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Chinese-English

# 战国策

Records on the Warring States Period

I



翟江月 英译、今译

*Translated into English and Modern Chinese  
by Zhai Jianguye*

广西师范大学出版社

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## 总 序

杨牧之

《大中华文库》终于出版了。我们为为之高兴，为之鼓舞，但也倍感压力。

当此之际，我们愿将郁积在我们心底的话，向读者倾诉。

中华民族有着悠久的历史 and 灿烂的文化，系统、准确地将中华民族的文化经典翻译成外文，编辑出版，介绍给全世界，是几代中国人的愿望。早在几十年前，西方一位学者翻译《红楼梦》，将书名译成《一个红楼上的梦》，将林黛玉译为“黑色的玉”。我们一方面对国外学者将中国的名著介绍到世界上去表示由衷的感谢，一方面为祖国的名著还不被完全认识，甚至受到曲解，而感到深深的遗憾。还有西方学者翻译《金瓶梅》，专门摘选其中自然主义描述最为突出的篇章加以译介。一时间，西方学者好像发现了奇迹，掀起了《金瓶梅》热，说中国是“性开放的源头”，公开地在报刊上鼓吹中国要“发扬开放之传统”。还有许多资深、友善的汉学家译介中国古代的哲学著作，在把中华民族文化介绍给全世界的工作方面作出了重大贡献，但或囿于理解有误，或缘于对中国文字认识的局限，质量上乘的并不多，常常是隔靴搔痒，说不到点子上。大哲学家黑格尔曾经说过：中国有



最完备的国史。但他认为中国古代没有真正意义上的哲学，还处在哲学史前状态。这么了不起的哲学家竟然作出这样大失水准的评论，何其不幸。正如任何哲学家都要受时间、地点、条件的制约一样，黑格尔也离不开这一规律。当时他也只能从上述水平的汉学家译过去的文字去分析、理解，所以，黑格尔先生对中国古代社会的认识水平是什么状态，也就不难想象了。

中国离不开世界，世界也缺少不了中国。中国文化摄取外域的新成分，丰富了自己，又以自己的新成就输送给别人，贡献于世界。从公元5世纪开始到公元15世纪，大约有一千年，中国走在世界的前列。在这一千多年的时间里，她的光辉照耀全世界。人类要前进，怎么能不全面认识中国，怎么能不认真研究中国的历史呢？

一

中华民族是伟大的，曾经辉煌过，蓝天、白云、阳光灿烂，和平而兴旺；也有过黑暗的、想起来就让人战栗的日子，但中华民族从来是充满理想，不断追求，不断学习，渴望和平与友谊的。

中国古代伟大的思想家孔子曾经说过：“三人行，必有我师焉。择其善者而从之，其不善者而改之。”孔子的话就是要人们向别人学习。这段话正是概括了整个中华民族与人交往的原则。人与人之间交往如此，在与周边的国家交往中也是如此。

秦始皇第一个统一了中国，可惜在位只有十几年，来不及做更多的事情。汉朝继秦而继续强大，便开始走出去，了



解自己周边的世界。公元前138年，汉武帝派张骞出使西域。他带着一万头牛羊，总值一万万钱的金帛货物，作为礼物，开始西行，最远到过“安息”（即波斯）。公元前36年，班超又率36人出使西域。36个人按今天的话说，也只有一个排，显然是为了拜访未曾见过的邻居，是去交朋友。到了西域，班超派遣甘英作为使者继续西行，往更远处的大秦国（即罗马）去访问，“乃抵条支而历安息，临西海以望大秦”（《后汉书·西域传》）。“条支”在“安息”以西，即今天的伊拉克、叙利亚一带，“西海”应是今天的地中海。也就是说甘英已经到达地中海边上，与罗马帝国隔海相望，“临大海欲渡”，却被人劝阻而未成行，这在历史上留下了遗憾。可以想见班超、甘英沟通友谊的无比勇气和强烈愿望。接下来是唐代的玄奘，历经千难万险，到“西天”印度取经，带回了南亚国家的古老文化。归国后，他把带回的佛经典籍组织人翻译，到后来很多经典印度失传了，但中国却保存完好，以至于今天，没有玄奘的《大唐西域记》，印度人很难编写印度古代史。明代郑和“七下西洋”，把中华文化传到东南亚一带。鸦片战争以后，一代又一代先进的中国人，为了振兴中华，又前赴后继，向西方国家学习先进的科学思想和文明成果。这中间有我们的领导人朱德、周恩来，邓小平；有许多许多大科学家、文学家、艺术家，如郭沫若、李四光、钱学森、钱星海、徐悲鸿等。他们的追求、奋斗，他们的博大胸怀，兼收并蓄的精神，为人类社会增添了光彩。

中国文化的形成和发展过程，就是一个以众为师，以各国人民为师，不断学习和创造的过程。中华民族曾经向周边国家和民族学习过许多东西，假如没有这些学习，中华民族绝不可能创造出昔日的辉煌。回顾历史，我们怎么能够不对





伟大的古埃及文明、古希腊文明、古印度文明满怀深深的感激？怎么能够不对伟大的欧洲文明、非洲文明、美洲文明、澳洲文明，以及中国周围的亚洲文明充满温情与敬意？

中华民族为人类社会曾作出过独特的贡献。在15世纪以前，中国的科学技术一直处于世界遥遥领先的地位。英国科学家李约瑟说：“中国在公元3世纪到13世纪之间，保持着一个西方所望尘莫及的科学知识水平。”美国耶鲁大学教授、《大国的兴衰》的作者保罗·肯尼迪坦言：“在近代以前时期的所有文明中，没有一个国家的文明比中国更发达，更先进。”

世界各国的有识之士千里迢迢来中国观光、学习。在这个过程中，中国唐朝的长安城渐渐发展成为国际大都市。西方的波斯、东罗马，东亚的高丽、新罗、百济、南天竺、北天竺，频繁前来。外国的王侯、留学生，在长安供职的外国官员，商贾、乐工和舞士，总有几十个国家，几万人之多。日本派出的“遣唐使”更是一批接一批。传为美谈的日本人阿部仲麻吕（晁衡）在长安留学的故事，很能说明外国人与中国的交往。晁衡学成仕于唐朝，前后历时五十余年。晁衡与中国的知识分子结下了深厚的友情。他归国时，传说在海中遇难身亡。大诗人李白作诗哭悼：“日本晁卿辞帝都，征帆一片绕蓬壶。明月不归沉碧海，白云愁色满苍梧。”晁衡遇险是误传，但由此可见中外学者之间在中国长安交往的情谊。

后来，不断有外国人到中国来探寻秘密，所见所闻，常常让他们目瞪口呆。《希腊纪事》（希腊人波桑尼阿著）记载公元2世纪时，希腊人在中国的见闻。书中写道：“赛里斯人用小米和青芦喂一种类似蜘蛛的昆虫，喂到第五年，虫肚子胀裂开，便从里面取出丝来。”从这段对中国古代养蚕技术的



描述，可见当时欧洲人与中国人的差距。公元9世纪中叶，阿拉伯人来到中国。一位阿拉伯作家在他所著的《中国印度见闻录》中记载了曾旅居中国的阿拉伯商人的见闻：

——一天，一个外商去拜见驻守广州的中国官吏。会见时，外商总盯着官吏的胸部，官吏很奇怪，便问：“你好像总盯着我的胸，这是怎么回事？”那位外商回答说：“透过你穿的丝绸衣服，我隐约看到你胸口上长着一个黑痣，这是什么丝绸，我感到十分惊奇。”官吏听后，失声大笑，伸出胳膊，说：“请你数数吧，看我穿了几件衣服。”那高人数过，竟然穿了五件之多，黑痣正是透过这五层丝绸衣服显现出来的。外商惊得目瞪口呆，官吏说：“我穿的丝绸还不算是最好的，总督穿的要更精美。”

——书中关于茶(他们叫干草叶子)的记载，可见阿拉伯国家当时还没有喝茶的习惯。书中记述：“中国国王本人的收入主要靠盐税和泡开水喝的一种干草税。在各个城市里，这种干草叶售价都很高，中国人称这种草叶叫‘茶’，这种干草叶比苜蓿的叶子还多，也略比它香，稍有苦味，用开水冲喝，治百病。”

——他们对中国的医疗条件十分羡慕，书中记载道：“中国人医疗条件很好，穷人可以从国库中得到药费。”还说：“城市里，很多地方立一石碑，高10肘，上面刻有各种疾病和药物，写明某种病用某种药医治。”

——关于当时中国的京城，书中作了生动的描述；中国的京城很大，人口众多，一条宽阔的长街把全城分为两半，大街右边的东区，住着皇帝、宰相、禁军及皇家的总管、奴婢。在这个区域，沿街开凿了小河，流水潺潺；路旁，葱茏的树木井然有序，一幢幢宅邸鳞次栉比。大街左边的西区，



住着庶民和商人。这里有货栈和商店，每当清晨，人们可以看到，皇室的总管、宫廷的仆役，或骑马或步行，到这里来采购。

此后的史籍对西人来华的记载，渐渐多了起来。13世纪意大利旅行家马可·波罗，尽管有人对他是否真的到过中国持怀疑态度，但他留下一部记述元代事件的《马可·波罗游记》却是确凿无疑的。这部游记中的一些关于当时中国的描述使得西方人认为是“天方夜谭”。总之，从中西文化交流史来说，这以前的时期还是一个想象和臆测的时代，相互之间充满了好奇与幻想。

从16世纪末开始，由于航海技术的发展，东西方航路的开通，随着一批批传教士来华，中国与西方开始了直接的交流。沟通中西的使命在意大利传教士利玛窦那里有了充分的体现。利玛窦于1582年来华，1610年病逝于北京，在华二十余年。除了传教以外，做了两件具有历史象征意义的事，一是1594年前后在韶州用拉丁文翻译《四书》并作了注释；二是与明代学者徐光启合作，用中文翻译了《几何原本》。西方传教士对《四书》等中国经典的粗略翻译，以及杜赫德的《中华帝国志》等书对中国的介绍，在西方读者的眼前展现了一个异域文明，在当时及稍后一段时期引起了一场“中国热”，许多西方大思想家都曾注目于中国文化。有的推崇中华文明，如莱布尼兹、伏尔泰、魁奈等，有的对中华文明持批评态度，如孟德斯鸠、黑格尔等。莱布尼兹认识到中国文化的某些思想与他的观念相近，如周易的卦象与他发明的二进制相契合，对中国文化给予了热情的礼赞；黑格尔则从他整个哲学体系的推演出发，认为中国没有真正意义上的哲学，还处在哲学史前的状态。但是，不论是推崇还是批



评，是吸纳还是排斥，中西文化的交流产生了巨大的影响。随着先进的中国科学技术的西传，特别是中国的造纸、火药、印刷术和指南针四大发明的问世，大大改变了世界的面貌。马克思说：“中国的火药把骑士阶层炸得粉碎，指南针打开了世界市场并建立了殖民地，而印刷术则变成了新教的工具，变成对精神发展创造必要前提的最强大的杠杆。”英国的哲学家培根说：中国的四大发明“改变了全世界的面貌和一切事物的状态”。

### 三

大千世界，潮起潮落。云散云聚，万象更新。中国古代产生了无数伟大的科学家；祖冲之、李时珍、孙思邈、张衡、沈括、毕昇……产生了无数科技成果：《齐民要术》、《九章算术》、《伤寒杂病论》、《本草纲目》……以及保存至今的世界奇迹：浑天仪、地动仪、都江堰、敦煌石窟、大运河、万里长城……但从15世纪下半叶起，风水似乎从东方转到了西方，落后的欧洲只经过400年便成为世界瞩目的文明中心。英国的牛顿、波兰的哥白尼、德国的伦琴、法国的居里、德国的爱因斯坦、意大利的伽利略、俄国的门捷列夫、美国的费米和爱迪生……光芒四射，令人敬仰。

中华民族开始思考了。潮起潮落究竟是什么原因？中国人发明的火药，传到欧洲，转眼之间反成为欧洲列强轰击中国大门的炮弹，又是因为什么？

鸦片战争终于催醒了中国人沉睡的迷梦，最先“睁眼看世界”的一代精英林则徐、魏源迈出了威武雄壮的一步。曾国藩、李鸿章搞起了洋务运动，中国的知识分子喊出“民主



与科学”的口号。中国是落后了，中国的志士仁人在苦苦探索。但落后中饱含着变革的动力，探索中孕育着崛起的希望。“向科学进军”，中华民族终于又迎来了科学的春天。

今天，世界毕竟来到了 21 世纪的门槛。分散隔绝的世界，逐渐变成联系为一体的世界。现在，全球一体化趋势日益明显，人类历史也就在愈来愈大的程度上成为全世界的历史。当今，任何一种文化的发展都离不开对其它优秀文化的汲取，都以其它优秀文化的发展为前提。在近现代，西方文化汲取中国文化，不仅是中国文化的传播，更是西方文化自身的创新和发展；正如中国文化对西方文化的汲取一样，既是西方文化在中国的传播，同时也是中国文化在近代的转型和发展。地球上所有的人类文化，都是我们共同的宝贵遗产。既然我们生活的各个大陆，在地球史上曾经是连成一气的“泛大陆”，或者说是一个完整的“地球村”，那么，我们同样可以在这个以知识和学习为特征的网络时代，走上相互学习、共同发展的大路，建设和开拓我们人类崭新的“地球村”。

西学仍在东渐，中学也将西传。各国人民的优秀文化正日益迅速地为中国文化所汲取，而无论西方和东方，也都需要从中国文化中汲取养分。正是基于这一认识，我们组织出版汉英对照版《大中华文库》，全面系统地翻译介绍中国传统文化典籍。我们试图通过《大中华文库》，向全世界展示，中华民族五千年的追求，五千年的梦想，正在新的历史时期重放光芒。中国人民就像火后的凤凰，万众一心，迎接新世纪文明的太阳。

# PREFACE TO THE *LIBRARY OF CHINESE CLASSICS*

Yang Muzhi

The publication of the *Library of Chinese Classics* is a matter of great satisfaction to all of us who have been involved in the production of this monumental work. At the same time, we feel a weighty sense of responsibility, and take this opportunity to explain to our readers the motivation for undertaking this cross-century task.

## 1

The Chinese nation has a long history and a glorious culture, and it has been the aspiration of several generations of Chinese scholars to translate, edit and publish the whole corpus of the Chinese literary classics so that the nation's greatest cultural achievements can be introduced to people all over the world. There have been many translations of the Chinese classics done by foreign scholars. A few dozen years ago, a Western scholar translated the title of *A Dream of Red Mansions* into "A Dream of Red Chambers" and Lin Daiyu, the heroine in the novel, into "Black Jade." But while their endeavours have been laudable, the results of their labours have been less than satisfactory. Lack of knowledge of Chinese culture and an inadequate grasp of the Chinese written language have led the translators into many errors. As a consequence, not only are Chinese classical writings widely misunderstood in the rest of the world, in some cases their content has actually been distorted. At one time, there was a "*Jin Ping Mei* craze" among Western scholars, who thought that they had uncovered a miraculous phenomenon, and published theories claiming that China was the "fountainhead of eroticism," and that a Chinese "tradition of permissiveness" was about to be laid bare. This distorted view came about due to the translators of the *Jin Ping Mei* (*Plum in the Golden Vase*) putting one-sided stress on the



raw elements in that novel, to the neglect of its overall literary value. Meanwhile, there have been many distinguished and well-intentioned Sinologists who have attempted to make the culture of the Chinese nation more widely known by translating works of ancient Chinese philosophy. However, the quality of such work, in many cases, is unsatisfactory, often missing the point entirely. The great philosopher Hegel considered that ancient China had no philosophy in the real sense of the word, being stuck in philosophical "prehistory." For such an eminent authority to make such a colossal error of judgment is truly regrettable. But, of course, Hegel was just as subject to the constraints of time, space and other objective conditions as anyone else, and since he had to rely for his knowledge of Chinese philosophy on inadequate translations it is not difficult to imagine why he went so far off the mark.

China cannot be separated from the rest of the world; and the rest of the world cannot ignore China. Throughout its history, Chinese civilization has enriched itself by absorbing new elements from the outside world, and in turn has contributed to the progress of world civilization as a whole by transmitting to other peoples its own cultural achievements. From the 5th to the 15th centuries, China marched in the front ranks of world civilization. If mankind wishes to advance, how can it afford to ignore China? How can it afford not to make a thoroughgoing study of its history?

## 2

Despite the ups and downs in their fortunes, the Chinese people have always been idealistic, and have never ceased to forge ahead and learn from others, eager to strengthen ties of peace and friendship.

The great ancient Chinese philosopher Confucius once said, "Wherever three persons come together, one of them will surely be able to teach me something. I will pick out his good points and emulate them; his bad points I will reform." Confucius meant by this that we should always be ready to learn from others. This maxim encapsulates the principle the Chinese people have always followed in their dealings with other peoples, not only on an individual basis but also at the level of state-to-state relations.

After generations of internecine strife, China was unified by Emperor



Qin Shi Huang (the First Emperor of the Qin Dynasty) in 221 B.C. The Han Dynasty, which succeeded that of the short-lived Qin, waxed powerful, and for the first time brought China into contact with the outside world. In 138 B.C., Emperor Wu dispatched Zhang Qian to the western regions, i.e. Central Asia. Zhang, who traveled as far as what is now Iran, took with him as presents for the rulers he visited on the way 10,000 head of sheep and cattle, as well as gold and silks worth a fabulous amount. In 36 B.C., Ban Chao headed a 36-man legation to the western regions. These were missions of friendship to visit neighbours the Chinese people had never met before and to learn from them. Ban Chao sent Gan Ying to explore further toward the west. According to the "Western Regions Section" in the *Book of Later Han*, Gan Ying traveled across the territories of present-day Iraq and Syria, and reached the Mediterranean Sea, an expedition which brought him within the confines of the Roman Empire. Later, during the Tang Dynasty, the monk Xuan Zang made a journey fraught with danger to reach India and seek the knowledge of that land. Upon his return, he organized a team of scholars to translate the Buddhist scriptures, which he had brought back with him. As a result, many of these scriptural classics which were later lost in India have been preserved in China. In fact, it would have been difficult for the people of India to reconstruct their own ancient history if it had not been for Xuan Zang's *A Record of a Journey to the West in the Time of the Great Tang Dynasty*. In the Ming Dynasty, Zheng He transmitted Chinese culture to Southeast Asia during his seven voyages. Following the Opium Wars in the mid-19th century, progressive Chinese, generation after generation, went to study the advanced scientific thought and cultural achievements of the Western countries. Their aim was to revive the fortunes of their own country. Among them were people who were later to become leaders of China, including Zhu De, Zhou Enlai and Deng Xiaoping. In addition, there were people who were to become leading scientists, literary figures and artists, such as Guo Moruo, Li Siguang, Qian Xuesen, Xian Xinghai and Xu Beihong. Their spirit of ambition, their struggles and their breadth of vision were an inspiration not only to the Chinese people but to people all over the world.

Indeed, it is true that if the Chinese people had not learned many





things from the surrounding countries they would never have been able to produce the splendid achievements of former days. When we look back upon history, how can we not feel profoundly grateful for the legacies of the civilizations of ancient Egypt, Greece and India? How can we not feel fondness and respect for the cultures of Europe, Africa, America and Oceania?

The Chinese nation, in turn, has made unique contributions to the community of mankind. Prior to the 15th century, China led the world in science and technology. The British scientist Joseph Needham once said, "From the third century A.D. to the 13th century A.D. China was far ahead of the West in the level of its scientific knowledge." Paul Kennedy, of Yale University in the U.S., author of *The Rise and Fall of the Great Powers*, said, "Of all the civilizations of the pre-modern period, none was as well-developed or as progressive as that of China."

Foreigners who came to China were often astonished at what they saw and heard. The Greek geographer Pausanias in the second century A.D. gave the first account in the West of the technique of silk production in China: "The Chinese feed a spider-like insect with millet and reeds. After five years the insect's stomach splits open, and silk is extracted therefrom." From this extract, we can see that the Europeans at that time did not know the art of silk manufacture. In the middle of the 9th century A.D., an Arabian writer includes the following anecdote in his *Account of China and India*:

"One day, an Arabian merchant called upon the military governor of Guangzhou. Throughout the meeting, the visitor could not keep his eyes off the governor's chest. Noticing this, the latter asked the Arab merchant what he was staring at. The merchant replied, 'Through the silk robe you are wearing, I can faintly see a black mole on your chest. Your robe must be made out of very fine silk indeed!' The governor burst out laughing, and holding out his sleeve invited the merchant to count how many garments he was wearing. The merchant did so, and discovered that the governor was actually wearing five silk robes, one on top of the other, and they were made of such fine material that a tiny mole could be seen through them all! Moreover, the governor explained that the robes he was wearing were not made of the finest silk at all; silk of the highest



grade was reserved for the garments worn by the provincial governor.”

The references to tea in this book (the author calls it “dried grass”) reveal that the custom of drinking tea was unknown in the Arab countries at that time: “The king of China’s revenue comes mainly from taxes on salt and the dry leaves of a kind of grass which is drunk after boiled water is poured on it. This dried grass is sold at a high price in every city in the country. The Chinese call it ‘cha.’ The bush is like alfalfa, except that it bears more leaves, which are also more fragrant than alfalfa. It has a slightly bitter taste, and when it is infused in boiling water it is said to have medicinal properties.”

Foreign visitors showed especial admiration for Chinese medicine. One wrote, “China has very good medical conditions. Poor people are given money to buy medicines by the government.”

In this period, when Chinese culture was in full bloom, scholars flocked from all over the world to China for sightseeing and for study. Chang’an, the capital of the Tang Dynasty was host to visitors from as far away as the Byzantine Empire, not to mention the neighboring countries of Asia. Chang’an, at that time the world’s greatest metropolis, was packed with thousands of foreign dignitaries, students, diplomats, merchants, artisans and entertainers. Japan especially sent contingent after contingent of envoys to the Tang court. Worthy of note are the accounts of life in Chang’an written by Abeno Nakamaro, a Japanese scholar who studied in China and had close friendships with ministers of the Tang court and many Chinese scholars in a period of over 50 years. The description throws light on the exchanges between Chinese and foreigners in this period. When Abeno was supposedly lost at sea on his way back home, the leading poet of the time, Li Bai, wrote a eulogy for him.

The following centuries saw a steady increase in the accounts of China written by Western visitors. The Italian Marco Polo described conditions in China during the Yuan Dynasty in his *Travels*. However, until advances in the science of navigation led to the opening of east-west shipping routes at the beginning of the 16th century Sino-Western cultural exchanges were coloured by fantasy and conjecture. Concrete progress was made when a contingent of religious missionaries, men well versed in Western science and technology, made their way to China, ushering in an era of



direct contacts between China and the West. The experience of this era was embodied in the career of the Italian Jesuit Matteo Ricci. Arriving in China in 1582, Ricci died in Beijing in 1610. Apart from his missionary work, Ricci accomplished two historically symbolic tasks — one was the translation into Latin of the “Four Books,” together with annotations, in 1594; the other was the translation into Chinese of Euclid’s *Elements*.

The rough translations of the “Four Books” and other Chinese classical works by Western missionaries, and the publication of Père du Halde’s *Description Geographique, Historique, Chronologique, Politique, et Physique de l’Empire de la Chine* revealed an exotic culture to Western readers, and sparked a “China fever,” during which the eyes of many Western intellectuals were fixed on China. Some of these intellectuals, including Leibniz, held China in high esteem; others, such as Hegel, nursed a critical attitude toward Chinese culture. Leibniz considered that some aspects of Chinese thought were close to his own views, such as the philosophy of the *Book of Changes* and his own binary system. Hegel, on the other hand, as mentioned above, considered that China had developed no proper philosophy of its own. Nevertheless, no matter whether the reaction was one of admiration, criticism, acceptance or rejection, Sino-Western exchanges were of great significance. The transmission of advanced Chinese science and technology to the West, especially the Chinese inventions of paper-making, gunpowder, printing and the compass, greatly changed the face of the whole world. Karl Marx said, “Chinese gunpowder blew the feudal class of knights to smithereens; the compass opened up world markets and built colonies; and printing became an implement of Protestantism and the most powerful lever and necessary precondition for intellectual development and creation.” The English philosopher Roger Bacon said that China’s four great inventions had “changed the face of the whole world and the state of affairs of everything.”

