of man have resulted from the transmission of ideas and enthusiasm.

~Thomas J. Watson

A manager is an assistant to his men.

~Thomas J. Watson

Loyalty saves the wear and tear of making daily decisions as to what is best to do.

~Thomas J. Watson

You don't hear things that are bad about your company unless you ask. It is easy to hear good tidings, but you have to scratch to get the bad news.

~Thomas J. Watson

The way to succeed is to double your error rate.

~Thomas J. Watson

It was courage, faith, endurance and a dogged determination to surmount all obstacles that built this bridge.

~Thomas J. Watson

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