## 3

Ancient China gave birth to a large number of eminent scientists, such as Zu Chongzhi, Li Shizhen, Sun Simiao, Zhang Heng, Shen Kuo and Bi



Sheng. They produced numerous treatises on scientific subjects, including *The Manual of Important Arts for the People's Welfare*, *Nine Chapters on the Mathematical Art*, *A Treatise on Febrile Diseases* and *Compendium of Materia Medica*. Their accomplishments included ones whose influence has been felt right down to modern times, such as the *armillary sphere*, *seismograph*, *Dujiangyan water conservancy project*, *Dunhuang Grottoes*, *Grand Canal* and *Great Wall*. But from the latter part of the 15th century, and for the next 400 years, Europe gradually became the cultural centre upon which the world's eyes were fixed. The world's most outstanding scientists then were England's Isaac Newton, Poland's Copernicus, France's Marie Curie, Germany's Rontgen and Einstein, Italy's Galileo, Russia's Mendeleev and America's Edison.

The Chinese people then began to think: What is the cause of the rise and fall of nations? Moreover, how did it happen that gunpowder, invented in China and transmitted to the West, in no time at all made Europe powerful enough to batter down the gates of China herself?

It took the *Opium War* to wake China from its reverie. The first generation to make the bold step of "turning our eyes once again to the rest of the world" was represented by Lin Zexu and Wei Yuan. Zeng Guofan and Li Hongzhang started the Westernization Movement, and later intellectuals raised the slogan of "Democracy and Science." Noble-minded patriots, realizing that China had fallen behind in the race for modernization, set out on a painful quest. But in backwardness lay the motivation for change, and the quest produced the embryo of a towering hope, and the Chinese people finally gathered under a banner proclaiming a "March Toward Science."

On the threshold of the 21st century, the world is moving in the direction of becoming an integrated entity. This trend is becoming clearer by the day. In fact, the history of the various peoples of the world is also becoming the history of mankind as a whole. Today, it is impossible for any nation's culture to develop without absorbing the excellent aspects of the cultures of other peoples. When Western culture absorbs aspects of Chinese culture, this is not just because it has come into contact with Chinese culture, but also because of the active creativity and development of Western culture itself; and vice versa. The various cultures of



the world's peoples are a precious heritage which we all share. Mankind no longer lives on different continents, but on one big continent, or in a "global village." And so, in this era characterized by an all-encompassing network of knowledge and information we should learn from each other and march in step along the highway of development to construct a brand-new "global village."

Western learning is still being transmitted to the East, and vice versa. China is accelerating its pace of absorption of the best parts of the cultures of other countries, and there is no doubt that both the West and the East need the nourishment of Chinese culture. Based on this recognition, we have edited and published the *Library of Chinese Classics* in a Chinese-English format as an introduction to the corpus of traditional Chinese culture in a comprehensive and systematic translation. Through this collection, our aim is to reveal to the world the aspirations and dreams of the Chinese people over the past 5,000 years and the splendour of the new historical era in China. Like a phoenix rising from the ashes, the Chinese people in unison are welcoming the cultural sunrise of the new century.

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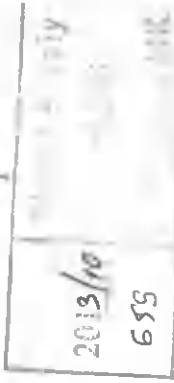
## 前 言

西汉时宫廷密藏战国史料，分别名为“国策”、“国事”、“短长”、“事语”、“长书”、“修书”，大多记述战国时各国之间的军事、外交等活动以及游说之士的策谋和言论。刘向对这些资料加以整理，排列次序，除去重复，按照国别分类，共 33 篇，定名为“战国策”。《战国策》在流传过程中曾经散佚，北宋著名文学家曾巩从士大夫的私人藏书中访求书籍，加以校订，正其谬误，重新补足 33 篇。由于历史的原因，曾巩所校订的《战国策》与刘向所编订的《战国策》在篇目上“当有所出入”。在此基础上，南宋出现了姚宏与鲍彪的注本。姚宏校注，忠于原作，

态度谨慎，流传较广，今称姚注。鲍彪改易原文，重新编次，元代吴师道曾作《战国策校注》，补正鲍本失误。清代黄丕烈参照姚、鲍二本撰写《战国策札记》，王念孙依据语言学深厚功底撰写《战国策杂志》，均取得很高成就。今人也有很多研治《战国策》的著述。

今本《战国策》的篇目如下：《东周策》1卷，《西周策》1卷，《秦策》5卷，《齐策》6卷，《楚策》1卷，《赵策》4卷，《魏策》4卷，《韩策》3卷，《燕策》3卷，《宋卫策》1卷，《中山策》1卷。以上共33篇，495章。是一部上接《春秋左氏传》，下接陆贾《楚汉春秋》的战国杂史。

《战国策》记载了继《春秋》以后，迄楚、汉之起，各诸侯国





发生的重大事件。毋庸置疑，《战国策》有些篇章记事有虚构的成分，这已经成为不争的事实。但是学界认为，其中可信的资料当占五分之四。在《左传》、《国语》之后，《楚汉春秋》之前，这中间二百多年的史料空白，主要靠《战国策》来填补。《战国策》保存了许多珍贵史料，如楚幽王为春申君之后，郭开谗李牧，吕不韦立子楚，嫪毐乱秦宫等，都是独家占有之史料。是司马迁修《史记》的重要史料来源。战国诸子著述中，也屡屡征引。例如《楚策四·客说春申君》，见于《韩非子·奸劫弑臣》篇；《魏策一·文侯与虞人期猎》，见于《韩非子·说林》篇；《秦策一·张仪说秦》，见于《韩非子·初见秦》篇；《中山策·主父欲伐中山》，见于《韩非子·外储说左上》篇；《齐策一·靖郭君善齐貌辨》，见于《吕氏春秋·知士》篇；《齐策三·孟尝君在薛》，见于《吕氏春秋·报更》篇；《魏策一·魏公叔痤病》，见于《吕氏春秋·长见》篇；《魏策二·魏惠王死》，见于《吕氏春秋·开春》篇，等等。司马光著《资治通鉴》，战国时史料亦取自《战国策》。

关于《战国策》的作者，历来众说纷纭，莫衷一是。它原本是由多种书编订而成，显然不会是一人一时所作。书中所记许多人与事都是战国时代的，如长平之战、荆轲刺秦王等，可以断定其中大部分是战国时人所著。另外，有些学者认为《战国策》还包含秦末楚汉之际以及部分出自西汉人之手的作品。

正因如此，《战国策》一书中包含的思想也极其复杂，很多观点和认识都与儒家观念相左，明代李梦阳甚至把它称作“畔经离道之书”，但是它的影响还是客观存在的事实，就连李梦



阳也不得不承认“录往者迹其实，考世者证其变，工文者观其辞，好谋者袭其智”（《空同子集》）。这一方面承认了《战国策》的史料价值，一方面概括了该书推重谋略的特点及其语言方面的艺术成就。

“录往者迹其实，考世者证其变”，后世的人们可以通过《战国策》一书认识、了解当时的社会现实。《战国策》展现了一个价值观多元化的时代。由于不受儒家正统观念的控制，没有“仁”、“义”、“礼”、“忠”、“信”等规范的限制，那个时代人们生活的社会环境还是相对宽松的。首先，一个突出的表现就是人们对男女关系的随便和对违背男女之大防的男女的宽容，这是对儒家命脉——“礼”的无视。孟尝君的门客与其夫人有染，孟尝君似乎毫无夺妻之恨，不但没有将门客处死，反



而为他开脱——爱上美貌的女人是人之常情，更有甚者，孟尝君居然资助情敌一大笔盘缠，把他推荐给自己的好朋友卫国君主，并帮他在卫国谋得了高官（《齐策三·孟尝君舍人有与君之夫人相爱者》）。齐襄王即位之前曾有过一段逃亡生活，在此期间他与太史敫的女儿私通，并且生下了一个儿子（《齐策六·齐闵王之遇杀》）。那时候，君王的妃嫔们不但不用藏在深宫，而且可以在大庭广众之下陪同君主共船而钓（《魏策四·魏王与龙阳君共船而钓》）。有意思的是，秦宣太后与魏丑夫私通，宣太后临死的时候居然要求自己的情人魏丑夫殉葬，幸亏庸芮晓之以理，才保住了魏丑夫的生命（《秦策二·秦宣太后爱魏丑夫》）。更有甚者，作为一国之母，宣太后不仅不恪守妇道，居然毫无礼义廉耻地对韩国大使尚靳说：“妾事

先王也，先王以其髀加妾之身，妾困不疲也；尽置其身妾之上，而妾弗重也，何也？以其少有利焉。”（《韩策二·楚围雍氏五月》）如此赤裸裸的表白，在儒教盛行的时期，恐怕是难以见到的。

其次，战国时代，是我国历史上人才流动最为活跃的时期。策士们朝秦暮楚，在各国间穿梭，在他们心目中，完全没有祖国的概念，更没有忠君爱国的意识，儒家所谓的“忠”、“义”与“信”，对他们没有丝毫影响，他们名义上为当时各自的君主效力，实则为自己的私利奔波。即便身居高位，掌握各国命运的权臣也不例外。例如，张仪作为秦国的重臣，为了一己私利，却找种种莫须有的借口把汉中之地送还给楚国，正如甘茂所言：“地大者，国多忧乎！天下有变，王割汉中以为和楚，楚必畔天下而与王。王今以汉中与楚，即天下有变，王何以市楚也。”（《秦策一·张仪欲以汉中与楚》）张仪心怀鬼胎，居心叵测，根本不以国家利益为重。

另外，战国时代诸侯纷争，但是各个诸侯国似乎没有强烈的独立主权意识，因而国与国之间可以通过各种手段互相干预内政、外交。齐王将把薛地分封给田婴，楚王听说后大怒，准备攻打齐国。齐王想放弃分封，公孙闲劝说楚王促成此事，因为齐国把土地分封给大臣，国家实力就会削弱，不会对楚国构成威胁，甚至在关键时刻会依附楚国，这样一来反而有利于楚国掌控齐国。楚王认为很有道理，就促成分封（《齐策一·齐将封田婴于薛》）。又如，秦王与魏王会晤时，魏国没有相国，楼梧担心秦王会安排自己人相魏，如果魏王不答应，不但

驳秦王面子，而且破坏两国的交情，如果答应，秦国就会趁机和左右魏国政治，而且因此轻视魏国。于是蒯梧建议魏王任用亲齐者为相国，这样既能讨齐王欢心，拉拢齐国，而有齐国作外援，秦国就势必不能轻视魏国（《魏策四·楼梧约秦魏》）。策士们权时度势，利用外交控制别国，与敌国，甚至盟国抗衡，齐国之间互相牵制，在战国时代已经成为风气。

人们不仅看淡男女之大防，心中没有国家概念，有时甚至还看轻王位。《秦策一·卫鞅亡魏入秦》记载：“孝公行之八年，疾且不起，欲传商君，辞不受。孝公已死，惠王代后，莅政有顷，商君告归。”秦孝公之所以作出这样大胆的决定，可能真的是被商鞅治国安邦的才能所折服，但是能够摒弃宗族观念，抛开亲生的儿子，把王位传给自己亲信的大臣，这样的胸怀和



魄力，应该不是一般奉儒教为正统的国君所能具备的。

也正因没有儒家观念的桎梏，人们得以展示比较真实的自我。《战国策》中的人物敞开心扉，把自己最原始、最本能的一面暴露给了读者。而人类最原始的本能就是：追求物质利益的最大化。在《战国策》中，从国家到权臣，再到普通小人物都赤裸裸地追求各自的私利。首先，国与国之间的战争主要都是为了争夺土地，扩展疆域，掠夺财宝，占有象征最高权力的重器，如九鼎。在这种情势下，国与国之间结成暂时的联盟也是为了争取眼前利益，设置骗局，愚弄盟国，背信弃义。《秦策四·楚魏战于陔山》记载，楚国与魏国在陔山交战，为了防止秦国援助楚国，魏国许诺把上洛送给秦国，魏国在南阳大败楚国后却拒绝送给秦国土地，秦国向魏国讨要，魏国不肯兑

现承诺。管洩为秦王出谋划策，让秦王扬言与楚王会晤，以要挟魏国。魏国果然乖乖地献出土地。魏国出尔反尔，见风使舵，相机行事，用空头支票争取别国支持。管洩足智多谋，审时度势，逼迫魏国履行诺言。再如，《魏策一·徐州之役》记载，徐州战役中，公孙衍建议魏王表面帮助齐国，暗中结交楚国，从而煽风点火，怂恿齐国和楚国交战，而实际上坐山观虎斗，如果齐国取胜，就联合它一起夺取楚国方城以北的土地；如果楚国战胜，就联合它一同控制齐国。可见各国之间满腹阴谋，毫无信义可言。其次，各国的重臣根本不以本国利益为重，各怀鬼胎，千方百计巩固自己的利益。《秦策一·张仪欲假秦兵以救魏》中，张仪想派秦兵援救魏国，甘茂不同意。左成建议甘茂同意张仪发兵救援，理由是：如果秦兵伤亡过重，不能返回秦国，张仪势必也不敢回秦国了；如果秦兵得胜回国，魏国一定重用张仪，他也不敢回秦国了。总而言之，两种结果对甘茂都有利，因为假如张仪不离开秦国，他的职位就始终高居甘茂之上。左成的建议完全是维护甘茂的私利，全然不顾秦兵的死活和秦国的大计。又如，张仪打算同时执掌秦国、魏国的相印，史厌劝说赵献促成张仪获得魏国相位，这样一来，韩国担心会被消灭，必定向南投靠楚国。结果张仪兼相秦国、魏国，赵献自己也可以并相楚国与韩国了（《魏策一·张仪欲并相秦魏》）。再如，赵国权臣大成午特意赶到韩国与申不害合谋互相串通，共同把持韩国与赵国的大权（《韩策一·大成午从赵来》）。两人各怀鬼胎，各打自己的如意算盘。不难看出，对于执掌大权的重臣来说，他们不但没有忠君意

识，完全不以“事二主”为意，而且把自己的权位看得远比其所服务国家的利益重要得多。再次，社会下层的小人物也是可以用金钱收买的。苏秦游说秦王没有成功的时候回到家里，风尘仆仆，一贫如洗，“妻不下纫，嫂不为炊，父母不与言”。等到他游说赵王得到赏识后，飞黄腾达，出使楚王路过洛阳，“父母闻之，清宫除道，张乐设饮，郊迎三十里。妻侧目而视，倾耳而听；嫂蛇行匍伏，四拜自跪谢。苏秦曰：‘嫂，何前倨而后卑也？’嫂曰：‘以季子之位尊而多金。’”（《秦策一·苏秦始将连横》）。苏秦始将连横说秦惠王》。秦军进攻邯郸，十七个月都没有攻下。人们纷纷建议指挥攻城将军王稽犒赏将士，王稽不听，结果将士们诬告王稽造反（《秦策三·秦攻邯郸》）。甘茂率军进攻宜阳，三次击鼓士卒都不冲锋上阵。右将劝说甘茂犒赏将士，甘茂拿出自己的钱进行赏赐，第二天，一举攻克宜

阳(《秦策二·甘茂攻宜阳》)。由此可见金钱的作用——前线将士可以在金钱的刺激下奋不顾身地投入战斗。所以苏秦感叹：“嗟乎！贫穷则父母不子，富贵则亲戚畏惧。人生世上，势位富贵，盍可忽乎哉！”人活在世上，怎能够不追求权势与富贵呢？

由上可见，战国人是赤裸裸地追求物质利益的，战国时代是一个地地道道的追名逐利的时代。与物质的追求相结合，在意识形态领域，这个时代最突出的特色就是价值观的矛盾与多元化。战国人楼缓讲了这样一个故事：公甫文伯在鲁国为官病死后，他的十六个女人都自杀殉葬，但是公甫文伯的母亲知道这个噩耗后却没有掉一滴眼泪。别人问他母亲为什



么,她说这说明他生前对妻妾胜过对自己的母亲。楼缓认为,用一个母亲的标准来衡量,她是个好母亲,但另一方面却说明她是个善妒的女人(《赵策三·秦攻赵于长平》)。标准原自人心,出发点不同,得出的结论自然也不相同。苏代对燕昭王说的一段话,大概代表了战国时代很多人的心声:“孝如曾参、孝己,则不过养其亲其。信如尾生高,则不过不欺人耳。廉如鲍焦、史鳢,则不过不窃人之财什。今臣为进取者也。臣以为廉不与身俱达,义不与生俱立。仁义者,自完之道也,非进取之术也。”(《燕策一·苏代谓燕昭王》)

仁、义、廉、耻等儒家通常所谓的美德,跟很多战国策士的价值观是格格不入的。他们奉行的是与此截然相反的准则。《魏策二·史举非犀首于王》记载史举跟公孙衍有矛盾,史举在魏惠王面前说公孙衍的坏话。公孙衍为排挤打击史举,对张仪说:“请令王让先生以国,王为尧,舜矣;而先生弗受,亦许由也。衍请因令王致万户邑于先生。”张仪很高兴,于是多次命令史举去见公孙衍,魏惠王听说了就不再信任史举,史举只好不辞而去。有意思的是,这个故事涉及的几个人物奉行的原则和标准都十分简单,在他们看来,凡是让出王位的君主,都具备尧、舜一样的德行;凡是推辞王位的人臣,品格都可以跟许由媲美。用这样的标准来衡量,就很可笑了。不难看出,为了一己私利,他们不择手段,动用各种阴谋诡计,迫害异己,为眼前利益,临时结党,坑害国家,中饱私囊,根本没有是非准绳和固定的价值标准。

但是,也正是在这样宽松自由的时代背景下,人们的思想

与意识由百家争鸣渐渐向儒家的标准合拢，价值观由多元化向一元化靠拢。一个突出的标志是，战国时代随着历史的发展，社会上出现了一个新兴的阶层——“士”。《战国策》记录了“士”阶层的崛起。关于其崛起背景，这里我们不作深入讨论，我们只是大致对“士人”进行归类：一是“勇士”，如苏政、豫让、荆轲等等，这类人为了报答别人——通常是比自己的身份、地位都高出甚多的社会上层人士的知遇之恩，不惜牺牲自己的身家性命，为“知己”行刺仇家。《战国策》对他们持肯定的态度。二是“策士”，如蔡泽、顿弱、苏秦、苏代、张仪、姚贾，他们巧舌如簧，洞彻时势，分析问题，切中要害，凭借高超的辩论技巧，控制对方的思路与心智，令人欲罢不能。所谓的“工文者图其辞”就是指这类人。但是他们游说诸侯，往往主要还是为自己获取利益。对这类人，《战国策》作者基本上持中立

态度，只是客观记录了他们的言行智谋。三是“义士”，如冯暖为孟尝君“市义”，唐雎不辱使命，鲁仲连义不敌秦等等，这些士人品行高尚，智勇双全，成为后世人们的楷模，实际上，他们是儒家价值观的身体力行者。我们不难推断出《战国策》对他们的赞赏态度。

也就是说，《战国策》一书的思想虽然杂乱，但是符合儒家标准的价值观正在逐渐形成，或者说逐渐受到尊重。例如，太史敖对于自己的女儿与法章——后来的齐襄王——私通生下儿子一事，作这样的评价：“女无谋而嫁者，非吾种也，污吾世矣。”终身不见这个外孙。太史这样对待女儿和私生的外孙，显然是儒家正统的态度。同一章中，也对太史的女儿进行褒

扬，“君王后贤，不以不睹之故，失人子之礼也”，赞美女儿对父亲尽孝心，显然也是符合儒家“孝”的标准（《齐策六·齐因王之遇杀》）。《魏策一·文侯与虞人期猎》记载魏文侯信守承诺，冒着大雨赴跟守林人一起打猎的约会。“魏于是乎始强”一语，表明诚信是立国之木，也体现了《战国策》作者对于“信”的态度。《魏策二·梁主魏婴觞诸侯于范台》记载鲁国君主告诫魏王警惕美酒、美食、美色、美景的诱惑，勤于朝政。鲁国实属儒家之正统，鲁君一席话，体现了鲁国的儒家价值观。故事结尾“梁王称善”，《战国策》作者对于儒家执政理念的认同自在不言中。

所以，我们有理由认为，战国时代，儒家的价值观正在悄然地受到尊重。与当时社会上追逐私利的风气相比较，儒家克己复礼、弘扬大义的观念的确代表着一种更为正义、无私的价值取向，在一定程度上受到当时人的认同，也影响了同时代的义士的价值判断与人生选择。而义士的模范作用又在更大范围影响了更多的人。因此，结合《战国策》的成书年代——当有一部分完成于汉初——来推测，汉代“罢黜百家，独尊儒术”也并非偶然的一时之举，而是有着一定的社会背景和思想意识基础的。在战国时代的多种价值取向中，儒家观念已经占有一定的地位，这无疑为儒家思想成为正统打下了基础。

但是，儒家思想毕竟不是战国策思想的主流，战国这个追名逐利的时代，容忍人们通过各种手段追逐私利，结果是，人们为了追逐最大利益，往往不惜一切代价，不择任何手段。而他们最常用的就是阴谋诡计。李梦阳所谓的“好谋者袭其

智”，就是这个意思。例如，昌他从西周逃往东周，把西周的情况都透露给了东周。东周十分高兴，西周大怒。冯且派人携带三十斤黄金和一封送给昌的信，信上写着：“告诉昌他，事情能够成功，就尽力去做，不能成功，就赶紧回来。事情拖得久了就会泄露，那您就会丧命。”然后派人告诉东周的侦查人员今夜有奸细入境，侦查人员抓到冯且派来栽赃陷害昌他的，人献给东周君主，东周立即把昌他杀掉了（《东周策·昌他亡西周》）。又如，东周和西周有矛盾，东周想种植水稻，西周不放水，苏秦对东周国君许诺可以让西周放水，他去欺骗西周君主说东周种的麦子，如果西周放水，就把东周的麦子淹了，西周君主于是下令放水，苏秦从两国都得到好处（《东周策·东

周欲为稻》。再如，秦国进攻齐国，担心楚国援助齐国，张仪承诺送给楚国方圆六百里的土地，让楚国停止支援齐国。后来张仪却抵赖只许诺给楚国方圆六里的土地（《秦策二·齐助楚攻秦》）。不仅针对某一个人、某一件事、某一场战争，可以采取卑鄙的欺骗手段，甚至还有**人谋划篡夺整个国家**，如吕不韦企图篡夺秦国，李园阴谋夺取楚国，千方百计让自己妹妹与春申君的私生子继承楚国王位，等等。他们手段的阴险，令人发指。从这个意义上，《战国策》也**给一些阴谋小人提供了反面**的教材。对于《战国策》及其中记述的人与事，我们需要持**客观公允**的态度。

《战国策》中有很多寓言和比喻成为后世著名的典故，如画蛇添足、狐假虎威、惊弓之鸟、南辕北辙、鹬蚌相争等。《战国策》叙事生动形象，刻画人物栩栩如生，对后世文学产生了

深远的影响。汉初著名散文家贾谊、晁错、司马迁，宋代的苏洵、苏辙、苏轼的散文都受到《战国策》的影响。《战国策》中运用工整的对偶和排比句法及主客对答、抑客申主的写法，为汉赋所继承。

《战国策》中英文对译即将出版之际，我要对分别审读今译、英译稿的专案陈祖武先生、梁良兴先生表示衷心的感谢。感谢他们在百忙之中阅读拙稿，并提出宝贵的修改意见。由于译者才疏学浅，不当之处多多，恳请大方之家批评赐正。这里，我还要特别感谢 Adrian Parsons 先生。Parsons 先生，一个热爱中国文化的英裔澳籍学者，我的良师，也是挚友，相识多年，我们结下了深厚的友谊。没有他，这部译著的出版也许不可能。在此，我深深地感谢他，祝福他，也祝愿我与他一家人的友情像这部译作，传递下去。

翟江月

2007年12月9日



## INTRODUCTION

In West-Han, records on the Warring States Period titled *Guoce*, *Guoshi*, *Duanchang*, *Shiyu*, *Changshu*, or *Xiushu* were carefully kept in the palace. Most of these documents recorded military affairs and diplomatic activities of various states and the tricks and speeches of the persuasive talkers of that time. Liu Xiang, a famous scholar, edited these documents and classified them in 33 volumes mostly according to the states they described, and put them under the title of (*Zhanguoce Records on the Warring States Period*). With the lapse of time, some of these records were lost, and found in private collections. Zeng Gong, an influential litterateur of the North-Song Dynasty, re-edited *Records on the Warring States Period*, corrected some mistakes of the then versions, and also classified them into 33 volumes. Inevitably, there are some differences between Liu's and Zeng's editions. Based on the latter, both Yao Hong and Bao Biao annotated these documents in the South-Song Dynasty. Yao took an extremely serious attitude and made his commentaries true to the original, and therefore his edition was widely accepted. Bao not only tampered with the original but also re-ordered it. In the Yuan Dynasty, Wu Shidao annotated Bao's edition, corrected some mistakes, and printed his work under the title of *Zhanguoce (Collation and Annotation of Records on the Warring States Period)*. In the Qing Dynasty, based on both Yao and Bao's editions, Huang Pilie and Wang Niansun did systematic research on *Records on*



*the Warring States Period* and published *Zhanguocezhuji* (*Notes on Records on the Warring States Period*) and *Zhanguocezazhi* (*Records on Records on the Warring States Period*) respectively, and their works reached the highest levels in this field. Published contemporary research on *Records on the Warring States Period* reflects continuing interest.

The contents of the current edition of *Records on the Warring States Period* are cataloged as follows: the Records of the State of East-Zhou, 1 volume; the Records of the State of West-Zhou, 1 volume; the Records of the State of Qin, 5 volumes; the Records of the State of Qi, 6 volumes; the Records of the State of Chu, 4 volumes; the Records of the State of Zhao, 4 volumes; the Records of the State of Wei, 4 volumes; the Records of the State of Han, 3 volumes; the Records of the State of Yan, 3 volumes; the Records of the States of Song and Wei, 1 volume; the Records of the State of Zhongshan, 1 volume; and altogether it contains 495 chapters. Bridging *Chunqiu* and *Zuo*, *Records on the Warring States Period* reflected the history and society of the Warring States period and kept significant record of events that took place in all those states. It is indubitable that some of the stories in *Records on the Warring States Period* were fabricated. Most of the experts believe that more than four-fifths of all the records are credible. *Records on the Warring States Period* is therefore, considered to be a great complement to *Zuo*, *Guoyu* and *Chunqiu* for the history of that period can be traced due to the records kept in it. Many rare historical details such as King You of the state of Chu being the son of Lord





Chunshen, Guo Kai spreading scandals against Li Mu, Lü Buwei enthroning Zichu, and Lao Ai's affairs inside the palace of the state of Qin, are stories exclusively kept in *Records on the Warring States Period* and became important sources for Sima Qian's great work *Shiji*. *Records on the Warring States Period* was frequently quoted by the Scholars of the Warring States period, for instance, "A Guest Had a Talk with Lord Chunshen", kept in volume 4 of the Records on the state of Chu, appears in "A Wicked Man Murdered A High-ranking Official" in *Hanfeizi*; "Marquis Wen of Wei Had an Appointment with the Man in Charge of Mountain Forests", kept in volume 1 of the records on the state of Wei, appears in "On Forests" in *Hanfeizi*; "Zhang Yi Reasoned with the King of Qin", kept in volume 1 of the records on the state of Qin, appears in "Paying the First Visit to the King of Qin" in *Hanfeizi*; "King Wuling of Zhao Wanted to Attack Zhongshan", kept in the records on the state of Zhongshan, appears in "The Upper-left Part of Outer Savings" in *Hanfeizi*; "Lord Jingguo Treated Qi Maobian Very Well", kept in volume 1 of the records on the state of Qi, appears in "On Knowing Scholars" in *Lüshichunqiu*; "Lord Mengchang in Xue", kept in volume 3 in the records on the state of Qi, appears in "On Repaying Obligations" in *Lüshichunqiu*; "Gongshu Cuo of Wei Was Sick", kept in volume 1 of the records on the state of Wei, appears in "On Foresight" in *Lüshichunqiu*; "King Hui of Wei Died", kept in volume 2 of the records on the state of Wei, appears in "On the Beginning of the Spring Season" in *Lüshichunqiu* etc. When Sima Guang wrote *Zizhitongjian*, he also took references of the sources in



*Records on the Warring States Period.*

When considering the author of *Records on the Warring States Period*, experts in this field have drawn different conclusions, and therefore, there is no fixed answer to this question. Because *Records on the Warring States Period* was sourced by a variety of documents, apparently it should not be conceived to be written by one person during a fixed period of time. Experts believe that most of these records were finished during the Warring States period, for an overwhelming part of the stories and events mentioned in this book, such as the Battle in Changping and Jingke's assassination of the king of the state of Qin, took place at that time. Some researchers additionally hold the opinion that a few chapters were finished at the turning point between Qin and Han dynasties, or even by people of the West-Han dynasty.

*Records on the Warring States Period* therefore manifests complicated thoughts, and many of them were against Confucianism. As a result, Li Mengyang, a scholar of Ming Dynasty, considered it a book full of unwarranted viewpoints. Nonetheless, even Li himself could not deny its substantial influence. "People who trace the past have used it for reference and those who study history have proved the social changes recorded in it. Those who love rhetoric learn from its language, and those who are fond of trickery, mimic its wisdom", claimed Li Mengyang. So, Li not only admitted *Records on the Warring States Period*'s value in terms of keeping historical materials, but also generalized its successful use of language.



“People who trace the past have used it for reference and those who study history have proved the social changes recorded in it.” As Li said, men can get a good understanding of the society of the Warring States period by studying *Records on the Warring States Period*. According to *Records on the Warring States Period*, the Warring States period was a time of multiple values. Free from such Confucian rules as “benevolence”, “righteousness”, “principles of propriety”, “loyalty” or “honesty”, the social environment of that time was relatively open.

Firstly, people were more tolerant towards indecent affairs, and this was undoubtedly against the principles of propriety, —the guideline of the Confucian School. For instance, one of Lord Mengchang’s guests had affairs with the lord’s wife, however, the lord was not ashamed of it. Not only did he refuse to sentence the guest to death, he also took the latter’s side and claimed that it was natural for a man to love a pretty woman. Moreover, the lord also recommended the guest to his friend, the sovereign of the state of Wei, sponsored the trip and helped him obtain a high position in Wei (referring to “One of Lord Mengchang’s Inferiors Had a Love Affair with the Lord’s Wife”, volume 3 of the records on the state of Qi). Before taking the throne, King Xiang of the state of Qi once lived in exile, and at that time he had affairs with Historian Jiao’s daughter, and the two of them gave birth to a son (referring to “King Min of Qi Was Murdered,” volume 6 of the records on the state of Qi). During the Warring States period, it was not necessary for the concubines of a sovereign to stay in closely locked palace

buildings, on the contrary, they were free to go fishing with the sovereign as long as they loved to do so (referring to "Wei's King Took a Boat to Go Fishing Along with Lord Longyang", volume 4 of the records on the state of Wei). Interestingly enough, the queen mother of the state of Qin had affairs with Wei Choufu. When she was dying, she asked Wei Choufu to be buried alive with her. Thanks to Yong Rui, who remonstrated on behalf of Wei Choufu with the queen mother, Wei's life was saved (referring to "Queen Mother Xuan of Qin Had a Clandestine Love Affair with Wei Choufu"). As the queen mother, administering a state, she neglected the most important principle of a woman, and told Shang Jing, the ambassador from the state of Han to the face, "When I was serving our former king, if he put his thigh upon me, I would feel exhausted. However, when he stretched himself upon me, I wouldn't feel like being crushed at all. Why? I benefited more or less when he was doing this." (referring to "The Troops of Chu Had Besieged Yong Shi for Five Months", volume 2 of the records on the state of Han).

Secondly, during the Warring States period, talented people were extremely active. Bearing no ideology on motherland or loyalty in their minds, they just travelled from one state to another to satisfy self-interests under the name of serving the states they then worked for. Concepts, such as "loyalty", "righteousness" and "honesty" etc., normally held by the Confucian School, exerted no influence on them at all; even the most powerful court officials holding the highest positions made no exceptions in this respect. For example, as



one of the most powerful court officials of the state of Qin, Zhang Yi tried to find every subterfuge to cede the land of Hanzhong to the state of Chu. Just as Gan Mao declared, "Does a state with vast territory always have more problems? If a war started among all the states some day, you could cede the land of Hanzhong to Chu. Thus Chu will definitely turn against the other states and unite with us. If you give Hanzhong to Chu now, what will you give Chu when there is a war?" (referring to "Zhang Yi Wanted To Give Chu the Land of Hanzhong", volume 1 of the records on the state of Qin) Bearing evil intentions in the mind, Zhang Yi attached no importance to the power and interests of the state of Qin.

During the Warring States period, although those states vied with each other for land and power, they did not pay enough attention to their own sovereignty. As a result, they could take various measures to interfere with other states' policies and diplomatic activities. The king of the state of Qi planned to confer the land of Xue on Tian Ying. When the king of the state of Chu heard of this, he became very angry and wanted to attack Qi. As a result, the king of Qi was ready to give up his plan. But Gongsun Han persuaded the king of Chu to facilitate the conferring. For, if Qi conferred land on officials, the state would be weakened, and therefore could no longer cause any threat to the state of Chu. Moreover, Qi would resort to Chu when it was under threat. If this was the case, it was advantageous for Chu to manipulate Qi. The king of Chu considered it a good idea, so he urged Qi to confer the land (referring to "Qi Intended to Confer Xue on Tian Ying", volume 1 of the records on the

state of Qi). Another example is when the kings of Qin and Wei were about to meet each other, but at that time Wei had no prime minister. Lou Wu was afraid that the king of Qin might nominate his favourite person. If Wei rejected it, the king of Qin would lose face and thus put the relations between Qin and Wei under threat. If not, Qin would manipulate Wei's policies and therefore not think highly of Wei. So, Lou Wu suggested the king of Wei should appoint someone close to the state of Qi to be the prime minister. By so doing, they could build up relations with Qi, and thus Qin would not dare look down on Wei (referring to "Lou Wu Built an Alliance Between Qin and Wei", volume 4 of the records on the state of Wei). By carefully weighing-up the situation, people fond of trickery could manipulate other states through diplomatic activities, and counterbalance enemy states, or even their own alliances. During the Warring States period, it became vogue for the states to hold each other in play.

People of that time not only paid little attention to affairs out of wedlock, they also attached no importance to their motherland, often undervaluing the throne. According to "Wei Yang Escaped from Wei to Qin", volume 1 of the records on the state of Qin, "After Duke Xiao had implemented Wei Yang's law for eight years, he was confined to bed. He wanted to abdicate and pass the throne onto Shang Yang, but Shang Yang refused to take it. When Duke Xiao died, King Hui took over the regime. Not long after King Hui came to power, Shang Yang asked his permission to allow him to give up his position and go back to Wei." King Xiao of Qin made such a big decision probably because he



really admired Shang Yang's talent in administering the state. None the less, few sovereigns influenced by Confucian thoughts, could imagine neglecting family loyalties and their own sons to enthrone beloved court officials.

Not being confined by Confucian thoughts, people of the Warring States period could manifest their true selves. The figures in *Records on the Warring States Period* opened their hearts and showed readers their innermost feelings and instincts. For human beings, the most primitive instinct is to seek the biggest possible material advantages. In *Records on the Warring States Period*, everyone, from sovereigns and powerful officials, to even powerless people, holdly nurtured sought self-interests. Firstly, battles and wars among various states were only aimed at gaining land and treasures, and other important wares such as the Nine Cauldrons symbolizing the highest power over the world. They thus enlarged their own territories or enhanced their reputation. Under such circumstances, they built temporary alliances to fight for short-term interests, played trickery to fool their allied forces, and even betrayed them for their own sake. According to "The Troops of Chu and Those of Wei Engaged in Battle near Mount Xing", volume 4 of the records on the state of Qin, the troops of the state of Chu and those of the state of Wei engaged in battle near Mount Xing. In order to make the state of Qin cut off its ties with Chu, Wei promised to cede the land of Shangluo to Qin. The troops of Wei then won the war and defeated the troops of Chu in Nanyang. Qin asked Wei to give up the land it had initially promised. However, Wei didn't keep its word. Guan Xian told the king





of Qin to pretend to arrange a meeting with the king of Chu, and thus to put the state of Wei under pressure. As a result, Wei conceded the land as promised. Another example of such trickery, in "The War in Xuzhou", volume 1 of the records on the state of Wei, is seen when Gongsun Yan suggested that the king of Wei assist the state of Qi on the surface and yet secretly ally with the state of Wei, thus urging Wei and Qi to engage with each other. Should Qi defeat Chu, then they could join Qi to occupy the land north of Fangcheng from Chu; should Chu defeat Qi, then they could keep Qi under firm control along with Chu. By this token, the states merely played trickery and were dishonest. Secondly, powerful officials attached no importance to their states. Bearing evil intentions, they sought to strengthen their self-interest at any cost. Zhang Yi wanted to use the troops of the state of Qin to rescue the state of Wei. Zuo Cheng told Gan Mao, "You'd better allow him to do so. If our troops suffer severe casualties in Wei and therefore cannot return to Qin, Zhang Yi will definitely not come back to Qin either. If our troops return without severe casualties, Zhang Yi will be appointed to a very powerful position by Wei. As a result, he won't dare come back to Qin either (because he will be in fear that Qin will no longer trust him). If Zhang Yi remains in Qin, he will definitely become more powerful than you" (referring to "Zhang Yi Wanted to Use the Troops of the State of Qin to Rescue the State of Wei", volume 1 of the records on the state of Qin). Zuo Cheng's suggestion was nothing but maintaining Gan Mao's own advantages, and by so doing, leaving the state of Qin and its military forces in oblivion.



Moreover, Zhang Yi intended to hold the post of prime minister of both the state of Qin and the state of Wei at the same time. Shi Yan advised Zhao Xian to help Zhang Yi to fulfil it, because if this was the case, in fear of being defeated, the state of Han would certainly resort to the state of Chu in the south. As a result, Zhang Yi could control the states of Qin and Wei as he wished, and Zhao Xian himself could control the states of Chu and Han simultaneously (referring to “Zhang Yi Wanted to Become the Prime Minister of Both Qin and Wei”, volume 1 of the records on the state of Wei). Another instance of such trickery, is seen when DaCheng Wu, a powerful official of the state of Zhao especially went to the state of Han to conspire with Shen Buhai to manipulatively join the states of Han and Zhao together (referring to “DaCheng Wu Came from Zhao”, volume 1 of the records on the state of Han). They both aimed solely at fulfilling their own wicked self-interest. So, it is easy to draw the conclusion that, not only did powerful officials, holding extremely important positions, have no sense of loyalty, being unashamed of “serving” two sovereigns at the same time, but they also put their own power ahead of whatever states they worked for. Thirdly, even petty people of very low social status could be “bought” with money. After Su Qin failed to persuade the king of Qin to take his advice, wearily and penniless, he went home. His wife did not stop weaving, his sister-in-law did not cook anything for him to eat, and his parents did not speak a word to him. When he was appreciated by the king of Zhao and appointed to be Zhao's prime minister, he was sent on a



diplomatic mission on behalf of Zhao to the state of Chu and passed by his hometown, Luoyang. When his parents heard this news, they cleaned the house and the street, arranged a concert and a banquet to greet him. And they also walked thirty *li* to the suburb to welcome him. His wife dared not look him directly in the eye, and paid very much attention to listening to every word he said. His sister-in-law crawled out to pay her respect. She bowed down four times before him and knelt down and asked him to forgive her prior inhospitality. Su Qin asked, "My sister-in-law, why were you very arrogant before but so humble now?" The sister-in-law replied, "Because now you are powerful and rich" (referring to "Su Qin Started Suggesting Unifying the Six States to Counteract Qin", volume 1 of the records on the state of Qin). When the troops of Qin attacked Handan, they failed to conquer it for 17 months. Many people advised Wang Ji, the Commander-in-Chief to reward his officers and men, but Wang rejected this advice. As a result, officers and men rebelled and brought a false rebellion charge against Wang (referring to "The Troops of Qin Attacked Handan", volume 3 of the records on the state of Qin). When Gao Man led the troops assault on Yiyang, the soldiers did not charge forward after he had issued orders several times. His vice general advised him to treat the officers and men, and Gan Mao dispensed his own money to reward them. On the next day, they occupied Yiyang after one battle (referring to "Gan Mao Attacked Yiyang", volume 2 of the records on the state of Qin). All these cases showed the important role money played. Being stimulated with money, officers and men would



fight to the death. Therefore, Su Qin said, “Oh! If I am poor, my parents will not regard me as their son. But if I am rich and powerful, even my relatives will be afraid of me. How can one simply overlook power and wealth when one is alive” (referring to “Su Qin Started Suggesting Unifying the Six States to Counteract Qin”, volume 1 of the records on the state of Qin)? Living in the world, then how could men stop seeking power and wealth?

All these cases indicate that people of the Warring States period openly pursued material benefits. The Warring States period was an era aimed at fame and wealth. In accord with the seeking of material benefits, in the realm of ideology, multiple or even incompatible values became the most important trait of this era. Lou Huan, a man of the Warring States period once told such a story: Gongfu Wenbo died while he was serving in the government of the state of Lu, and all of his 16 concubines committed suicide for his sake. However, his mother did not shed even one drop of tear after she heard this bad news. People asked her why she reacted this way, and she said this indicated that he treated his women much better than his mother while he was alive. According to Lou Huan, on the one side, she might be a good mother, but on the other side, she was an envious woman (referring to “Qin Attacked Zhao's Changping”, volume 3 of the records on the state of Zhao). Different people judged things with different standards, and by focusing their attention on different aspects, people drew different conclusions on the same matters. The thinking of a lot of people of the Warring States period can be represented by Su

Dai's talk to King Zhao of the state of Yan as follows, "A man as dutiful as Zeng Shen and Xiao Ji would do nothing except take good care of his parents. A man as honest as Wei Gao would simply not cheat others. And men as clean-fingered as Bao Jiao and Shi Qiu would simply refuse to steal. But I am a person of ambitious goals. In my opinion, a person cannot become powerful and influential simply because he is clean-fingered, nor can he make great contribution due only to his righteousness. Benevolence and righteousness are principles which people adhere to to improve themselves. However, they are by no means the right ways for an ambitious man reaching his ideals" (referring to "Su Dai Had a Talk with King Zhao of Yan").

Obviously, the so-called virtues of benevolence, righteousness, and the sense of honour were against the values held by most of the persuasive talkers in the Warring States period. For, they practiced opposite rules. "Shi Ju Spoke Ill of Gongsun Yan in Front of Wei's King", volume 2 of the records on the state of Wei, recorded that Shi Ju was at odds with Gongsun Yan, and therefore defamed Gongsun before King Hui of Wei. Gongsun Yan took revenge and told Zhang Yi, "I am going to ask His Majesty to devolve the state on you, thus His Majesty will be regarded as a Yao or a Shun. But please refuse to take it over. Therefore, you will be considered as a Xu You. Accordingly I will ask His Majesty to confer a county with ten thousand families on you as your fief." Zhang Yi was more than happy so that he ordered Shi Ju to visit Gongsun Yan several times. When King Wei heard of this, he no longer trusted Shi Ju, and as a



result, Shi Ju was forced to leave the state of Wei. Interestingly enough, the principles and rules these figures in this story practiced were overly simple. In their opinion, all sovereigns able to give up throne were as virtuous as Yao and Shun; all officials rejecting throne were considered as Xu You's matches. Judging these matters this way, it was ridiculous. In conclusion, playing trickery, persecuting foes, building cliques, and taking advantage of their states, such men just sought self-interest at any cost, being amoral with no fixed values.

None the less, due to such free and open circumstances, in the fields of thinking and ideology, the thoughts of various schools drew close to that of the Confucian School, and a variety of values became more and more unified. With the lapse of time, a remarkable phenomenon of the Warring States period was the uprising of the *shi* class. This was recorded in *Records on the Warring States Period*. Here no further discussion on the background of the uprising of *shi* is made; we merely want to categorise this class in three groups. The first group can be identified as bold fighters, or the so-called *yongshi* like Nie Zheng, Yu Rang, Jing Ke, etc. Normally they would fight to the death to take revenge for their "confidants" only because the latter once treated them well, recognized their valour or physical feats. And their confidants, absolutely their superiors, usually were wealthy and powerful people of high social status. *Records on the Warring States Period* took a positive attitude towards this kind of fighter. The second group can be classed as persuasive talkers, or the so-called *ceshi* like Cai Ze, Dun

Ruo, Su Qin, Su Dai, Zhang Yi, Yao Jia and etc. They were smart and talkative, able to actually weigh-up each situation and every matter. With their excellent skills in reasoning, they could easily control the minds of listeners, and therefore manipulate them to do whatever they wanted. That's why Li Mengyang said "Those who love rhetoric learn from its language". They thus, remonstrated with sovereigns merely to benefit themselves. For this kind of person, *Records on the Warring States Period* took a neutral attitude. The third group can be classified as righteous scholars, or the so-called *yishi*; Feng Xuan's "buying righteousness" on behalf of Lord Mengchang, Tang Ju's remonstrating with the king of Qin, and Lu Zhonglian's refusing to regard Qin's king as Son of Heaven in the world, etc. , these scholars were virtuous, wise and bold, and therefore became the models of later ages. In fact, they both advocated and practiced the values of the Confucian School. And men can easily discern *Records on the Warring States Period*'s admiration towards them.

Although *Records on the Warring States Period* reflects a variety of thoughts, values in accord with the principles of the Confucian School took shape step by step, and gained more and more respect. For instance, Historian Ao refused to see his grandson born out of wedlock, and criticized his daughter, the then queen of King Xiang of Qi, as follows: "You married without a matchmaker and defamed my reputation, so I no longer regard you as my daughter". This reflected his Confucian standards. And in the same chapter, the historian's daughter was praised because she was a dutiful child and treated her father with filial piety (referring to



“King Min of Qi Was Murdered,” volume 6 of the records on the state of Qi). In volume 1 of the records on the state of Wei, the chapter titled “Marquis Wen of Wei Had an Appointment with a Man in Charge of Mountain Forests” recorded that Marquis Wen kept his word and went out in the rain to meet and go hunting with a low-ranking official as promised. At the end of this story, the author claimed that the state of Wei became stronger and stronger ever since. Honesty and sincerity should be the footstone of a state. This also indicates the author’s standpoint. In volume 2 of the records on the state of Wei, “Wei Ying, the King of Wei Invited Some Sovereigns for a Drink at Fan Tai” recorded that the sovereign of the state of Lu warned the king of Wei to keep away from good wines, fine delicacies, pretty women as well as beautiful sceneries, and thus to focus on administering. The sovereign of Lu was the most outstanding representative of the thoughts of the Confucian School, and needless to say, his words reflected nothing but Confucian values. The last sentence in this story, —“King Hui (the king of Wei) praised his words” also showed the author’s approval of these values.

So, it is warranted for us to believe that during the Warring States period, Confucian values started to play an undeniable yet sometimes subtle role. Compared to the vogue of that time, Confucianism advocated men to retrain lust and self-interest to practice the principles of propriety. This philosophical attitude indeed reflected more unselfish, righteous values, therefore was to some extent accepted by people of that era, and affected upright scholars’ behaviour



and paths they followed. And this in turn influenced more people to a higher extent. Hence, taking into consideration the fact that some chapters in *Records on the Warring States Period* were finished during the beginning of the West-Han Dynasty, we can assume that Emperor Han-Wu-Di's suppression of a Hundred Schools in order to advocate Confucianism, was by no means an instantaneous decision, but was deeply-seated in the then social background and firmly backed by the basis of the thoughts of that time. Among a variety of values, Confucian thoughts certainly played a role in the Warring States period. And this undeniably formed the foundation for Confucian thoughts to become the ruling ideology.

Nonetheless, Confucian thoughts were not the mainstream ideology of the Warring States period. Because the Warring States period was a time which focused mainly on fame and profit, almost all methods for seeking self-interest were tolerated. As a result, men normally went after material advantages at any cost, by any means. Commonly, they would resort to trickery. So, Li Mengyang declared that "and (those) who fond of trickery mimic its wisdom". Chang Tuo, an official of West Zhou, for instance, escaped to East Zhou, and divulged all information on West Zhou to East Zhou. So, people of East Zhou were very happy and those of West Zhou became extremely angry with him. Feng Ju, an official of West Zhou, arranged a man taking 30 *jin* of gold and a letter addressed to Chang Tuo to East Zhou, and it stated in the letter: "Please inform Chang Tuo, if you can succeed in taking action (against East Zhou), then please try your best



to do so. If you cannot, then please return immediately. Return immediately! Our secret will be discovered if it takes too long, and as a result, you might lose your life.” Then he sent another messenger to inform East Zhou’s officer in charge of intelligence as follows: “A spy will enter your state tonight.” The officer in charge of intelligence caught the spy and brought him to the sovereign of East Zhou. Then the sovereign of East Zhou beheaded Chang Tuo (referring to “Chang Tuo Escaped to West Zhou”, the records on the state of East Zhou). Another example illustrates West Zhou being at odds with East Zhou. People in East Zhou wanted to plant rice but West Zhou did not release water for the former. Su Qin promised the sovereign of East Zhou that he could advise West Zhou to release water. So Su went to West Zhou and deceived its sovereign that people in East Zhou had grown wheat, so their plants would be totally damaged if water was released. Then the sovereign of West Zhou issued an order to release water, and Su Qin was rewarded by both sides (referring to “East Zhou Wanted to Grow Rice”, records on the state of East Zhou). A third example; once troops of the state of Qin attacked the state of Qi. Zhang Yi feared that the state of Chu might assist Qi, so he promised to cede Chu 600 square miles of land to prevent Chu from rescuing Qi. After the war was over, Zhang Yi denied it and claimed that he only promised 6 miles of land instead of 600 (referring to “Qi Helped Chu in Attacking Qin”, volume 2 of the records on the state of Qin). Not only could people rely on contemptible means to deceive one person on one occasion or in one war, some also conspired to usurp the whole state. For instance,



Lü Buwei planned to seize the state of Qin, Li Yuan carefully and successfully arranged the bastard of his younger sister and Lord Chunshen to take over the throne of the state of Chu. Such cattiness was disgustingly infamous. In this aspect, *Records on the Warring States Period* also exerted negative influence on some sly petty men. So, for the stories and figures kept in *Records on the Warring States Period*, we need to take an objective attitude.

Besides, many fables and metaphors, such as “adding feet while drawing a snake”, “the fox’s resorting to the boldness of a tiger”, “an extremely frightened bird that was caught by an arrow before”, “heading south in the hope of reaching the destination in the north”, and “the fight between a snipe and a clam”, etc., that were kept in *Records on the Warring States Period* become frequently quoted sources generations after generations. *Records on the Warring States Period*’s success in narrating stories and portraying figures also exerts positive influences on successive works of literature. From Han to Song Dynasties, many writers such as Jia Yi, Chao Cuo, Sima Qian, Su Xun, Su Shi and Su Zhe etc., used it for reference. Many rhetorical devices and genres used in *Records on the Warring States Period* have also been adopted by some *fu* works in the Han Dynasty.

My translation of *Records on the Warring States Period* will soon be printed, I want to express my sincere thanks to Prof. Chu Zuwu and Prof. Liang Liangxing for proofreading my Chinese and English version respectively. I thank them for taking their extremely valuable time to read and correct it and give me useful suggestions. As a young scholar interested

in culture exchange, I am not well versed in every aspect in ancient language and culture, so, there must be some mistakes in my translation, I sincerely wish that experts in this field will not hesitate to criticize and correct my work whenever they read it. My special thanks go to Adrian Parsons. Mr. Parsons, a British Australian scholar very much fond of Chinese culture, is my mentor and good friend; we have known each other for many years and built up deep friendship. Without him, the publishing of this translation would be impossible. Here, I want to send him my deepest thanks and best wishes, and I anticipate that our friendship will come down, just like this translation.

Dr. Zhai Jianguye

Dec. 12, 2007





# 战国策



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## 卷一 东周

### 秦兴师临周而求九鼎

#### 【原文】

秦兴师临周而求九鼎，周君患之，以告颜率。颜率曰：“大王勿忧，臣请东借救于齐。”颜率至齐，谓齐王曰：“夫秦之为无道也，欲兴兵临周而求九鼎。周之君臣内自(尽)[画]计：与秦，不若归之大国。夫存危国，美名也；得九鼎，厚宝也。愿大王图之！”齐王大悦，发师五万人，使陈臣思将，以救周，而秦兵罢。

齐将求九鼎，周君又患之。颜率曰：“大王勿忧！臣请东解之。”颜

#### 【今译】

秦国发兵逼近东周索要九鼎，东周国君很忧虑，把这件事告诉了颜率。颜率说：“大王不要担忧，请让我到东方请求齐国发兵援助。”颜率到了齐国，对齐王说：“秦国无道，打算发兵进逼东周以索要九鼎。周国的君臣私下谋划，与其给秦国，不如送给贵国。使面临绝境的国家得以生存，是很高的荣誉；得到九鼎，是珍贵的宝物。希望大王考虑一下。”齐王非常高兴，发兵五万，派陈臣思率领军队前往营救东周，于是秦军撤退。

齐国将要索取九鼎，东周国君又很担忧。颜率说：“大王不必担忧，我请求到东方为您解忧。”颜率到达齐国，对齐王说：“东周依仗贵国的



## **Book 1**

### **On East Zhou**

#### **The Troops of Qin Surrounded East Zhou for the Nine Cauldrons**

In order to obtain the Nine Cauldrons, the troops of the state of Qin surrounded the state of East Zhou. The sovereign of East Zhou was worried about this and he told Yan Shuai. Yan Shuai said, "Your Majesty, please do not worry about it. Please allow me to go to the east to the state of Qi to ask for help." Yan Shuai arrived in Qi and told the king of Qi, "The state of Qin is very unrighteous. In order to obtain the Nine Cauldrons, it plans to dispatch troops to surround East Zhou. Both His Majesty and we court officials think that we would rather give the cauldrons to Your Majesty instead of presenting them to Qin. By helping an endangered state to survive, you will obtain a high reputation. By obtaining the Nine Cauldrons, you can gain the most precious treasures. I hope that Your Majesty will think it over." The king of Qi was very happy, so he sent Chen Chensi to lead five hundred thousand soldiers to rescue East Zhou. The troops of Qin retreated.

Later, because the state of Qi would ask for the Nine Cauldrons, the sovereign of East Zhou became worried again. Yan Shuai said, "Your Majesty, please do not worry. I am going to the east to settle this problem." Yan Shuai arrived in

### 【原文】

率至齐，谓齐王曰：“周赖大国之义，得君臣父子相保也，愿献九鼎，不识大国何途之从而致之齐？”齐王曰：“寡人将寄径于梁。”颜率曰：“不可。夫梁之君臣，欲得九鼎，谋之晖台之下，少海之上，其日久矣。鼎入梁，必不出。”齐王曰：“寡人将寄径于楚。”对曰：“不可。楚之君臣，欲得九鼎，谋之于叶庭之中，其日久矣。若入楚，鼎必不出。”王曰：“寡人终何途之从而致之齐？”颜率曰：“弊邑固窃为大王患之。夫鼎者，非效醯壶菹醢耳，可怀挟提挈以至齐者；非效鸟集乌飞兔兴马逝，漓然可止于齐者。昔周之伐殷，得九鼎，凡一鼎而九万人挽之，九九八十一万人，士卒

### 【今译】

又举，君臣父子才得以保全。我们愿意敬献九鼎，但不知道贵国打算经由哪条路将它们运送到齐国？”齐王说：“我将借道梁国。”颜率说：“不行。梁国君臣很想得到九鼎，他们在晖台下、少海上谋划了很长时间了。九鼎运送到梁国后，一定不能再运出来了。”齐王说：“我将取道楚国。”颜率说：“不行。楚国君臣很想得到九鼎，他们在叶庭中已经谋划了很长时间了。九鼎运送到楚国后，一定不能再运出来了。”齐王说：“那我最终选择哪条路线才能把它们运送到齐国？”颜率说：“所以鄙国私下很为大王担心这件事。鼎不像醯壶、菹醢那样可以怀揣着、手提着运送到齐国，也不像飞鸟、乌鸢、野兔、奔马那样可以飞速到达齐国。当初周朝征伐殷商，得到九鼎，一只鼎就需要九万人牵引着，一兵需要九



Qi and told the king, "Due to the righteous military action of your state, the lives of both our sovereign and court officials, both fathers and sons were saved. We want to present the Nine Cauldrons to Your Majesty, but do not know which road you are going to take to transport the cauldrons." The king of Qi said, "I am going to transport them through the state of Liang." Yan Shuai said, "No, you should not do that. Both the sovereign and court officials of Liang want to possess the Nine Cauldrons, and they have planned to obtain them both under the platform of Hui Tai and at Shao Hai for a long time. If the cauldrons are carried to Liang, I am sure that they will not be carried out of that state." The king of Qi said, "Then I am going to transport the cauldrons through the state of Chu." Yan Shuai said, "No, you should not do that. Both the sovereign and court officials of Chu want to own the Nine Cauldrons. They have planned to gain them for a long time in Yeting. If the cauldrons are taken to Chu, I am sure that they won't be brought out of that state." The king said, "Which road shall I take then to transport the cauldrons to Qi?" Yan Shuai said, "Well, we are worrying about that for your sake. As for those cauldrons, we cannot bring them here by hand or in the arms like carrying a vinegar pot or a sauce jar, and they cannot reach Qi as quickly as flying birds and crows, or running hares and horses. Formerly, the troops of the Zhou Dynasty attacked the Shang Dynasty and obtained the Nine Cauldrons. When transporting them, ninety thousand people were needed to carry each of them, so eight hundred and ten thousand people were used to transport

### 【原文】

师徒器械被具所以备者称此。今大王纵有其人，何途之从而出？臣窃为大王私忧之。”齐王曰：“子之数来者，犹无与耳！”颜率曰：“不敢欺大国，疾定所从出，弊邑迁鼎以待命。”齐王乃止。

### 【今译】

九八十一万人。其他士卒，如运送器械、被服等物品以及用于后备的，也相当于这个数目。如今大王即使有这么多人手，又从哪条道把它们运出呢？我私下里很为大王担心这件事。”齐王说：“您来了好几次，还是不给我九鼎啊。”颜率说：“我们不敢欺骗大国，请立即决定经由哪条路线运送，鄙国随时待命准备献出九鼎。”于是齐王作罢。

秦攻宜阳，周君谓赵累曰：“子以为何如？”对曰：“宜阳必拔也。”君曰：“宜阳城方八里，材上十万，粟支数年，公仲之军二十万，景翠以楚之众临山而救之。秦必无功。”对曰：“甘茂，羁旅也。攻宜阳而有功，则闾公旦也；无功，则削迹于秦。秦王不听群臣父兄之义而攻宜阳，宜阳不

## 【今译】

秦国进攻宜阳，东周国君对赵累说：“您以为结果会怎样？”赵累回答说：“宜阳一定会被攻下的。”东周国君说：“宜阳城方围八里，拥有十万精兵和可供几年消费的粮食。公仲有二十万军队，景翠率领楚国军队驻扎在山下以援救宜阳，秦军一定劳而无功。”赵累回答说：“甘茂寓居秦国，若攻下宜阳，他的功劳就可以与周公旦相提并论；如果攻不下，他就会离开秦国。秦王不听群臣、父辈与长者的意见，执意攻打宜



the cauldrons. Moreover, an equal number of soldiers were needed to carry utensils such as weapons, clothes and serve as reinforcements. Even though Your Majesty might also have as many people to transport them, which road are you going to take? I worry about this very much for your sake." The king of Qi said, "You have come here several times but still do not want to give me the cauldrons." Yan Shuai said, "We dare not cheat you. Please make a decision to choose the right road to transport the cauldrons. We are going to present them to you as soon as we receive your order." The king of Qi then gave up the cauldrons.

### The Troops of Qin Attacked Yiyang

The troops of the state of Qin were attacking Yiyang. The sovereign of the state of East Zhou asked Zhao Lei, "What do you think the result will be?" Zhao Lei replied, "Yiyang will definitely be defeated." The sovereign said, "The city of Yiyang is about eight square *li* in size. It has one hundred thousand trained warriors, and its store of grain can last it for several years. Gong Zhong has two hundred thousand soldiers. Moreover, if Jing Cui leads the troops of Chu to be stationed at the foot of the mountain to rescue Yiyang, Qin will not succeed." Zhao Lei said, "Qin is not Gan Mao's native state (Gan Mao is the general of Qin). If he can make contribution by defeating Yiyang, he will be as meritorious as Duke Zhou Dan. If he cannot defeat it, he will leave Qin. The king of Qin has made up his mind to attack

### 【原文】

拔，秦王耻之。臣故曰拔。”君曰：“子为寡人谋，且奈何？”对曰：“君谓景翠曰：‘公爵为执圭，官为柱国，战而胜，则无加焉矣；不胜，则死。不如背秦援宜阳。公进兵，秦恐公之乘其弊也，必以宝事公；公中慕公之为己乘秦也，亦必尽其宝。’”

秦拔宜阳，景翠果进兵。秦惧，遽效煮枣。韩氏果亦效重宝。景翠得城于秦，受宝于韩，而德东周。

### 【今译】

阳，若不能攻克宜阳，秦王会觉得很羞耻。所以我说宜阳一定能被攻下。”东周国君说：“您为我谋划一下，怎么样？”赵累回答说：“大王可以派人对景翠说：‘您的爵位是执圭，官职是柱国。如果攻打宜阳能够取胜，您的爵位与官职也不会提升了；如果不能取胜，就是死路一条。您不如背叛秦国，援助宜阳。您派兵进发，秦国害怕您乘机攻打他们，一定会进献珍宝给您；公中感激您为他进攻秦国，也一定会给您进献珍宝。’”

秦国攻克宜阳，景翠果然派兵进发。秦国恐惧，于是把煮枣献给他。不出所料，韩国也送给他珍贵的宝物。景翠得到秦国的土地，拿了韩国的珍宝，因而很感激东周。

## 东周与西周战

### 【原文】

东周与西周战，韩救西周。为东周谓韩王曰：“西周者，故天子之国

### 【今译】

东周跟西周发生战争，韩国想援助西周。有人替东周的国君劝说





Yiyang despite the opposition of his court officials and the elders. If the troops of Qin cannot occupy Yiyang, the king of Qin will be extremely ashamed. So I said that Yiyang would definitely be defeated." The sovereign of East Zhou asked him, "Would you please give me some instructions on this situation?" Zhao Lei replied, "Your Majesty can send a messenger to tell Jing Cui, 'Your title is as honourable as Zhi Gui (referring to a great honour of carrying a Gui, a piece of jade, to the court) and your position is as high as Zhu Guo (referring to the title of the highest-ranking official of the state of Chu). If you win the war and defeat Yiyang, you will not obtain more honour and your position won't be any higher. However, if you lose the war, you will definitely be executed. Why not act against the state of Qin and help Yiyang? Then, after you deploy your troops, Qin will fear that you might attack them, so it will certainly present some treasures to you. Gong Zhong will be grateful to you since you are there to help his state, so he will certainly present some treasures to you as well.'"

After Qin defeated Yiyang, Jing Cui dispatched his troops to rescue Yiyang as expected. The state of Qin was terrified, so it presented Zhuzao to Jing Cui, and the state of Han also presented him some very valuable treasures. Thus, Jing Cui obtained land from Qin and gained precious treasures from Han, so he was very grateful to the state of East Zhou.

### **East Zhou and West Zhou Were Engaged in a War**

The states of East Zhou and West Zhou were engaged in



### 【原文】

也，多名器重宝。案兵而勿出，可以德东周，西周之宝可尽矣。”

### 【今译】

韩王道：“西周是天子的旧都，有很多名贵的物品与珍宝。如果按兵不动，东周就会感激您，您也可以得到西周全部的珍宝。”

## 东周与西周争

### 【原文】

东周与西周争，西周欲和于楚、韩。齐明谓东周君曰：“臣恐西周之与楚、韩宝，令之为己求地于东周也。不若谓楚、韩曰：‘西周之欲入宝，持二端。令东周之兵不急西周，西周之宝不入楚、韩。’楚、韩欲得宝，即且趣我攻西周。西周宝出，是我为楚、韩取宝以德之也。西周弱矣。”

### 【今译】

东周与西周发生冲突，西周打算联合楚国与韩国对抗东周。齐明对东周的国君说：“我担心西周会献给楚国与韩国宝物，让它们替自己跟我们东周索要土地。不如派人对楚国与韩国说：‘西周想送给你们宝物，但它犹豫不决。现在如果东周不立即发兵攻打西周，西周就不会向楚国与韩国进献宝物。’楚国与韩国如果想得到宝物，就会催促我们进攻西周。西周献出宝物，那就是我们为楚国与韩国争取到了宝物，它们就会感激我们，西周就会被削弱了。”



a war. The state of Han wanted to help West Zhou in fighting East Zhou. Somebody went to persuade the king of Han on behalf of East Zhou. He said, “West Zhou used to be the capital city of the Son of Heaven, so it possesses innumerable famous utensils and precious treasures. Your Majesty, if you don’t dispatch your troops to help West Zhou, East Zhou will be very grateful to you. Moreover, you can obtain all the famous utensils and precious treasures of West Zhou.”

### **East Zhou and West Zhou Were Engaged in a Conflict**

The states of East Zhou and West Zhou were engaged in a conflict. West Zhou wanted to ally itself to the state of Chu and the state of Han. Qi Ming discussed this matter with the sovereign of East Zhou. He said, “I am afraid that West Zhou might present some treasures to Chu and Han, and then ask these two states to demand some of our territory for them. We’d better send a messenger to Chu and Han and tell their sovereigns as follows: ‘Even though West Zhou may present some treasures to you, it has not yet made up its mind to do so. Now if the troops of East Zhou do not launch military operations against West Zhou, West Zhou will not present you with its treasures. So if you both want to obtain the treasures, you’d better urge our state to attack West Zhou immediately.’ Thus, even though West Zhou may present its treasures to Chu and Han, these two states will be grateful to us, and West Zhou will be weakened.”



## 东周欲为稻

### 【原文】

东周欲为稻，西周不下水，东周患之。苏子谓东周君曰：“臣请使西周下水，可乎？”乃往见西周之君曰：“君之谋过矣！今不下水，所以富东周也。今其民皆种麦，无他种矣。君若欲害之，不若一为下水，以病其所种。下水，东周必复种稻，种稻而复夺之。若是，则东周之民可令一仰西周，而受命于君矣。”西周君曰：“善。”遂下水。苏子亦得两国之金也。

### 【今译】

东周打算种水稻，西周不肯放水灌溉，东周很担忧。苏子对东周的国君说：“我请求出使西周让它放水，可以吗？”于是他前往拜见西周国君并对他说：“大王的谋略有失误啊！现在不放水，正好能让东周富起来。如今东周的百姓都种麦子，别的庄稼都没种。大王如果想加害于他们，不如放水淹了他们种的麦子。放了水后，东周人一定改为种稻子。他们种稻子后再夺取他们的稻子，这样一来，东周的百姓就都仰仗大王，并对您唯命是从了。”西周国君说：“好。”于是下令放水。苏子得到了两个国家的酬金。

## 昭献在阳翟

### 【原文】

昭献在阳翟，周君将令相国往，相国（将）不欲。苏厉为之谓周君

### 【今译】

昭献在阳翟，东周国君打算派相国前往拜见昭献，相国不愿意去。



### **East Zhou Wanted to Grow Rice**

The state of East Zhou wanted to grow rice, but the state of West Zhou dammed the water, so it could not flow to East Zhou. East Zhou worried about this. Mr. Su told the sovereign of East Zhou, “Your Majesty, would you please send me on a diplomatic mission to West Zhou so that I can ask them to break the dam and let the water flow into our territory?” So Su went to visit the sovereign of West Zhou and said, “Your Majesty, your plan is totally wrong! Now if you do not let the water flow to East Zhou, you will enrich East Zhou. Nowadays, the people of East Zhou sow wheat, and they don’t grow any other crops. If you are going to cause damage to them, the best choice is to break the dam to inundate their wheat crops. Thus the people there will definitely plant rice. And then you can plunder their rice harvest. Therefore, the people of East Zhou will rely on you and will be ready to carry out your orders at any time.” The sovereign of West Zhou said, “Very good!” So he ordered that the water be allowed to flow to East Zhou. As a result, Su obtained remuneration from both states.

### **Zhao Xian Was in Yangdi**

Zhao Xian was in Yangdi. The sovereign of the state of East Zhou was to send the prime minister to visit Zhao Xian. However, the prime minister didn’t want to go. Su Li went

【原文】

曰：“楚王与魏王遇也，主君令陈封之楚，令向公之魏。楚、韩之遇也，主君令许公之楚，令向公之韩。今昭献非人主也，而主君令相国往。若其王在阳翟，主君将令谁往？”周君曰：“善。”乃止其行。

【今译】

苏厉替相国对东周国君说：“楚王与魏王会晤的时候，大王派陈封到楚国，派向公到魏国。楚王与韩王会晤的时候，大王派许公到楚国，派向公到韩国。如今昭献并非君主，大王却派相国前往拜见他。假如他的君主本人在阳翟，大王又将派谁前往呢？”东周国君说：“好吧。”于是不再让相国前往。

## 秦假道于周以伐韩

【原文】

秦假道于周以伐韩，周恐假之而恶于韩，不假而恶于秦。史儋谓周君曰：“君何不令人谓韩公叔曰：‘秦敢绝塞而伐韩者，信东周也。公何不与周地，发重使使之楚？秦必疑，不信周。是韩不伐也。’又谓秦王

【今译】

秦国向东周借道攻打韩国，东周担心借道给秦国会得罪韩国，不借道会得罪秦国。史儋对东周国君说：“大王何不派人对韩国君主说：‘秦国敢于跨过东周边境攻打韩国，是因为相信东周。大王何不送给东周土地，让东周派出重臣出使楚国，那样秦国就会起疑心，不再信任东周，就不会进攻韩国了。’然后再派人对秦王说：‘韩国强行送给东周土地，



to see the sovereign of East Zhou on the prime minister's behalf. He said, "When the king of Chu and the king of Wei were having a meeting, you sent Chen Feng to Chu and Mr. Xiang to Wei. When the king of Chu and the king of Han were having a meeting, you sent Mr. Xu to Chu and Mr. Xiang to Han. Now Zhao Xian is not a sovereign, but you are going to send our prime minister to visit him. Suppose Zhao Xian's sovereign was in Yang Di, whom would Your Majesty send to visit him?" The sovereign of East Zhou said, "I see." So he gave up his plan.

### **The Troops of Qin Wanted to March Through East Zhou to Attack Han**

The troops of the state of Qin wanted to march through the state of East Zhou to attack the state of Han. East Zhou was faced with a dilemma: if it allows the troops of Qin to march through its territory, it might offend Han; if it does not allow Qin to do so, it might offend Qin. Shi Yan told the sovereign of East Zhou, "Your Majesty, why not send somebody to take a message to the sovereign of Han as follows: 'The reason that the troops of Qin dare to cross East Zhou's border to attack Han lies in their trust in East Zhou. Your Majesty, why not give East Zhou some land, and then ask it to send an important court official on a diplomatic mission to the state of Chu? Thus Qin will doubt East Zhou's loyalty and will not trust it any more. Therefore, its troops will not attack Han.' Then send another messenger to tell



【原文】

曰：“韩强与周地，特以疑周于秦，寡人不敢弗受。”秦必无辞而令周弗受，是得地于韩，而听于秦也。”

【今译】

是要让秦国对东周产生疑心，我不敢不接受。”秦国一定无法可说让东周不接受韩国的土地，这样东周既得到了韩国的土地又顺从了秦国的意愿。”

## 楚攻雍氏

【原文】

楚攻雍氏，周赧秦、韩。楚王怒周，周之君患之。为周谓楚王曰：“以王之强而怒周，周恐，必以国合于所与栗之国，则是劲王之敌也，故王不若速解周恐。彼前得罪而后得解，必厚事王矣。”

【今译】

楚国进攻雍氏，东周周赧秦国与韩国联合。楚王对东周很是恼火。东周的国君对此很忧虑。有人警告东周对楚王说：“大王国力如此强大，却对东周恼怒，东周定会恐惧，必定联合它所畏惧的国家，那样就助长了大王的敌人的力量，所以大王不如迅速解除东周的恐惧。它得罪大王在先，后来得到谅解，一定会对大王非常好的。”

## 周(最)[冢]谓(石)[吕]礼

【原文】

周(最)[冢]谓(石)[吕]礼曰：“子何不以秦攻齐？臣请令齐相子子以齐事秦，必无处矣。子因令(周)(最)[冢]居魏以共之，是天下制于

【今译】

周(最)[冢]对(石)[吕]礼说：“您何不凭借秦国进攻齐国？我请求让齐国任用您为相国，您凭借齐国事奉秦国，一定会没有忧虑了。然后您让我居住在魏国，共同事奉秦国，这样一来全天下都在您掌握之中





the king of Qin, ‘In order to make Your Majesty doubt our loyalty to you, the state of Han forces us to accept its land, and we dare not refuse it.’ Thus Qin will not find a way to stop us from accepting the land. As a result, we can obtain land from Han and won’t offend Qin at the same time. ”

### **Chu Attacked Yong Shi**

The troops of the state of Chu attacked Yong Shi. The state of East Zhou sent some grain to the states of Qin and Han. The king of Chu was very angry because of this, and the sovereign of East Zhou worried a lot about it. Someone consulted the king of Chu on behalf of the sovereign of East Zhou. The man said, “Because Your Majesty is powerful, if you are angry with East Zhou, its sovereign will be terrified, and then he will unite all the states he has supported with grain to act against you. Thus you will facilitate your enemy. So, you’d better remove East Zhou’s fear as soon as possible. It has offended you, if you forgive it, it will be very good to you and ready to do anything for you.”

### **Zhou Ju’s Advice to Lü Li**

Zhou Ju told Lü Li, “Why not rely on the military strength of the state of Qin to attack the state of Qi? Please let me ask Qi to appoint you as its prime minister. Then you can serve Qin depending on Qi and will no longer need to worry about anything. Then you can send me to the state of

【原文】

子也。子东重于齐，西贵于秦。秦、齐合，则子常重矣。”

【今译】

了。您在东方受到齐国重用，在西方倍受秦国器重。秦国与齐国交好，那您就能长久得到重用。”

## 周相吕仓见客于周君

【原文】

周相吕仓见客于周君。前相工师藉恐客之伤己也，因令人谓周君曰：“客者，辩士也。然而所以不可者，好毁人。”

【今译】

东周相国吕仓把一位客人介绍给东周的国君。前任相国工师藉害怕客人诋毁自己，于是派人对东周国君说：“客人是位能言善辩之士，但不能任用他，因为他喜欢诋毁别人。”

## 周文君免工师藉

【原文】

周文君免工师藉，相吕仓，国人不说也。君有闵闵之心。

谓周文君曰：“国必有诽誉。忠臣令诽在己，誉在上。宋君夺民时以为台，而民非之，无忠臣以掩盖之也。子罕释相为司空，民非子罕而

【今译】

周文君罢了工师藉，任用吕仓为相国，国内人民很不高兴。周文君忧心忡忡。

有人对周文君说：“国君所做的事情，一定有人非议，有人赞扬。忠臣总是把非议留给自己，把赞扬归于君主。宋平公占用百姓农忙的时间来修筑高台，百姓都非议这件事，是因为没有忠臣来掩盖它。子罕辞



Wei, and we can serve Qin together. Thus the whole world will be under your firm control. As a result, you will be both very powerful in Qi in the east and very honourable in Qin in the west. If Qin and Qi can get on well with each other, you will enjoy great power for the rest of your life.”

### **Lü Cang Introduced a Guest to His Sovereign**

Lü Cang, the prime minister of the state of East Zhou, introduced a guest to his sovereign. Gongshi Ji, the former prime minister, was afraid that the guest might speak ill of him in front of the sovereign, so he sent someone to inform the sovereign, “The guest is a persuasive talker. However, you cannot employ him in the government for he likes to defame others.”

### **Lord Wen Wanted to Fire Gongshi Ji**

Lord Wen, the sovereign of the state of East Zhou, dismissed Gongshi Ji and appointed Lü Cang to take Gongshi Ji's place as prime minister. The people were not happy with this decision, so the sovereign was worried.

Someone told Lord Wen, “Whatever undertaking a sovereign takes, there must be some people to praise it and others to reproach it. Loyal court officials shoulder the blame themselves and leave all the praises to the sovereign. Duke Ping of the state of Song forced the people to build a platform for him during the busy season. The people blamed him for

### 【原文】

善其君。齐桓公宫中七市，女闻七百，国人非之。管仲故为三归之家，以掩桓公，非自伤于民也？《春秋》记臣弑君者以百数，皆大臣见誉者也。故大臣得誉，非国家之美也。故众庶成强，增积成山。”周君遂不免。

### 【今译】

去宰相的职位而做了司空，老百姓都指责于罕而称赞宋平公。齐桓公宫内有七个市场，还让七百名歌妓住在那里。国内人民非议此事，管仲因此特意娶了三个异姓的女子，来掩盖桓公的过错，这难道不是有意让百姓指责自己吗？《春秋》中记载了几百个臣子谋杀君主的事例，在所有这些例子里，大臣都受到了称誉。因此大臣受到称誉对国家来说并不是什么好事。所以说平民聚集起来力量强大，土堆积得多了能形或山。”东周国君终于没有罢免工师籍。

## 温人之周

### 【原文】

温人之周，周不纳。客即对曰：“主人也。”问其巷而不知也，吏因囚之。

### 【今译】

一个温地的人到东周去，东周不接纳他。他立即回答说：“我是本地人。”问他住在哪个街巷，他却不知道，官吏因此将他囚禁了。



it. That happened because there was no loyal court official to shoulder the blame for him. Therefore, Zi Han gave up his position as prime minister and became Si Kong (the chief official in charge of supervising large-scale constructions in ancient China). As a result, the people blamed Zi Han but eulogized the sovereign. Duke Huan of the state of Qi set up seven markets inside his palace and moved seven hundred female singers there. People all over the state condemned Duke Huan for it. So Guan Zhong married three women with different surnames to cover up Duke Huan's error. Didn't he try to attract the people's blame to himself on purpose? *The Spring and Autumn Annals* keeps hundreds of records of court officials having murdered their sovereigns. In all those cases, the court officials were praised by the people (while the sovereigns were condemned). Hence, it is not a good thing for the state that high-ranking court officials are praised by the people. So, if many ordinary people unite together, they can build up a great power; if earth piles continuously, a mountain will come into being." So the sovereign didn't dismiss Gongshi Ji from office.

### A Man from Wen Went to Zhou

A person from the area of Wen went to the state of East Zhou. However, East Zhou would not let him enter the state. The man said immediately, "I am a native." People asked him in which street he lived, but he didn't know. So the officer in charge tied him up.

### 【原文】

君使人问之曰：“子非周人，而自谓非客，何也？”对曰：“臣少而诵《诗》，《诗》曰：‘普天之下，莫非王土。率土之滨，莫非王臣。’今周君天下，则我天子之臣，而又为客哉？故曰‘主人’。”君乃使吏出之。

### 【今译】

东周国君派人问他道：“你不是周人，却自称不是外地人，为什么呢？”那人回答说：“我小的时候诵读《诗经》，《诗经》中说：‘普天之下，莫非王土。率土之滨，莫非王臣。’如今周朝统治天下，那我就是天子的臣子，却怎么又是外人呢？所以我说是‘本地人’。”于是东周国君让官吏释放了他。

## 或为周(最)[罍]谓金投

### 【原文】

或为周(最)[罍]谓金投曰：“秦以周(最)[罍]之齐疑天下，而又知赵之难(子)[于]齐人战，恐齐、(韩)[赵]之合，必先合于(秦)[齐]。秦、齐合，则公之国虚矣。公不如救齐，因佐秦而伐韩、魏，上党长子，赵之有已！公(东)[西]收宝于秦，南取地于韩，魏因以(因)[困]。徐为之

### 【今译】

有人替周(最)[罍]对金投说：“秦国因为周(最)[罍]到了齐国就怀疑天下各国要联合起来对付它，而又知道赵国难以跟齐国交战。它担心齐国跟赵国联合，一定会率先跟齐国交好。秦国和齐国联合起来，那您的国家就会成为废墟了。您不如拉拢齐国，趁机帮助秦国进攻韩国和魏国，上党和长子就属于赵国了！您向东可以收取秦国的宝物，向南可以获取韩国的土地，魏国也会因此陷入困顿。慢慢向东靠拢，您就能



The sovereign of East Zhou sent a person to ask him, "You are not from my state, East Zhou. However, you claim that you are from Zhou. Why?" The man replied, "When I was young, I studied *Shi Jing*. A poem from it says, 'All the lands under the sky belong to the King. All the people living on these lands are subjects of the King.' Now the sovereign of East Zhou is the ruler of people all over the world, then I am a subject of the Son of Heaven. So, how could you regard me as a guest? Therefore, I say that I am a native." The sovereign then ordered the officer to set him free.

### Someone Talked with Jin Tou on Behalf of Zhou Ju

Someone talked with Jin Tou on behalf of Zhou Ju. He said, "Because Zhou Ju has escaped to the state of Qi, the state of Qin suspects that other states are associating with each other to conspire against it. It also knows that it is difficult to make the states of Zhao and Qi become involved in warfare. Qin fears that the states of Qi and Zhao might build up an alliance, so it will try to establish diplomatic relations with Qi first. If the states of Qin and Qi unite with each other, your state, Zhao, will become ruined. You'd better win over Qi and assist Qin to attack the states of Han and Wei. Then Shangdang and Zhangzi will belong to Zhao. Hence, you can obtain precious treasures from Qin in the west, gain some land from Han in the south and take occasion to weaken Wei at the same time. As a result, you can impose your influence in the east and establish a firm relationship



【原文】

东，则有合矣。”

【今译】

跟齐国交好。”

## 周(最)[冢]谓金投

【原文】

周(最)[冢]谓金投曰：“公负令秦与强齐战。战胜，秦且收齐而封之，使无多割而听天下之战；不胜，国大伤，不得不听秦。秦尽韩、魏之上党、大原，西止秦之有已！秦地，天下之半也，制齐、楚、三晋之命。复国，且身危，是何计之道也！”

【今译】

周(最)[冢]对金投说：“您失去秦国的支持而跟强大的齐国作战，即使战胜齐国，秦国也将会跟齐国结盟，从而控制它的疆域，不让它割让过多的土地，而您就要受到天下各国的进攻；如果不能取胜，国家就会大伤元气，不得不听命于秦国，秦国就会完全占有韩国和魏国的上党、太原，西部的土地就全归秦国所有了！秦国的领土扩大到全天下的一半，并控制着齐国、楚国、赵国、魏国和韩国的命脉。您的国家倾覆，并且您自身陷入危机，这是什么计策啊！”

## (石)[右]行秦谓大梁造

【原文】

(石)[右]行秦谓大梁造曰：“欲决霸王之名，不如备两周辩知之

【今译】

(石)[右]行秦对大梁造说：“要想取得霸主或帝王的称号，不如广选搜罗两周的能言善辩并且富有智慧的人。”又对东周的国君说：“您下



with Qi. ”

### **Zhou Ju Had a Talk with Jin Tou**

Zhou Ju had a talk with Jin Tou. He said, “Now you have cut off your tie with the state of Qin and launched military action against the powerful state of Qi. If you can win the war, Qin will unite with Qi, manage to control Qi’s territory and therefore won’t let it cede much land to you, but let other states attack you. If you lose the war, the power of your state will be badly damaged. Therefore, you will have to follow Qin’s orders. As a result, Qin will take over Shangdang from the states of Han and Wei, and all those areas west of Dayuan will be in the possession of Qin. Thus Qin will control half of the world’s territory and therefore be able to manipulate the states of Qi, Chu, Zhao, Wei and Han. Not only will your state be ruined, but you yourself will be in danger. What a strategy you are taking!”

### **You Xing Qin Had a Talk with Da Liang Zao**

You Xing Qin (You Xing used to be the title of a kind of high-ranking court official in the state of Qin) had a talk with Da Liang Zao (Da Liang Zao used to be the title of a kind of high-ranking court official in the state of Qin). He said, “To make our sovereign become a Lord-protector or a King, you’d better win over all the eloquent speakers and wise scholars of both the states of East Zhou and West Zhou.” He



【原文】

士。”谓周君曰：“君不如令辩知之士为君争于秦。”

【今译】

如能言善辩而且有智慧的人为您争取秦国的支持。”

## 谓薛公

【原文】

谓薛公曰：“周（最）〔最〕于齐王也〔厚〕而逐之。听祝弗相吕札者，欲取秦。秦、齐合，弗与礼重矣。有周，齐、秦必轻君。君弗如急北兵，趋赵以和秦、魏，收周（最）〔最〕以为后行。且反齐王之信，又禁天下之率。齐无秦，天下果，弗必走，齐王谁与为其国？”

【今译】

有人游说孟尝君说：“虽然周（最）〔最〕跟齐王的关系密切，他还是被驱逐了。齐王听信祝弗的建议任用吕札为相国，是想拉拢秦国。秦国跟齐国联合起来，祝弗和吕札就会受到重用了。他们被重用了，齐国和秦国就一定会轻视您。您不如赶快派兵北上，促使赵国跟秦国和魏国联合，收买周（最）〔最〕作为后援。这样一来，秦国就会背弃跟齐王的盟约，又能防止天下各国发生变故。齐国失去秦国的支持，天下各国就会图谋它，祝弗必定会逃走。除了您，齐王还会任用谁来治理国家呢？”

## 齐听祝弗

【原文】

齐听祝弗，外周（最）〔最〕。谓齐王曰：“逐周（最）〔最〕、听祝弗、相

【今译】

齐国信任祝弗，疏远周（最）〔最〕。有人对齐王说：“您驱逐周（最）



then told the sovereign of East Zhou, "It would be better to send eloquent speakers and wise scholars to the state of Qin to strive for its support for you."

### **Someone Had a Talk with Lord Mengchang**

Someone had a talk with Lord Mengchang. He said, "Even a person like Zhou Ju was dismissed from office by the king of the state of Qi. The king took Zhu Fu's advice to appoint Lü Li to be prime minister because he was planning to hook in the state of Qin. If the states of Qin and Qi establish good relationship with each other, Zhu Fu and Lü Li will become extremely powerful, and then Qin will look down upon you. It would be better if you send troops northwards to urge the state of Zhao to unite with the states of Qin and Wei. You could also buy off Zhou Ju and use him as your own backup. As a result, Qin will break the agreement signed with Qi and stop other states from establishing diplomatic relations with Qi. If Qi loses the support of Qin, other states will conspire against it too. Accordingly, Zhu Fu will be sent away. Except you, whom can the king of Qi use to administer his state?"

### **The King of the State of Qi Trusted Zhu Fu**

The king of the state of Qi trusted Zhu Fu and estranged Zhou Ju. Someone told the king, "The reason why you have sent away Zhou Ju, trusted and employed Zhu Fu, and

【原文】

吕礼者，欲深取秦也。秦得天下，则伐齐深矣。〔大〕〔秦〕齐合，则赵恐伐，故急兵以示秦。秦以赵攻，与之齐伐赵，其实同理，必不处矣。故用祝弗，即天下之理也。”

【今译】

〔祝弗〕，听信祝弗，并且任用吕礼做相国，就是想加深跟秦国的交情。秦国要是获取了天下，就会变本加厉地进攻齐国了。秦国跟齐国联合，赵国就会担心自己被讨伐，因此就会急忙派兵进攻齐国来向秦国表明自己的态度。秦国用赵国攻打齐国，跟让齐国攻打赵国，道理其实是一样的，齐国一定不能保全了。所以任用祝弗就会促成秦国获取天下。”

## 苏厉为周〔最〕〔最〕谓苏秦

【原文】

苏厉为周〔最〕〔最〕谓苏秦曰：“君不如令王听〔最〕〔最〕，以地合于魏，赵故必怒，合于齐。是君以合齐与强楚也产子。君若欲因〔最〕〔最〕之事，则合齐者君也，割地者〔最〕〔最〕也。”

【今译】

苏厉替周〔最〕〔最〕对苏秦说：“您不如让赵王听从周〔最〕〔最〕的建议，割让土地给魏国。赵国一定非常恼怒，就会跟齐国交好。这样一来，就是您通过联合齐国而与强大的楚国结为长期联盟。您如果趁机促成周〔最〕〔最〕提议的事情，那么立下合齐功劳的就是您，而割让土地的就是周〔最〕〔最〕。”

## 谓周〔最〕〔最〕曰仇赫之相宋

【原文】

谓周〔最〕〔最〕曰：“仇赫之相宋，将以观秦之应赵，宋，败三国，三

【今译】

有人对周〔最〕〔最〕说：“仇赫做宋国相国的目的，就是要观察秦国



appointed Lü Li to be prime minister lies in the fact that you want to establish strong relations with the state of Qin. If Qin takes control of the world, it will definitely focus on attacking Qi. If Qi unites with Qin, the state of Zhao will fear that it will be attacked by the allied forces of these two states. So it will send troops to attack Qi immediately to show its attitude towards Qin. Whether Qin manipulates Zhao to attack Qi, or manipulates Qi to attack Zhao, the result will be the same; we will no longer be able to keep our state safe. Hence, trusting and appointing Zhu Fu will facilitate Qin's gaining the whole world."

#### **Su Li Had a Talk with Su Qin on Behalf of Zhou Ju**

Su Li had a talk with Su Qin on behalf of Zhou Ju. He said, "You'd better tell the king of the state of Zhao to take Zhou Ju's advice to cede some land to the state of Wei. Thus the state of Zhao will be very angry and will ally with Qi. So it will be you that establish alliance with the powerful Chu by allying with Qi. If you take occasion to urge the king to take Zhou Ju's advice, you will be the one safeguarding the state of Qi, and Zhou Ju will be the one ceding land to another state."

#### **Someone Had a Talk with Zhou Ju Regarding Appointing Qiu He to be Prime Minister of Song**

Someone had a talk with Zhou Ju. He said, "The reason



### 【原文】

国不败，将兴赵、宋合于东方以孤秦。亦将观韩、魏之于齐也。不固，则将与宋败三国，则卖赵、宋于三国。公何不令人谓韩、魏之王曰：‘欲秦、赵之相卖乎？何不合周（最）[最]兼相，视之不可离？则秦、赵必相卖以合于王也。’”

### 【今译】

是否能跟赵国和宋国联合击败韩国、魏国与齐国。如果这三个国家不能被击败，他就将鼓动赵国和宋国跟东方的这三个国家联合来孤立秦国。他同时也将观察韩国、魏国与齐国之间的关系。如果关系不牢固，他就将用宋国击败这三个国家；如果牢固，他就会把赵国和宋国出卖给这三个国家。您何不派人对韩国和魏国的君主说：‘想让秦国和赵国互相出卖吗？何不让周（最）[最]同时任你们两国的相国来表明你们不可分离？那样一来，秦国和赵国一定会互相出卖并争相与大王交好。’”

## 为周（最）[最]谓魏王

### 【原文】

为周（最）[最]谓魏王曰：“秦知赵之难与齐战也，将恐齐、赵之合也，必阴劬之。赵不敢战，恐秦不已收也，先合于齐。秦、赵争齐而王无

### 【今译】

有人替周（最）[最]对魏王说：“秦国知道难以让赵国跟齐国交战，又担心齐国和赵国会联合起来，所以一定会暗中加强赵国的力量。赵国不敢开战，是担心秦国不能真正支持自己，于是就先跟齐国联合，秦



why Qiu He has accepted the position as prime minister of the state of Song lies in the fact that he wants to observe the state of Qin's reaction to the states of Song and Zhao to see whether or not Qin will be able to support them to defeat the three states of Han, Wei and Qi. If these three states cannot be defeated, he will encourage Zhao and Song to unite with these three eastern states and then isolate Qin. He will also observe the relationship among these three states. If it is not well established and is unstable, he will persuade Song to defeat these three states. If the relationship is well established and firm enough, he will betray Zhao and Song to these three states. You can send a messenger to inform the sovereigns of both Han and Wei as follows: 'Do you want the states of Qin and Zhao to betray each other? If you do, why not appoint Zhou Ju to be prime minister of both of your states to show that the states of Han and Wei are very close and inseparable? Then Qin and Zhao will betray each other and vie with each other to establish good relations with you.' "

### **Someone Had a Talk with Wei's King on Zhou Ju's Behalf**

Someone had a talk with the king of the state of Wei on Zhou Ju's behalf. He said, "The state of Qin knows that it is very difficult to make the states of Zhao and Qi engage in war. It is also afraid that Qi and Zhao might unite with each other to act against it. So, Qin will strengthen Zhao secretly. Zhao dares not launch military action against Qi because it

### 【原文】

人焉，不可。王不去周(最)[最]，合与收齐，而以兵之急则伐齐，无因准也。”

### 【今译】

国和赵国竞相跟齐国结交，大王就没有盟国了，这可不行。大王不如派周(最)[最]去联合并拉拢齐国。与其急忙像兵攻打齐国，还不如趁权跟它结交呢。”

## 谓周(最)[最]曰魏王以国与先生

### 【原文】

谓周(最)[最]曰：“魏主以国与先生，贵合于秦以伐齐。薛公[背]故主，轻忘其薛，不顾其先君之丘墓。而公独修虚信为茂行，明群臣据故主，不与伐齐者，产以忿强秦，不可。公不如谓魏王、薛公曰：‘请为王入齐，天下不能伤齐。而有变，臣请为救之；无变，王遂伐之。且臣为齐’

### 【今译】

有人对周(最)[最]说：“魏王把国家托付给先生您，主要目的是想通过您联合秦国来攻打齐国。薛公孟尝君背叛了他的君主齐湣王，轻易抛弃他的封地，不顾及祖先的坟墓。而您却独自倡导口头的信义，坚持美行，彰明君臣大义，恪守故主之节，不赞同攻打齐国，因而激怒强大的秦国，这样不行。您不如对魏王和孟尝君说：‘请让我为大王出使齐国，使得天下各国不能伤害齐国。假设秦国入侵齐国，我就请求为魏国营救齐国；如果秦不伐齐，大王就攻打齐国。况且我曾经做过齐国的臣





worries that Qin might not really support it. So it focuses on establishing good relations with Qi first. If Qin and Zhao vie with each other to ally with Qi, you will be isolated. You should stop that from happening at all costs. You'd better send Zhou Ju to Qi to win it over. It would be better if you take occasion to ally with Qi rather than taking immediate military action against it."

**Someone Had a Talk with Zhou Ju Regarding Wei's King's Entrusting Zhou Ju with Government Affairs**

Someone told Zhou Ju, "The reason why the king of the state of Wei has entrusted you with government affairs lies in the fact that he wants you to establish good relations with the state of Qin and win over Qin's support for attacking the state of Qi. Lord Mengchang has betrayed his former sovereign, left his fief, Xue, in oblivion and paid no attention to the tombs of his ancestors. However, you are engaged in advocating plain honesty, behaving yourself decently, manifesting the order between a sovereign and his court officials, and adhering to fixed rules of your former sovereign. So you are against attacking the state of Qi. Thus you will irritate the powerful state of Qin. You shouldn't do that at all. You'd better send a message to the king of Wei and Lord Mengchang as follows: 'Please send me to Qi on a diplomatic mission on behalf of Your Majesty to stop other states in the world from attacking Qi. If Qin invades Qi, please let me rescue Qi for Wei. If Qin doesn't invade Qi,

### 【原文】

奴也，如累王之交于天下，不可。王为臣赐厚矣，臣入齐，则王亦无齐之累也。”

### 【今译】

仆，如果因此而妨碍了大王结交天下诸侯，是不行的。大王对我非常优待了，我到齐国去，大王也就没有来自齐国的忧患了。”

## 赵取周之祭地

### 【原文】

赵取周之祭地，周君患之，告于郑朝。郑朝曰：“君勿患也，臣请以三十金复取之。”周君予之。郑朝献之赵太卜，因告以祭地事。及王病，使卜之。太卜谿之曰：“周之祭地为祟。”赵乃还之。

### 【今译】

赵国夺取了东周祭祀用的土地，东周的国君非常担忧，把此事告诉了郑朝。郑朝说：“大王不必担忧，请给我三十斤黄金重新收复那块土地。”东周国君给了他三十斤黄金，郑朝把金子献给了赵国的太卜，并且把祭祀用的土地一事告诉了他。等到赵王生病的时候，他命令太卜占卜。太卜告诉他说：“是东周的祭祀用的土地在作祟。”于是赵国将那片土地归还给了东周。

## 杜赫欲重景翠于周

### 【原文】

杜赫欲重景翠于周，谓周君曰：“君之國小，尽君子重宝珠玉以事诸

### 【今译】

杜赫打算让东周重用景翠，就对东周的国君说：“大王您的国家推



you can lead the troops of Wei to attack Qi. In addition, I used to be a subject of Qi. If Your Majesty's relations with other states are threatened because of me, I won't let that happen. You have treated me very well. If I go to Qi, I can prevent you from suffering any trouble that might be caused by the state of Qi. ”

### **Zhao Occupied East Zhou's Land Used for Holding Sacrifices**

The state of Zhao occupied the state of East Zhou's land used for holding sacrifices. The sovereign of East Zhou worried about this very much and he told Zheng Chao. Zheng Chao said, “Please don't worry about it, Your Majesty. Please allow me to take the land back at the cost of thirty *jin* of gold. ” The sovereign of East Zhou agreed. Zheng Chao presented the gold to the minister in charge of augury of the state of Zhao, and also told the minister about the land used for holding sacrifices. After some time, the sovereign of Zhao felt sick and ordered the minister in charge of augury to divine. The minister told him, “The spirit of East Zhou's land used for holding sacrifice is haunting you. ” As a result, the state of Zhao returned that land to East Zhou.

### **Du He Wanted East Zhou to Appoint Jing Cui to a Powerful Position**

Du He wanted the state of East Zhou to appoint Jing Cui to a powerful position. So he told the sovereign of East Zhou,

### 【原文】

侯，不可不察也。譬之如张罗者，张于无鸟之所，则终日无所得矣；张于多鸟处，则又获鸟矣，必张于有鸟无鸟之际，然后能多得鸟矣。今君将施于大人，大人轻君；施于小人，小人无可以求，又费财焉。君必施于今之穷士不必且为大人者，故能得欲矣。”

### 【今译】

小，假如把您所有的珍贵的宝物和珍珠、美玉都拿去奉献给别的诸侯，具体该给谁，不能不周密地考虑清楚啊。这就跟张开罗网捕鸟一样，如果把网设在没有鸟的地方，一整天下来也一无所获；把网设在鸟多的地方，又容易使鸟受到惊吓；一定要把网设在鸟不多不少的地方，然后才能捕获更多的鸟啊。如今如果大王把宝物送给举足轻重的大人物，这些人就会轻视您；送给小人物，从小人物那里谋求不到什么东西，而且又白白浪费了钱财。大王一定要把宝物送给当今贫穷的士人，不一定是有权有势者，这样您的愿望就能实现了。”

## 周共太子死

### 【原文】

周共太子死，有五庶子，皆爱之，而无适立也。司马翦谓楚王曰：“何不封公子替而为之请太子？”左成谓司马翦曰：“周君不听，是公之知

### 【今译】

周周武公的共太子死了，武公有五个庶出的王子，他喜爱他们每个人，却没有嫡出的王子可以立为太子。司马翦对楚王说：“为什么不封给公子替一些土地，并请求立他为太子呢？”左成对司马翦说：“假如西



“Your Majesty, since our territory is quite small, if you want to present all your treasures, pearls and precious jade to the sovereigns of other states, you must do that very carefully. It is just like catching birds with a net. If you put the net at a place where there is no bird at all, you will not catch even one bird during a whole day. If you put the net at a place where there are too many birds, the birds will be scared and fly away. You must put the net at the right place where the number of birds is not too large nor too small. Then you will catch a lot of birds. Now if you present treasures to powerful and influential people, these people will look down upon you. If you present treasures to powerless people, they can’t help you in return in any way. So it is a waste of money. You must present them to the poor scholars even though they are not powerful and influential for the time being. Only by doing so will you obtain whatever you want.”

### **Crown Prince Gong of West Zhou Died**

Crown Prince Gong, the son of Duke Wu of the state of West Zhou, died. Duke Wu had five sons born by his concubines and he loved all of them. However, there was no prince born by his legitimate wife to be appointed to be the new crown prince. Sima Jian told the king of the state of Chu, “Why not present some land to Childe Jiu and ask Duke Wu to appoint him to be the new crown prince?” Zuo Cheng warned Sima Jian, “If the sovereign of West Zhou doesn’t take your advice, your stratagem will be frustrated and our

### 【原文】

困而交地于周也。不如谓周君曰：‘孰欲立也？微告蒍，蒍（今）[令]楚王资之以地。’”

「若」[特]欲为太子，因令人谓相国御展子。唐夫空曰：“王类欲令（若）[答]为之，此健士也，居中，不便于相国。”相国令之为太子。

### 【今译】

周国君不听从您的建议，您的计谋就会受挫，并且会断绝了跟西周的交情。您不如对西周的国君说：‘他想立谁为太子呢？暗中告诉我，我让楚王赐给他一些土地来资助他。’”

公子皙想做太子，于是就派人对相国的车夫展子和唐夫空说：“大王似乎想让你们辅佐公子皙。这是一个非常强劲的人，他若处在庶子的位置，对相国是不利的。”相国使他做了太子。

## 三国隘秦

### 【原文】

三国隘秦。周令其相之秦，以秦之轻也，留其行。有人谓相国曰：“秦之轻重，未可知也。秦欲知三国之情，公不如遂见秦王，曰‘请（谓）’”

### 【今译】

韩、赵、魏三国阻碍了秦国向东方扩展自己的势力。东周国君命令他的相国出使秦国。由于担心自己被秦国轻视，相国没有前往。有人对相国说：“秦国是轻视您还是重视您，还未为可知呢。秦国渴望知道这三个国家的实情，您不如就去参见秦王并对他说：‘请让我替大王概’”



relationship with West Zhou will also soon be cut off. It would be better if you tell the sovereign of West Zhou, 'Who are you going to appoint to be the new crown prince? Please tell me secretly so that I can ask the king of Chu to present some land to him to support him.'"

Childe Jiu wanted to be the new crown prince. So he sent a person to inform Mr Zhan, the carriage-driver of the prime minister, and Qiangfu Kong (Qiangfu is the title of a kind of low-ranking official. Kong is the name of that official), "It seems that His Majesty is going to ask you two to assist Childe Jiu. Childe Jiu is a very strong person. If he is only treated as an ordinary prince, there might be some threat to the prime minister." Then the prime minister asked for Duke Wu's permission to appoint Childe Jiu to be the new crown prince.

### Three States Obstructed Qin

Three states—the states of Han, Zhao and Wei—obstructed the state of Qin from expanding eastward and the sovereign of the state of East Zhou ordered his prime minister to pay a visit to Qin. However, the prime minister thought that he might be looked down upon by Qin, so he did not go there. Someone told the prime minister, "We don't know whether you will be welcomed or belittled by the state of Qin. Qin wants to know the situation of these three states. So you'd better go to see the sovereign of Qin and tell him, 'Your Majesty, please allow me to collect information on

### 【原文】

[为]王听东方之处，秦必重公。是公重周，重周以取秦也。齐重，故首周，而已取齐。是周常不失重国之交也。”

### 【今译】

听东方三个国家的详情。秦王一定会重视您。这样一来，您就使得东周受到重视，东周受到重视是因为争取到了秦国。齐国重视东周，东周有威信是因为已经有了齐国的支持。这样东周才能经常保持与大国的邦交。”

## 昌他亡西周

### 【原文】

昌他亡西周，之东周，尽输西周之情于东周。东周大喜，西周大怒。冯(且)[且]曰：“臣能杀之。”君予金三十斤。冯(且)[且]使人操金与书，间遗昌他。书曰：“告昌他：事可成，勉成之；不可成，亟亡来亡来。事久且泄，自令身死！”因使人告东周之候曰：“今夕有奸人当入者矣。”

### 【今译】

昌他逃离西周，来到东周，把西周的所有实情都告诉了东周。东周的国君非常高兴，西周的国君非常愤怒。冯且对西周国君说：“我能把昌他杀了。”西周国君给了他三十斤黄金。冯且安排一个人拿着金子和一封信暗中送给昌他，信上写着：“报告昌他：事情如果能办成，就尽力去办；如果不能办成，就赶紧逃回来，事情拖得久了就会泄露，那就自取灭亡了！”又派人告诉东周负责侦察的官吏说：“今天晚上会有奸细入境。”负责侦察的官吏抓住这个奸细并把他交给了东周国君，东周国君





these eastern states.' Thus, Qin will definitely attach importance to you. As a result, East Zhou will gain the recognition of other states because of you. The reason why East Zhou gains the recognition of other states is that it has won over the state of Qin. East Zhou is held in high esteem because it is very close to the state of Qi after winning its support. In this way, we can maintain friendly relations with those powerful states."

### Chang Tuo Escaped from West Zhou

Chang Tuo escaped from the state of West Zhou and went to the state of East Zhou. He divulged all the information about West Zhou to the sovereign of East Zhou. The sovereign of East Zhou was very happy while the sovereign of West Zhou was very angry. Feng Ju told the sovereign of West Zhou, "I can kill Chang Tuo." The sovereign then gave him thirty *jin* of gold. Feng Ju sent a spy to East Zhou with the gold and a letter. The letter said, "Chang Tuo, if you can succeed in taking action (against East Zhou), please try your best to do so. If you cannot, please return immediately. Return immediately! Our secret will be discovered if the plot drags on for too long a time, and as a result, you might lose your life." Then he sent another messenger to inform East Zhou's officer in charge of inspection, "A spy will enter your state tonight." The officer in charge of inspection caught the spy and handed him up to the sovereign of East Zhou. Then the sovereign of East Zhou

【原文】

候得而献东周，东周立杀昌他。

【今译】

立即将昌他处死了。

## 昭翦与东周恶

【原文】

昭翦与东周恶。或谓昭翦曰：“为公画阴计。”昭翦曰：“何也？”“西周甚憎东周，尝欲东周与楚恶。西周必令贼贼公，因宣言东周也，（西周）[以恶]之于王也。”昭翦曰：“善。吾又恐东周之贼己而以轻西周恶之于楚。”遽和东周。

【今译】

昭翦跟东周的关系不好。有人对昭翦说：“我为您策划了一条密计。”昭翦问：“什么密计？”“西周非常憎恨东周，曾经想使东周跟楚国的关系恶化。西周一定会派刺客暗杀您，并宣称是东周干的，从而使楚王恼恨东周。”昭翦说：“很是。我又担心东周也会加害于我并且嫁祸于西周，使它跟楚国的关系恶化。”于是急忙跟东周和好。

## 严氏为贼

【原文】

严氏为贼，而阳（豎）[坚]与焉。道周，周君留之十四日，载以乘车驷马而遣之。韩使人让周，周君患之。客谓周君曰：“正语之曰：‘寡人

【今译】

严遂刺杀韩国相国韩傀，阳坚也参与了这件事。他出逃的时候路过东周，东周国君将他留下呆了十四天，又用四匹马驾车将他送走了。韩国派人谴责东周，东周国君很担忧。有一个客人对东周国君说：“直



beheaded Chang Tuo.

### **Zhao Jian Was Antagonistic Towards East Zhou**

Zhao Jian was antagonistic towards the state of East Zhou. A man told Zhao Jian, "I have hatched a marvelous secret stratagem for you." Zhao Jian asked, "What kind of stratagem is it?" "Well, the state of West Zhou abhorred East Zhou very much. So it once attempted to make the relationship between the states of East Zhou and Chu deteriorate. West Zhou will definitely send an assassin to murder you and then claim that the murder was committed by East Zhou to make the king of Chu hate East Zhou." Zhao Jian said, "I agree with you. But I am afraid that East Zhou might also send someone to murder me and then lay the sin at West Zhou's door to make the king of Chu become hostile towards West Zhou." So he reconciled with East Zhou right away.

### **Yan Sui Assassinated Han Kui**

Yan Sui assassinated Han Gui, the prime minister of the state of Han. Yang Jian participated in the assassination. He escaped and entered the state of East Zhou. The sovereign of East Zhou kept him for fourteen days and then sent him away with a carriage pulled by four horses. The state of Han sent someone to condemn East Zhou for it. The sovereign of East Zhou was worried about that. A guest suggested to the

【原文】

知严氏之为贼，而阳(竖)[坚]与之，故留之十四日以待命也。小国不足亦以容贼，君之使又不至，是以遣之也。”

【今译】

接告诉使者说：“我知道严遂做刺客一事，阳坚也参与了，所以将他扣留了十四天以等候贵国的命令。我的国家太小，不足以容纳刺客，贵国君主使者又没有前来，所以就把他打发走了。”





sovereign, "Tell the emissary directly, 'I know that Yang Jian has conspired with Yan Sui to assassinate your prime minister, so I have detained him for fourteen days, waiting for your order. However, my state is too small and therefore was incapable of detaining the murderer for a longer time. Since His Majesty's messenger didn't come, I had to send Yang Jian away. '"

## 卷二 西周

### 薛公以齐为韩、魏攻楚

#### 【原文】

薛公以齐为韩、魏攻楚，又与韩、魏攻秦，而借兵乞食于西周。韩庆为西周谓薛公曰：“君以齐为韩、魏攻楚，（九）〔五〕年而取宛，叶以北，以强韩、魏，今又攻秦以益之。韩、魏南无楚忧，西无秦患，则地广而益重，齐必轻矣。夫本末更盛，虚实有时，窃为君危之。君不如令弊邑阴合于秦，而君无攻，又无借兵乞食。君临函谷而无攻，令弊邑以君之情谓秦

#### 【今译】

#### 【今译】

孟尝君凭借着齐国的力量帮助韩国和魏国攻打楚国，又联合韩国和魏国进攻秦国，却向西周请求兵力和粮草援助。韩庆为西周对孟尝君说：“您凭借齐国的力量帮助韩国和魏国攻打楚国，五年时间里夺取了宛、叶以北的土地，来增强韩国和魏国的力量。如今您又要进攻秦国来为这两个国家谋利。如果韩国和魏国在南面没有楚国的忧患，在西面没有秦国的祸害，那它们的领土就会扩大，并且获得更高的地位，齐国必定要受到轻视了。本末交替兴盛，虚实变换有时，我私下为您感到危险。您不如让我国暗地里跟秦国交好，而您不要进攻它，也不要请求



## Book 2

### On West Zhou

#### The Lord of Xue Manipulated the Power of the State of Qi to Help Han and Wei to Attack Chu

The lord of Xue, also known as Lord Mengchang, manipulated the power of the state of Qi to help the states of Han and Wei to attack the state of Chu. Then he united with Han and Wei to attack the state of Qin but asked for reinforcements and supplies from the state of West Zhou. Han Qing had a talk with the lord of Xue on West Zhou's behalf. He said, "You have helped the states of Han and Wei to attack the state of Chu relying on the strength of the state of Qi. Within five years, you have seized the areas north of Wan and Ye to strengthen Han and Wei. Now you are planning to attack the state of Qin to further benefit these two states. Accordingly, Han and Wei will be free from threats posed by Chu in the south and trouble caused by Qin in the west. Moreover, their territory will be enlarged and they will gain great benefit. As a result, the state of Qi will be looked down upon by other states. Essentials and nonessentials might take turns to prosper. Emptiness and fullness alternate according to a fixed rule. I personally think it is too dangerous for you to do that. You'd better make our state unite with Qin secretly. Please neither attack Qin nor ask for reinforcements and provender from West Zhou. You

### 【原文】

王曰：“薛公必[不]破秦以张韩、魏，所以进兵者，欲王令楚割东国以与齐也。”秦王出楚王以为和。君令弊邑以此[患][德]秦，秦得无破，而以楚之东国自免也，必欲之。楚王出，必德齐。齐得东国而益强，而薛世世无患。秦不大弱，而处之三晋之西，三晋必重齐。”

薛公曰：“善。”因令韩庆入秦，而使三晋无攻秦，而使不借兵乞食于西周。

### 【今译】

兵力和粮草援助。您兵临函谷关却不发动进攻，让我国把您的意思传达给秦王说：“孟尝君一定不会让被秦国来扩张韩国和魏国的力量。他之所以派兵逼近函谷关，是想让大王命令楚国割让它东部的土地给齐国。”秦王就会释放楚王来讲和。您让我国借这个机会对秦国施加恩惠，秦国能够避免被攻破，又可以用楚国东部的土地来使自己免遭进攻，所以一定会希望这么做。楚王被释放后，一定会对齐国感恩戴德。这样一来，齐国可以得到楚国东部的土地，国力就会更加强大，并且薛邑也世代没有忧患。秦国没有被极大地削弱，并且处在韩国、魏国和魏国以西，所以这三个国家一定会倚重齐国。”

孟尝君说：“说得好。”于是就派韩庆到秦国去，并让韩国、魏国和齐国不要攻打秦国，还不让齐国向西周请求兵力和粮草援助。

## 秦(攻)[败]魏将犀武军于伊阙

### 【原文】

秦(攻)[败]魏将犀武军于伊阙，进兵而攻周。为周(最)[最]谓李

### 【今译】

秦国军队在伊阙打败了犀武率领的魏国军队，又继续进军攻打西





can order your troops to approach the pass of Hangu Valley but don't launch military action against it. Then please allow our state to express your intention to the king of Qin as follows: 'The lord of Xue will definitely not attack and defeat Qin to strengthen the states of Han and Wei. The reason why he has sent his troops there lies in the fact that he wants Your Majesty to make the state of Chu cede its eastern land to the state of Qi.' So the king of Qin will set the king of Chu free (at that time, Chu's king was being held captive by Qin) and make peace with Chu. If you allow our state to benefit Qin this way, Qin can avoid being defeated by ceding the eastern land of Chu to Qi. Certainly it will agree to do that. Moreover, if the king of Chu is set free, he will be very grateful to you. Hence, Qi can obtain Chu's eastern land and become stronger and more powerful. Your fief, Xue, will also be free from trouble in the future. Qin is located west of the states of Han, Zhao and Wei. If Qin isn't dramatically weakened, these three states will attach importance to the state of Qi."

The lord of Xue said, "Good idea." He then sent Han Qing to the state of Qin, stopped the three allied states from attacking Qin and gave up the plan to ask for reinforcements and supplies from West Zhou.

### **The Troops of Qin Defeated Xi Wu's Troops of Wei at Yique**

The troops of the state of Qin defeated the troops of the

【原文】

兑曰：“君不如禁秦之攻周。赵之上计，莫如令秦、魏复战。今秦攻周而得之，则众必多伤矣。秦欲待周之得，必不攻魏；秦若攻周而不得，前有胜魏之劳，后有攻周之败，又必不攻魏。今君禁之，而秦未与魏也，而令赵令其止，必不敢不听，是君却秦而定周也。秦去周，必复攻魏，魏不能支，必因君而讲，则君重矣。若魏不讲而疾支之，是君存周而战秦，魏也，重亦尽在赵。”

【今译】

周。有人为周(最)[郢]劝说李兑道：“您不如阻止秦国攻打西周。对赵国最有利的，莫过于让秦国和魏国再度交战。现在秦国进攻西周，如果能够取得胜利，那士兵死伤一定很多。秦国如果打算等着在西周得手，就一定不会攻打魏国；假如秦国进攻西周而不能取胜，那么由于它此前有进攻魏国的劳顿，后来又有攻打西周的失利，也一定不会攻打魏国。如果您现在制止这场战争，正好秦国还没有跟魏国讲和。凭着完整的赵国来让秦国停止进攻西周，秦国一定不敢不听从，这样一来，您就可以让秦国退兵而保全西周了。秦国军队放弃西周，一定会再次进攻魏国。如果魏国不能抵御秦军的进攻，势必会通过您跟秦国讲和，那您就会非常受重视了。假如魏国不肯讲和，而要拼命抵抗秦军，那您就可以保全西周而让秦国和魏国再度交战了，天下大权也都在赵国的掌握之中了。”



state of Wei which were commanded by General Xi Wu at Yique. Then the troops of Qin approached West Zhou. Someone went to advise Li Dui on behalf of Zhou Zui. He said, "You'd better stop the troops of Qin from attacking West Zhou. Nothing is more advantageous for the state of Zhao than making the states of Qin and Wei fight with each other again. If the troops of Qin win the war against West Zhou, their casualties must be heavy. If Qin wants to take advantage of West Zhou, its troops will definitely not launch military operations against Wei. If Qin cannot win the war against West Zhou, it will not attack Wei due to the fatigue suffered by the officers and men during the previous military campaign against Wei and the afterward defeat in attacking West Zhou. Now you can take this opportunity to stop the war against West Zhou, and no armistice has yet been reached between Qin and Wei. With its power, Zhao can ask Qin to stop attacking West Zhou, and Qin dare not act against Zhao's will. Thus you can stop the troops of Qin and protect West Zhou. If the troops of Qin leave West Zhou, they will definitely attack Wei again. If Wei cannot resist them, it will resort to you to make peace with Qin. As a result, you will be honoured and become influential and powerful. If Wei does not surrender and goes to great lengths to fight the troops of Qin, you can also protect West Zhou by putting Qin and Wei into war again. As a result, Zhao will take control over the whole world. "

## 秦令樗里疾以车百乘入周

### 【原文】

秦令樗里疾以车百乘入周，周君迎之以卒，甚敬。楚王怒，让周，以其重秦客。

游腾谓楚王曰：“昔智伯欲伐盂由，遗之大钟，载以广车，因随入以兵。盂由卒亡，无备故也。桓公伐蔡也，号言伐楚，其实袭蔡。今秦者，虎狼之国也，兼有吞周之意，使樗里疾以车百乘入周，周君惧焉。以蔡、盂由戒之，故使长兵在前，强弩在后，名曰卫疾，而实囚之也。周君岂能

### 【今译】

秦国命令樗里疾率领一百辆车出使西周，西周国君派一百个士兵前往迎接，态度非常恭敬。楚怀王大怒，因为西周国君过于重视秦国的客人而谴责西周。

游腾对楚怀王说：“当初智伯打算攻打盂由国的时候，送给盂由一口大钟，用非常宽的车子载着，让军队尾随着车子入侵，盂由最终灭亡了，因为它没有准备。齐桓公攻打蔡国的时候，表面上说是进攻楚国，其实却是入侵蔡国。如今，秦国是虎狼般凶恶的国家，怀有吞并西周的野心。它派遣樗里疾率领一百辆车进入西周境内，西周国君恐惧，将蔡国和盂由的教训引以为戒，所以才在前面布置了手持戈矛的士兵，安排强硬的弓箭手在后面，名义上是保卫樗里疾，而实际上是将他囚禁起来，西周国君难道不热爱自己的国家吗？他是怕有一天亡了国，而让





## Qin Sent Chu Liji to West Zhou with One Hundred Chariots

The state of Qin sent Chu Liji to the state of West Zhou with one hundred chariots. West Zhou's sovereign sent one hundred soldiers to welcome him, which showed the sovereign's great respect to him. King Huai, the sovereign of the state of Chu, was very angry and condemned West Zhou's sovereign for paying too much attention to the guest from Qin.

You Teng told King Huai, "Previously, when Count Zhi was going to attack the state of Qiu You, he sent Qiu You a huge bell and the bell was carried to Qiu You by an extremely wide cart, with the troops of the count following. The troops of the count attacked Qiu You and occupied it. The state of Qiu You was defeated because its sovereign was not prepared for the war at all. When Duke Huan of the state of Qi planned to attack the state of Cai, he pretended to attack the state of Chu, but in fact he launched a war against Cai. As for the state of Qin, it is as covetous and rapacious as wolf and tiger. It has schemed to occupy West Zhou for a long time. Now it sent Chu Liji to lead one hundred chariots to West Zhou. The sovereign of West Zhou is worried about this. He learns from the lessons of Cai and Qiu You, so he has sent his troops to go in advance of Chu Liji and also arranged for *marksmen to follow and keep highly alert*. Ostensibly they've been sent there to ensure the safety of Chu, but in fact they are there to besiege him. Doesn't the sovereign of West Zhou love his state? He is afraid that he might lose his state some



### 【原文】

无爱国哉？恐一日之亡国而忧大王。”楚王乃悦。

### 【今译】

大王您和忧呢。”楚怀王这才高兴起来。

## 雍氏之役

### 【原文】

雍氏之役，韩征甲与粟于周。周君患之，告苏代。苏代曰：“何患焉？代能为君令韩不征甲与粟于周，又能为您得高都。”周君大悦，曰：“子苟能，寡人请以国听。”

苏代遂往见韩相国公中，曰：“公不闻楚计乎？昭应谓楚王曰：‘韩氏罢于玩，仓廩空，无以守城，吾收之以饥，不过一月，必拔之。’今围雍氏五月，不能拔，是楚病也。楚王始不信昭应之计矣。今公乃征甲及粟于周，此告楚病也。昭应闻此，必劝楚王益兵守雍氏，雍氏必拔。”公中

### 【今译】

雍氏之战中，韩国让西周支援兵甲与粮草。西周国君很为此担忧，就告诉了苏代。苏代说：“有什么值得担心的呢？我能让韩国不向大王征集兵甲与粮草，并且还能使您得到高都的土地。”西周国君喜出望外，说：“如果先生您真的能做到，我就把国家大事交给先生处理。”

于是苏代前去见韩国的相国公中并对他说：“夫人难道没有听说楚国的计谋吗？昭应曾经告诉楚王说：‘韩国士卒疲惫，粮仓空虚，无力守城。我们趁着它闹饥荒之际进攻雍氏，不超过一个月，一定能够攻克它。’如今楚国包围雍氏五个月了，还是不能将它攻下，楚国这就已经陷入困境了，楚王开始不相信昭应的计策了。如今您却向西周征集兵甲与粮草，这无疑是在告诉楚国你们已经支撑不住了。昭应听到这个消息，必定会劝说楚王增加围困雍氏的兵力，雍氏一定会被攻下了。”公中



day and accordingly cause problems to Your Majesty.” The king of Chu was satisfied after hearing these words.

### **The War in Yong Shi**

During the war in Yong Shi, the state of Han asked for armour, weapons and army provisions from the state of West Zhou. West Zhou's sovereign worried about this and told Su Dai. Su Dai said, “Your Majesty, why do you worry about that? I can not only stop Han from asking for armour, weapons and army provisions from you, but can obtain its Gaodu for you.” The sovereign was very happy and promised him, “If you really can do this for me, I will ask you to administer government affairs for me.”

Su Dai then went to see Gong Zhong, the prime minister of Han, and told him, “Haven't you heard about the scheme of the state of Chu, Sire? Zhao Ying once told the king of Chu, ‘Han's officers and men are all very exhausted, and they are running out of provisions. So they can hardly defend their city. If we take occasion to attack them, we can surely occupy the city within a month.’ Now the troops of Chu have not yet occupied Yong Shi five months after laying siege to it. So the state of Chu finds itself in a dilemma. And the king of Chu begins to doubt Zhao Ying's tactics. However, you are going to ask for armour, weapons and army provisions from West Zhou, which will inform Chu that Han is in a serious situation. When Zhao Ying hears this, he will definitely persuade the king of Chu to send more troops to attack Yong

【原文】

曰：“善。然吾使者已行矣。”代曰：“公何不以高都与周？”公中怒曰：“昔无征甲与粟于周，亦已多矣！何为与高都？”代曰：“与之高都，则周必折而入于韩。秦闻之，必大怒，而焚周之节，不通其使。是公以弊高都得完周也，何不与也？”公中曰：“善。”不征甲与粟于周而与高都。楚卒不拔雍氏而去。

【今译】

说：“说得对。可是我已经派使者前往西周了。”苏代说：“您何不把高都送给西周？”公中恼火地说：“我不向西周征集兵甲和粮草，就已经够便宜它了，为什么还要送给它高都呢？”苏代说：“把高都送给西周，西周就一定会展而支持韩国。韩国听到这个消息，一定会非常愤怒，就会焚烧西周的符节，不再跟它通使。这样一来，您就可以拿破败的高都来赢得整个西周，为什么不把高都送给西周呢？”公中说：“好吧。”于是不再向西周征集兵甲和粮草，而将高都送给西周。楚国最终因不能攻克雍氏而撤兵了。

周君之秦

【原文】

周君之秦。谓周(最)[冢]曰：“不如誉秦王之孝也，因以(应)[原]为太后养地。秦王，太后必喜，是公有秦也。交善，周君必以为公功；交

【今译】

西周的国君到秦国去。有人对周(最)[冢]说：“您不如赞美秦王的孝顺，乘机把(应)[原]邑送给太后作为养地。秦王和太后一定会很高兴，这样一来，您就在秦国春风得意了。西周和秦国的交情好，西周国君一定会认为是您的功劳；交情不好，劝说西周国君到秦国来的人就一





Shi. As a result, Yong Shi will surely be occupied." Gong Zhong said, "I see, but my messenger has already been on his way to West Zhou." Su Dai suggested, "Why not give Gaodu to West Zhou, Sire?" Gong Zhong was very angry and said, "I won't ask for armour, weapons and army provisions from West Zhou. Isn't that enough? Why should I give it Gaodu?" Su Dai said, "If you give it Gaodu, you can win over West Zhou. When the state of Qin hears that, it will become angry, burn its agreement with West Zhou and recall its diplomats. Thus you can win the whole-hearted support of West Zhou at the cost of the useless Gaodu. Why not give it to West Zhou then?" Gong Zhong said, "Good idea!" He then stopped asking for armour, weapons and army provisions from West Zhou, and presented Gaodu to West Zhou. Finally, the troops of Chu could not occupy Yong Shi and retreated.

### **The Sovereign of West Zhou Visited Qin**

The sovereign of the state of West Zhou paid a visit to the state of Qin. Someone told Zhou Ju, "You'd better praise the filial piety of Qin's king and take occasion to offer Yuan to the queen mother as her fief (which means that she can collect taxes and various produce from that area). Thus both the king and the queen mother will be very happy. As a result, you will establish good relations with Qin. If the relationship between these two states is good, the sovereign of West Zhou will credit it to you. If not, the one who has

【原文】

悉，劝周君入秦者，必有罪矣。”

【今译】

定有罪了。”

## 苏厉谓周君

【原文】

苏厉谓周君曰：“败韩、魏，杀犀武，攻赵，取藺、离石、祁者，皆白起。是攻用兵，又有天命也。今攻梁，梁必破，破则周危，君不若止之。谓白起曰：‘楚有养由基者，善射。去柳叶者百步而射之，百发百中。左右皆曰善。有一人过，曰：“善射，可教射也矣。”养由基曰：“人皆[曰]善，子乃曰可教射。子何不代我射之也？”客曰：“我不能教子支左屈右。夫射柳叶者，百发百中而不已善息，少焉气力倦，弓拨矢钩，一发不中，前功

【今译】

苏厉对西周国君说：“挫败韩国和魏国，杀死犀武，攻打赵国，夺取藺、离石、祁等地的都是白起。他善于用兵，又有上天的帮助。如今他来进攻魏国都城大梁，大梁一定会被攻克。大梁被攻克，就会危及西周，大王您不如制止白起进攻大梁，派一个人对他说：“楚国有个叫养由基的人，擅长射箭，距离柳树一百步来射柳叶，百发百中。周围的人都说他的射技高超。有一个人路过那里，说：“您擅长射箭，可以教给您射箭的道理了。”养由基说：“人人都说我的技术高超，您却说可以教给我射箭的道理。您何不替我来射？”客人回答说：“我不能教给您左臂伸展，右臂弯曲的射箭技术。您射柳叶，百发百中，却并不善于休息，一会儿就筋疲力尽了，就会弓拨不正、箭射不直。一旦一发没有射中目标，



persuaded the sovereign of West Zhou to visit Qin will take the responsibility. ”

### Su Li's Advice to West Zhou's Sovereign

Su Li told the sovereign of the state of West Zhou, “Defeating the states of Han and Wei, beheading Xi Wu, attacking the state of Zhao and occupying such places as Lin, Lishi and Qi are all Bai Qi's achievements. He is good at taking military action and is supported by the will of Heaven. Now he is going to attack the capital of the state of Liang. Liang will surely be occupied, which will pose a great danger to West Zhou. Your Majesty, you'd better prevent Bai Qi from attacking Liang. You can send a messenger to see him and give him the following advice: ‘Once there was a person called Yang Youji in the state of Chu. He was good at archery and could hit willow leaves one hundred paces off, missing no target. All the people around him praised his talent in archery. A man passed by and said, “You are good at archery and are almost qualified for being taught archery.” Yang Youji said, “Everybody praises my talent, but you only said that I was qualified for being taught archery. Why not try to shoot the willow leaves instead of me?” The man said, “I can not teach you the technique of archery. You hit every willow leaf even though you stand one hundred paces off and never miss your target. However, you don't realize that you need a rest. Thus you will soon become exhausted. As a result, you will not shoot accurately. Once you miss a target, all your

【原文】

尽矣。”今公破韩、魏，杀犀武，而北攻赵，取藺、离石、祁者，公也。公之功甚多。今公又以秦兵出塞，过两周，践韩而以攻梁。一攻而不得，而功尽灭。公不若称病不出也。”

【今译】

就前功尽弃。”如今您挫败韩国和魏国，杀死犀武，而向北攻打赵国，夺取藺、离石、祁等地的也是您。您的功劳太多了。如今您又带领秦国军队出了边关，经过东、西两周，穿越韩国来攻打大梁，一旦进攻不能取胜，就会前功尽弃。您不如声称自己有病而不出征。”

## 楚兵在山南

【原文】

楚兵在山南，吾得将为楚王属（怒）[怨]于周。或谓周君曰：“不如令太子将军正迎吾得于境，而君自郊迎，令天下皆知君之重吾得也。因激之楚，曰：‘周君所以事吾得者器，必名曰谋。’楚王必求之，而吾得无效也，王必罪之。”

【今译】

楚国军队部署在伊阙山南侧，楚国将军吾得将要替楚王到西周去结怨（即挑起战争）。有人对西周国君说：“不如派太子率军正一起到边境上迎接吾得，而大王您则亲自到京郊迎接他，让天下人都知道大王非常尊重吾得。再暗地里向楚国透露消息说：‘西周国君送给吾得的东西必定名为“谋”。’楚王一定想得到它，但吾得却拿不出来，楚王必定会得罪他。”



previous efforts will go for naught.” You have defeated Han and Wei, killed Xi Wu, launched military operations against Zhao and taken Lin, Lishi and Qi. You have accomplished too many achievements. Now you are leading the troops of Qin to leave your state, march through West Zhou, East Zhou and Han to attack the capital of Liang. If you don’t win the war, all your previous efforts will go for naught. You’d better pretend to be ill and not attack Liang.’”

### **Chu Deployed Its Troops on the Southern Side of Mount Yique**

The state of Chu deployed its troops on the southern side of Mount Yique. Wu De, the general of Chu, was going to irritate the state of West Zhou (referring to provoking warfare between the two states). Somebody told West Zhou’s sovereign, “Your Majesty, you’d better send the crown prince to the border with Jun Zheng (army officer in charge of executing the law) to welcome Wu De, and then go to the suburbs to meet him yourself. Thus we will make people all over the world know that Your Majesty respects Wu De very much. Then we can secretly divulge the following message to Chu: ‘The gift presented to Wu De by West Zhou’s sovereign must be called “Mou”.’ The king of Chu will definitely ask Wu De for the treasure. But Wu De cannot present it to him. As a result, the king will blame Wu De.”



## 楚请道于二周之间

### 【原文】

楚请道于二周之间，以临韩、魏，周君患之。苏秦谓周君曰：“除道国之于河，韩、魏必恶之。齐、秦恐楚之取九鼎也，必救韩、魏而攻楚。楚不能守方城之外，安能道二周之间？若四国弗恶，君虽不欲与也，楚必将自取之矣。”

### 【今译】

楚国请求从东、西二周之间取道，来攻打韩国和魏国。周国的君主很是担心。苏秦对周国君主说：“如果我们为楚军扫清道路，一直通到黄河，韩国和魏国一定会讨厌我们这么做。齐国和秦国担心楚国会夺取九鼎，一定会营救韩国和魏国，进攻楚国。楚国连方城以外的地区都不能固守了，又怎能经过东、西二周之间来进攻韩国和魏国呢？假如这四个国家对此不感到恼火，即使您不想让楚国借道，楚国也定会自行开道的。”

## 司寇布为周(最)[最]谓周君

### 【原文】

司寇布为周(最)[最]谓周君曰：“君使人告齐主以周(最)[最]不肯为太子也，臣为君不取也。函冶氏为齐太公买良剑，公不知善，归其剑

### 【今译】

司寇布替周(最)[最]对西周国君说：“大王派人前去告诉齐王周(最)[最]不肯当太子，我认为大王这么做是不可取的。从前函冶氏为齐太公买了一把上乘的宝剑，太公不知道这是把好剑，就把剑退还给



### **Chu Asked for Permission to March Between the Two Zhou**

The state of Chu asked for permission for its troops to march across the territory between the states of East Zhou and West Zhou to attack the states of Han and Wei. The sovereigns of the two Zhou were worried about it. Su Qin told the sovereigns, “If you clear the way for the troops of Chu to the Yellow River, Han and Wei will be hostile towards you. Moreover, the states of Qi and Qin will be afraid that Chu might be able to seize hold of the Nine Cauldrons, so they will definitely come to Han and Wei’s rescue and attack Chu. Thus Chu won’t be able to defend its north territory of Fangcheng. Then how can it send troops to march between the two Zhou? If these four states don’t mind whether Chu do it or not, even though you don’t want the troops of Chu to traverse your states, they will clear the way themselves.”

### **Bu Had a Talk with West Zhou’s Sovereign on Behalf of Zhou Ju**

Bu, the minister of justice of the state of West Zhou, had a talk with West Zhou’s sovereign on behalf of Zhou Ju. He said, “Your Majesty, you have sent a messenger to inform the king of the state of Qi that Zhou Ju does not want to be appointed as crown prince. But I don’t think it is wise to do so. Previously, Mr Hanye bought a sword of top quality for Duke Tai of Qi. But the duke didn’t know that it was a sword



### 【原文】

而贵之金。越人请买之千金，折而不卖。将死，而属其子曰：‘必无独知。’今君之使(最)[叟]为太子，独知之契也，天下未有信之者也。臣恐齐王之谓君实立果而让之于(最)[取]，以嫁之齐也。君为多巧，(最)[取]为多诈。君何不买信贷哉？奉养无有爱丁(最)[取]也，使天下见之。”

### 【今译】

他，并且索要回买剑的钱。越国有一个人请求用一千斤黄金买那把剑。函治氏认为亏本而不肯卖。他即将去世的时候，嘱咐他的儿子说：‘一定不要只让自己知道这是一把宝剑！’如今大王让周(最)[取]当太子，却只有您一个人知道他适合这个位置，而天下人都不相信他。我担心齐王会认为大王您实际上想立周果为太子，而表面上却说拥戴周(最)[取]，来欺骗齐国。人们将认为大王您善于玩弄计谋，认为周(最)[取]非常狡诈。大王为什么不买人人都公认的好货呢？侍奉老人没有谁比周(最)[取]更有爱心了，这应该让天下人都知道。”

## 秦召周君

### 【原文】

秦召周君，周君难往。或为周君谓魏王曰：“秦召周君，将以使攻魏之南阳，王何不出于河南？周君闻之，将以为辞于秦而不往。周君不

### 【今译】

秦国召见西周的国君，西周国君很不愿意前往。有人替西周国君对魏王说：“秦国召见西周国君，将要让他配合进攻魏国的南阳。大王为什么不派兵进驻黄河以南？西周国君听说这事，将用这件事使





of top quality, so he returned it to Mr. Hanye and took his money back. A person from the state of Yue realized that it was an excellent sword, so he offered to pay Mr Hanye one thousand *jin* of gold to buy the sword. Mr Hanye thought he would lose money at that price, so he didn't sell the sword. When he was dying, he told his son, 'Make sure that you make others know that this sword is the best.' Now you are going to appoint Zhou Ju to be crown prince, but you are the only one who knows the stipulation, and people all over the world do not know it. I am afraid that the king of Qi might think that you are going to appoint Zhou Guo to be crown prince but support Zhou Ju ostensibly, and try to cheat Qi by doing so. People will think that you are crafty and consider Zhou Ju deceitful. Why not purchase the right item which everyone believes is of the best quality? No one treats his parents better than Zhou Ju does. You should let people all over the world know this."

### **Qin Called in the Sovereign of West Zhou**

The king of the state of Qin asked the sovereign of the state of West Zhou to visit his state. But the sovereign of West Zhou didn't want to go there. Someone interceded with the king of the state of Wei for the sovereign of West Zhou. He said, "The king of Qin asked the sovereign of West Zhou to visit his state because he wants the troops of West Zhou to attack Wei's Nanyang. Your Majesty, why not dispatch and station your troops south of the Yellow River? When the



### 【原文】

入秦，秦必不敢越河而攻南阳。”

### 【今译】

借口推辞不去秦国。西周国君不到秦国去，秦军一定不敢越过黄河而进攻南阳。”

## 犀武败于伊阙

### 【原文】

犀武败于伊阙，周君之魏求救。魏王以上党之急辞之。周君反，显梁囿而乐之也。綦毋恢谓周君曰：“温囿不下此，而又近，臣能为君取之。”反见魏王，王曰：“周君怨寡人乎？”对曰：“不怨。且谁怨王？臣为王有患也。周君，谋主也，而设以国为王开秦，而王无之开也，臣见其必以国事秦也。秦悉塞外之兵与周之众以攻南阳，而两上党绝矣。”魏王

### 【今译】

秦国军队在伊阙打败魏国将军犀武的军队（接着进攻西周），西周国君到魏国求救。魏王用上党战事吃紧为借口推辞。西周国君在回国的途中看见大梁的园囿，非常喜欢。綦毋恢对西周国君说：“温囿不比这个差，而且离西周又近，我能为您取得它。”綦毋恢又回去见魏王，魏王问他：“西周国君怨恨寡人吗？”綦毋恢回答说：“他不怨恨您。再说谁能怨恨大王呢？但我认为大王要有灾难了。西周国君是天子啊。他用自己的国家为大王抵御秦国，但大王却不保卫它，我预料他一定会率领自己的国家侍奉秦国。如果秦国派出塞外的全部兵力再加上西周的军队一起来进攻南阳，那么两个上党地区就会被切断了。”魏王说：“朕所



sovereign of West Zhou hears that, he will use this as an excuse and refuse to go to Qin. If he doesn't go to Qin, the troops of Qin will definitely not dare cross the Yellow River to attack Nanyang."

### **Xi Wu Was Defeated at Yique**

After the troops of the state of Qin defeated the troops led by General Xi Wu of the state of Wei at Yi Que, they attacked the state of West Zhou. The sovereign of West Zhou went to the state of Wei to ask for help. The king of Wei refused him because of the critical situation in Shangdang. When the sovereign of West Zhou was on the way back to his state, he saw the garden of Wei's capital, Liang, and admired it very much. Qi Wuhui told the sovereign, "The garden of Wen is as good as this one, if not better. In addition, it is located near our state. I can obtain it for you." Then Qi Wuhui went back to see the king of Wei again. The king asked him, "Is the sovereign of West Zhou bitter towards me?" Qi Wuhui replied, "No, he is not bitter towards you. Whoever would be bitter towards Your Majesty? But I personally think that you will be in trouble. The sovereign of West Zhou is considered to be the Son of Heaven. Nonetheless, you won't do anything to defend his state. I can foresee that he will lead his state to submit to the state of Qin. If Qin dispatches all the troops stationed at its frontier fortress along with the officers and men of West Zhou to attack Nanyang, the two Shangdangs will be cut off." The

【原文】

曰：“然则奈何？”蔡母然曰：“周君形不(小)利事秦，而好小利。今王许戍三万人与温圉，周君得以为辞于父兄百姓，而利温圉以为乐，必不合于秦。臣尝闻温圉之利，岁八十金，周君得温圉，其以事王者岁百二十金，是上党(每)[无]患而赢四十金。”魏王因使孟卯致温圉于周君，而许之戍也。

【今译】

如此，该怎么办呢？”蔡母说：“西周国君在形势不利的情形下侍奉秦国，但他贪图小利。如果大王许诺派三万士卒守卫西周并送给他温圉，西周国君就可以跟父兄和老百姓解除了，并且会贪占温圉来取乐，一定不会跟秦国联合了。我曾经听说温圉的收益是每年八十镒黄金，西周国君得到温圉后，每年会向大王进献一百二十镒黄金。这样一来，不仅

上党没有祸患，又能多得四十镒黄金。”于是魏王派孟卯把温圆送给西周国君，并且许诺保卫西周。

## 韩魏易地

### 【原文】

韩、魏易地，西周弗利。樊馀谓楚王曰：“周必亡矣。韩、魏之易地，韩得二县，魏亡二县。所以为之者，尽包二周，多于二县，九鼎存焉。且

### 【今译】

韩国和魏国交换土地，对西周不利。樊馀对楚王说：“西周一定会灭亡了。韩国和魏国交换土地，韩国就能得到两个县，魏国则损失两个县。魏国之所以这么做，是因为为这样做就能把东、西二周完全置于自己的



king of Wei asked, "If this is the case, what shall we do?" Qi Wuhui suggested, "The sovereign of West Zhou is forced to submit to Qin in this critical situation. However, he cannot resist minor benefit. Now if Your Majesty promises to send him thirty thousand soldiers to protect West Zhou and also present him the garden of Wen, he will have a good explanation to smooth the feelings of his officials and people. He will also be addicted to the pleasure provided by the garden of Wen and therefore will definitely not unite with the state of Qin. I have heard that the annual profits produced by that garden are about eighty *yi* of gold. If the sovereign of West Zhou obtains the garden, he will give you one hundred and twenty *yi* of gold each year. Thus Shangdang will be free from trouble, and you can also obtain forty more *yi* of gold." So the king of Wei sent Meng Mao to present the sovereign of West Zhou the garden of Wen. He also promised to send troops to help defending West Zhou.

### **Han and Wei Exchanged Land**

The states of Han and Wei were going to exchange some land, which would be disadvantageous to the state of West Zhou. Fan Yu had a talk with the king of the state of Chu on behalf of West Zhou. He said, "West Zhou will definitely be ruined. If Han and Wei exchange land with each other, Han will gain two counties, and Wei will lose two. The reason why Wei has made this decision lies in the fact that by doing so, Wei will surround the territory of both East Zhou and

### 【原文】

魏有南阳、郑地、三川而包二周，则楚方城之外危；韩兼两上党以临赵，即赵羊肠以上危。故易成之（曰）[曰]，楚、赵皆轻。”楚王恐，因赵以止易也。

### 【今译】

包围之中，所得到的实际上比两个县还要多，而且九鼎也在那里。况且魏国占有了南阳、郑地、三川，从而将东、西二周包围起来，那样楚国方城以北的地区就危险了；韩国完全占有上党的两部分以便派兵逼近赵国，那么赵国羊肠塞也就危险了。所以在换地交易成功的那一天，楚国和赵国都要被严重削弱了。”楚王非常恐惧，于是联合赵国来阻止两国交换土地。

## 秦欲攻周

### 【原文】

秦欲攻周，周（最）[最]谓秦王曰：“为王之国计者，不攻周。攻周，实不足以利国，而声畏天下。天下以声畏秦，必东合于齐。兵弊于周而合天下于齐，则秦孤而不王矣。是天下欲罢秦，故劝王攻周。秦与天下俱罢，则令不横行于周矣。”

### 【今译】

秦国想进攻西周，周（最）[最]对秦王说：“为大王的国家打算，不能进攻西周。进攻西周，不足以给国家带来实际的利益，并且还会落得恶名。其他国家因为秦国名声坏了，一定会向东跟齐国联合。士牟因为进攻西周而疲惫不堪，而且天下各国跟齐国结成联盟，那样秦国就会孤立起来而不能一统天下了。其他国家想把秦国弄得疲惫不堪，所以才劝说大王进攻西周。秦国被各国所困，就不能向东周发号施令了。”



West Zhou. Hence, the land gained by Wei is larger than that of the two counties. Moreover, the Nine Cauldrons are there. If Wei takes control of Nanyang, Zheng and Sanchuan, it will surround the two Zhous completely. Then the area north of Fangcheng of the state of Chu will be under severe threat. If Han seizes the two Shangdangs and then approaches the state of Zhao, the Yangchang Fortress will be in danger. So, if the exchangement is fulfilled, both the states of Chu and Zhao will be dramatically weakened." The king of Chu was terrified, so he managed to persuade the state of Zhao to stop the deal between the states of Han and Wei.

### **Qin Wanted to Attack West Zhou**

The state of Qin wanted to attack the state of West Zhou. Zhou Ju had a talk with the king of Qin. He said, "For the sake of your state, you shouldn't attack West Zhou. In fact, attacking West Zhou cannot bring substantial benefit to your state. On the contrary, you will become notorious. Owing to your notoriety, other states will ally with the state of Qi in the east. Then your officers and men will become exhausted because of the war and other states will unite with Qi. As a result, Qin will be isolated and therefore not able to unify the whole world. Other states in the world hope that Qin will become exhausted, so they try to persuade Your Majesty to attack West Zhou. If Qin is weakened by other states, you cannot make West Zhou follow your orders."



## 宫他谓周君

### 【原文】

宫他谓周君曰：“宛恃秦而轻晋，秦饥而宛亡；郑恃魏而轻韩，魏攻蔡而郑亡；邾、莒亡于齐，陈、蔡亡于楚。此皆恃援国而轻近敌也。今君恃韩、魏而轻秦，国恐伤矣。君不如使周(最)[冢]阴合于赵以备秦，则不毁。”

### 【今译】

宫他对西周国君说：“从前宛倚仗秦国而轻视晋国，秦国闹饥荒的时候，晋国乘机把宛消灭了；郑国倚仗魏国而轻视韩国，魏国进攻蔡国的时候，韩国乘机消灭了郑国；邾国和莒国被齐国所消灭，陈国和蔡国被楚国所消灭。这些国家的灭亡都是因为倚仗自己的盟国而轻视邻近的敌国的缘故。如今您倚仗韩国和魏国而轻视秦国，国家恐怕要受到损伤了。您不如派周(最)[冢]暗中和赵国联合来防备秦国，那样就不会灭亡了。”

## 谓齐王

### 【原文】

谓齐王曰：“王何不以地资周(最)[冢]以为太子也？”齐王令司马悍

### 【今译】

有人对齐王说：“大王何不送给周(最)[冢]一些土地来资助他做太子



### **Gong Tuo Had a Talk with the Sovereign of West Zhou**

Gong Tuo had a talk with the sovereign of the state of West Zhou. He said, "Previously, the state of Wan relied on the support of the state of Qin and therefore didn't pay much attention to the state of Jin. When the state of Qin was suffering a famine, Jin took occasion to attack Wan and destroyed it. The state of Zheng relied on the state of Wei and therefore looked down upon the state of Han. When the state of Wei was attacking the state of Cai, Han took occasion to overthrow Zheng. The states of Zhu and Ju were defeated by the state of Qi. The states of Chen and Cai were ruined by the state of Chu. These states were ruined because they were overly dependent on their allied countries and didn't pay enough attention to the threat of the enemy states located close to them. Now relying on the states of Han and Wei, you don't pay attention to the state of Qin. I am afraid that your state might be threatened because of this. You'd better send Zhou Ju to unite with the state of Zhao secretly to prepare for any aggression that might be launched by Qin. Thus your state won't be destroyed."

### **Someone Had a Talk with Qi's King**

Someone had a talk with the king of the state of Qi. He said, "Your Majesty, why not give some land to Zhou Ju to support him to be appointed as crown prince?" The king of Qi



### 【原文】

以賂进周(最)[寂]于周。左尚谓司马悍曰：“周不听，是公之知困而交绝于周也。公不如谓周君曰：‘何欲置？令人微告悍，悍请令王进之以地。’”左尚以此得事。

### 【今译】

子呢？”齐王派司马悍向西周进献土地来举荐周(最)[寂]。左尚对司马悍说：“如果西周不听从您的建议，您的计谋就会受挫，而且还会断绝了跟西周的交情。您不如对西周国君说：‘您想立谁为太子呢？派人暗地里告诉我，我请求齐王奉送给他一些土地。’”左尚因此得以在齐受到重用。

## 三国攻秦反

### 【原文】

三国攻秦反，西周恐魏之借道也。为西周谓魏王曰：“楚、宋不利秦之德三国也，彼且攻王之聚以(利)[劲]秦。”魏王惧，令军设舍速东。

### 【今译】

齐国、韩国和魏国的军队进攻秦国后返回各自的国家，西周担心魏军会来借道。有人为了西周而对魏王说：“如果秦国听从三国，对楚国和宋国是不利的，它们将进攻大王的粮仓、钱库来增强秦国的力量。”魏王恐惧了，下令魏国军队夜宿粮蓬，火速东进回国。



then sent Sima Han to the state of West Zhou to recommend Zhou Ju by presenting West Zhou some land. Zuo Shang suggested to Sima Han, "If West Zhou doesn't listen to you, you won't be able to realize your plan, and your relationship with West Zhou will also come to an end. You'd better send a message to the sovereign of West Zhou as follows: 'Whom are you going to appoint to be crown prince? Please send someone to inform me of your decision (after you make up your mind) so that I can ask the king of Qi to present him some land to enrich him.'" Owing to this useful advice, Zuo Shang was appointed to a powerful position in the government of Qi.

### **The Troops of the Three Allied States Returned After Attacking Qin**

After the allied troops of the three states of Qi, Han and Wei attacked the state of Qin together, they were on their way back to their own states. The state of West Zhou was afraid that the troops of Wei might traverse its territory. Someone went to advise the king of Wei on behalf of West Zhou. He said, "If Qin submits to you three states, the states of Chu and Song will be in a disadvantageous position, then they will launch concerted military action to attack Your Majesty's granaries and treasuries to strengthen Qin." The king of Wei was terrified, so he ordered his troops to set up their tents and head hurriedly eastward to their state.

## 犀武败

### 【原文】

犀武败，周使周足之秦。或谓周足曰：“何不谓周君曰：‘臣之秦，秦、周之交必恶。主君之臣，又秦重而欲相者且恶臣于秦，而臣为不能使矣。臣愿免而行，君因相之。彼得相，不恶周于秦矣。’君重秦，故使相往。行而免，且轻秦也，公必不免。公言是而行，交善于秦，是公之成事也；交恶于秦，不善于公[者]，且诛矣。”

### 【今译】

魏国将军犀武被秦国军队打败后，西周派周足出使秦国。有人对周足说：“您何不对西周国君说：‘我到了秦国，秦国跟西周的邦交一定会恶化。您的臣子中，有一个人跟秦国关系密切而且想做相国，他将会在秦国那里说我的坏话，因而我不能出使秦国啊。我愿意免去相国的职位再前往秦国，您随之任用那人为相国。他得到相国职位后，就不会在秦国那里败坏西周了。’国君看重与秦国的关系，所以派相国前往。相国临行前却被免职，那就是轻视秦国了，所以您一定不会被罢免的。您说了这番话再去秦国，如果能跟秦国建立良好的关系，这就是您促成的人了；如果跟秦国关系恶化，国内那个与您为敌的人就会被杀头了。”



## Xi Wu Was Defeated

Xi Wu, a general of the state of Wei, was badly defeated by the troops of the state of Qin. After that, the state of West Zhou was about to send Zhou Zu to Qin on a diplomatic mission. Someone suggested to Zhou Zu, “Why not have a talk with the sovereign and tell him, ‘If I go to the state of Qin, I am afraid that the relationship between Qin and West Zhou will deteriorate. One of Your Majesty’s high-ranking court officials is very close to Qin and covets the position of prime minister of our state. He is going to speak ill of me to Qin. So I cannot perform this task of going to Qin on a diplomatic mission. I wish to be dismissed from office before I leave for Qin. Then you can appoint that official to be the new prime minister. If he obtains this position, he won’t speak ill of me to Qin.’ His Majesty attaches much importance to the state of Qin. That’s why he would send you, the current prime minister, to Qin. If you are dismissed from office before you leave, Qin will feel insulted. Certainly you won’t be dismissed. After expressing this point to His Majesty, you can leave for Qin. Thus, if West Zhou can build a good relationship with Qin, it will be considered as a great contribution of you. If the relationship between Qin and our state deteriorates, the one who is antagonistic towards you will be sentenced to death.”

## 卷三 秦 一

### 卫鞅亡魏入秦

#### 【原文】

卫鞅亡魏入秦，孝公以为相，封之于商，号曰商君。商君治秦，法令至行，公平无私，罚不讳强大，赏不私亲近。法及太子，黜别其傅。期年之后，道不拾遗，民不妄取，兵革大强，诸侯畏惧。然刻深寡恩，特以强

#### 【今译】

卫鞅逃离魏国，来到秦国，秦孝公任命他为相国，把他封在商，称他为商君。商君治理秦国时，法令推行得非常成功，公正无私，惩罚有罪者不怕得罪势力强大的人，奖赏有功者不偏袒亲属与近臣，太子犯法也要受到制裁，于是对太子的老师和辅官分别施以黜刑和削刑。法律推行满一年以后，丢失在道路上的物品没有人拾取，老百姓不乱拿不属于自己的东西，国家兵力强大，武器先进，各国诸侯都很畏惧秦国的势

## Book 3

### The First Volume on Qin

#### Wei Yang Escaped from Wei to Qin

Wei Yang escaped from the state of Wei and went to the state of Qin. Duke Xiao, the sovereign of Qin, appointed him prime minister of his state and presented Shang to him. So Wei Yang was also titled "Lord of Shang". When the lord of Shang governed the state of Qin, his law prevailed. Everything was settled impartially and exactly according to the law. Anyone who had committed crimes was punished no matter how powerful and influential he might be. On the other hand, no one was overly rewarded just because he was a relative of or close to the royal family. Even the crown prince was punished because of his misconduct; his tutor and assistant also suffered the Qing (referring to the penalty of stabbing the faces of criminals with a sharp knife and then smearing the wound with black ink to make a mark so that others could recognize the criminals easily) and Yi (referring to the penalty of cutting off the noses of criminals). After Shang Yang's (Wei Yang was called Shang Yang after he was conferred Shang) law had been implemented for one year, no one would keep items found on the road to himself. People didn't take things not belonging to them. The military force of Qin became very formidable, and sovereigns of all the other states were afraid of Qin's power. However, the law







### 【原文】

服之耳。

孝公行之[十]八年，疾且不起，欲传商君，辞不受。孝公已死，惠王代后，莅政有顷，商君告归。

人说惠王曰：“大臣太重者，国危；左右太亲者，身危。今秦妇人婴儿皆言商君之法，莫言大王之法，是商君反为主，大王更为臣也。且夫商君，固大王仇讎也，愿大王图之！”商君归还，惠王车裂之，而秦人不悔。

### 【今译】

力。然而，商鞅的法律太过苛刻，缺少仁爱，只不过是使用权压服人民而已。

在秦孝公推行商鞅的法律的第十八年，他生病卧床不起，打算把王位传给商鞅，商鞅推辞而不肯接受。秦孝公死后，秦惠王继承王位，他执政不久，商鞅就请求辞掉官职回到魏国。

有人对秦惠王说：“如果大臣的权势太大，国家就会有危险；如果宠臣与国君过于亲密，国君就会有危险。如今秦国的妇女和孩子都在议论商鞅的法律，而没有人议论大王的法律，这样一来，商鞅反而成了一国之主，而大王您却成了臣子了。而且商鞅本来就是大王的仇人啊。请大王仔细考虑考虑吧。”商鞅回归魏国不成，又返回秦国。秦惠王动用了车裂的酷刑将他处死，但秦国人却不同情他。

## 苏秦始将连横

### 【原文】

苏秦始将连横说秦惠王曰：“大王之国，西有巴、蜀，汉中之利，北有

### 【今译】

苏秦开始用连横的观点游说秦惠王的时候说：“大王您的国家，西



was too unmerciful, and the people were overborne by nothing but coercion.

Eighteen years after Duke Xiao implemented this law, he was confined to his bed. He wanted to devolve the throne on to Shang Yang, but Shang Yang refused to take it. When Duke Xiao died, King Hui took over the regime. Not long after King Hui came to power, Shang Yang asked for King Hui's permission to allow him to give up his position and go back to Wei.

Someone told King Hui, "If a high-ranking court official is too powerful, the state is in danger. If the beloved ones are too close to a sovereign, the sovereign is in danger. Nowadays, every man, woman and child in our state is talking about Shang Yang's law, but no one discusses the law of Your Majesty. Therefore, they take Shang Yang as the sovereign and regard Your Majesty as nothing but a court official. Moreover, Shang Yang is a personal enemy of Your Majesty. Please think it over." Shang Yang failed to return to Wei and had to go back to Qin. King Hui executed him with the Chelie penalty (referring to the penalty of killing a person by tying his limbs and head to five carriages respectively and then driving the horses to pull the carriages in different directions). Nobody in Qin showed any sympathy towards him.

### **Su Qin Started Suggesting Qin to Unite with the Six States**

When Su Qin started persuading King Hui of the state of



### 【原文】

胡貉、代马之用，南有巫山、黔中之限，东有肴、函之固。田肥美，民殷富，战车万乘，奋击百万，沃野千里，蓄积饶多，地势形便，此所谓天府，天下之雄国也。以大王之贤，士民之众，车骑之用，兵法之教，可以并诸侯，吞天下，称帝而治。愿大王少留意，臣请奏其效。”

秦王曰：“寡人闻之：毛羽不丰满者，不可以高飞；文章不成者，不可以诛罚；道德不厚者，不可以使民；政教不顺者，不可以烦大臣。今先生俨然不远千里而庭教之，愿以异日。”

### 【今译】

南有巴、蜀，汉中等富饶的土地，北边有胡地出产的骆皮以及代地出产的驢马可供使用，南面有巫山，黔中等天然的险隘，东边有肴山，函谷关等坚固的屏障。土地肥沃，百姓富足，战车达一万辆，勇猛的士兵一百万人，肥饶的土地上千里，有着丰厚的积蓄，地理环境便于攻守，这就是所谓的天之库府，天下最为强大的国家。凭借着大王的贤能、士人百姓的众多、车马的使用，兵法的操练，可以兼并各诸侯国，一吞天下，称帝而君临天下了。希望大王您稍微留意一下我的话，请让我陈述我的建议的好处。”

秦惠王说：“我听说，羽毛不丰满的，不可以展翅高飞；法令不完备的，不可以施用刑罚；道德不厚重的，不可以役使百姓；政治教化不昌顺的，不可以劳烦大臣们。如今先生不远千里来到我的朝廷教诲我，请过几天再说吧。”



Qin to take his advice to unite Qin with the Six States, he said, "Regarding Your Majesty's state, there are fertile places such as Ba, Shu, Hanzhong and so on in the west. In the north, there are furs produced in the Hu area and swift horses produced in the Dai area. There are dangerous places such as Mount Wu and Qianzhong in the south, and natural forts like Mount Xiao and the pass of Hangu Valley in the east. Moreover, the land of your state is very fertile, and the people are rich. You have ten thousand chariots and one million tough soldiers. You own one thousand *li* of fecund land and your state has lots of assets. The geographic condition is very good. So your state is the so-called Depot of Heaven and is the most powerful country in the world. Relying on Your Majesty's wisdom and capability, the large number of scholars and the masses, the use of chariots and horses, and the spreading of the art of war among the officers and men, surely you can annex other sovereigns' territory, unify the whole world, become a Di and rule the world. Please pay a little attention to my words, Your Majesty, and allow me to explain to you the benefit of my advice."

The king of Qin said, "As far as I know, if a bird's feathers are not well developed, it cannot fly high in the sky; if the law is not complete, it should not be used to punish criminals; if one is not virtuous enough, he cannot employ the people; if one's policies and moral education are not successful, he should not trouble his high-ranking court officials. Now you have travelled one thousand *li* here to my court to give me instructions. Let's discuss that later."

### 【原文】

苏秦曰：“臣固疑大王之不能用也。昔者神农伐补遂，黄帝伐涿鹿而禽蚩尤，尧伐驩兜，舜伐三苗，禹伐共工，汤伐有夏，文王伐崇，武王伐纣，齐桓任战而伯天下。由此观之，恶有不战者乎？古者使车毂击驰，言语相结，天下为一；约从连横，兵革不藏；文士并饬，诸侯乱惑；万端俱起，不可胜理；科条既备，民多伪态；书策稠杂，百姓不足；上下相惑，民无所聊；明言章理，兵甲愈起；辩言伟服，战攻不息；繁称文辞，天下不

### 【今译】

苏秦说：“我本来就怀疑大王不能采用我的建议。从前神农讨伐补遂，黄帝攻打涿鹿并擒获蚩尤，尧进攻驩兜，舜攻打三苗，禹攻打共工，汤攻打夏朝，文王攻打崇国，武王讨伐商纣，齐桓公通过战争称雄天下。由此看来，要想一统天下，哪能不用战争呢？古时候使者的车子互相撞击，他们通过谈判互相订立盟约，从而天下统一。合纵与连横之说盛行之际，兵器铠甲继续得到使用。文人辩士巧言繁饰，使得诸侯纷乱疑惑，各种事端都被挑起，天下不能被有序地治理。法律条文健全了，百姓就会虚伪地敷衍。文书、简策纷繁杂乱，百姓反而觉得不足，君臣上下互相抱怨，民不聊生，大道理总是讲得名正言顺，但战就战，互相警



Su Qin said, "I did doubt that Your Majesty might take my advice. Previously, Shen Nong attacked Bu Sui. The Yellow Emperor launched military operations in Zhuolu to attack Chi You and held him captive. Yao attacked Huan Dou. Shun attacked San Miao. Yu attacked Gong Gong. Tang attacked the Xia Dynasty. King Wen attacked the state of Chong. King Wu attacked Zhou, the last king of the Shang Dynasty. Duke Huan of Qi established one of the most powerful states through military actions. By this token, how can military forces be put into disuse? In ancient times, numerous diplomats travelled all over the world and their carriages almost bumped into each other on the road. They made agreements after discussions and negotiations. Thus the world was unified. At present, propositions of Lianheng (referring to Qin's tactics of uniting with other states to consolidate its own power and unify the world) and Hezong (referring to the tactics of allying the six eastern states to counteract Qin) prevail. Armour and weapons are taken out and used again. Scholars and eloquent people try to extend their well prepared arguments. Sovereigns of all the states are confused. Various problems are provoked and cannot be settled correctly. If the law and all the related regulations are complete, the people will simply comply with them *falsely*. There are numerous documents, but the people still don't feel satisfied. Sovereigns and officials blame each other for the problems, and the common people don't have any means to support themselves. The more rational and warranted the arguments seem to be, the more frequently military actions

### 【原文】

治；舌弊耳聋，不见成功；行义约信，天下不亲。于是，乃废文任武，厚养死士，缀甲厉兵，效胜于战场。夫徒处而致利，安坐而广地，虽古五帝、三王、五伯，明主贤君，常欲坐而致之。其势不能，故以战续之。宽则两军相攻，迫则杖戟相撞，然后可建大功。是故兵胜于外，义强于内；威立于上，民服于下。今欲并天下，凌万乘，拙敌国，制海内，子元元，臣诸

### 【今译】

说客们的语言越是雄辩，服饰越是华丽，征战就越是不能停息。说教越是繁缛，辩辞越是巧妙，天下就越是天乱。舌头磨破了，耳朵磨聋了，他们的主张也不会被采纳。尽管推行正义，用诚信互相约束，天下人却并不亲附。于是，统治者就放弃文教，崇尚武力，豢养不怕死的武士，制作盔甲，磨利兵器，以求在战场上夺取胜利。至于无所事事地闲扯就能招致利益，悠闲舒适地稳坐着就能扩大自己的领地，即使是古代的五帝、三王、五霸，以及其他一些圣贤的君主，也常常向往能够白白得到这样的好处，但实际上却不能做到，所以就代之以战争。只有通过远距离的战争，就是两个军队互相攻打，或近距离作战，就是士兵们的武器互相碰撞磨擦，才可以建立伟大的功业。如果军队在境外的战争中取胜，正义就能在境内得到伸张，国家的威望就能确立，下面的百姓也就能俯首听命。如今，假如想吞并天下各国，胜过拥有一万辆战车的诸侯国，让敌对的国家屈服，控制海内的领土，为天下百姓之父母，让诸侯称臣，不



occur. The more skillful the persuaders are, and the more luxurious their clothes are, the less hope there is for a ceasefire. The more sophisticated and deliberate the viewpoints are, the more disordered the world is. Even though the persuaders try their best to persuade the sovereigns, their ideas are still not accepted. Even though the sovereigns try to extend righteousness and advocate honesty, people all over the world don't feel close to them. As a result, culture and education go into disuse and military operations are undertaken. Suicide warriors are trained at great cost. Armour is made and weapons are sharpened. Soldiers are sent to the battlefield to win every possible victory. Even wise sovereigns of ancient times such as the Five Di-ancestors, the Three King-ancestors and the Five Lord-protectors wanted to obtain great benefit and enlarge their territory without effort. But in fact, they could not do that. So they had to resort to military action to gain what they wanted. Great achievements can only be made either by troops fighting each other fiercely or by soldiers fighting to death in a close battle. Thus, if the troops win every war outside the state, righteousness will be extended inside, and if the state establishes a high prestige, the people will be obedient. Nowadays, if you want to unify the whole world, outdo those states which possess ten thousand chariots, make enemy states yield to your authority, take firm control over the world, govern the people successfully and put other sovereigns at your service, you can do nothing but take military action! Contemporary sovereigns often overlook this



### 【原文】

侯，非兵不可！今之嗣主，忽于至道，皆懵于教，乱于治，迷于言，惑于语，沉于辩，溺于辞。以此论之，王固不能行也！”

说秦王书十上，而说不行。黑貂之裘弊，黄金百斤尽。资用乏绝，去秦而归。羸滕履蹻，负书担囊，形容枯槁，面目黎黑，状有归色。归至家，妻不下维，嫂不为炊，父母不与言。苏秦喟[然]叹曰：“妻不以我为夫，嫂不以我为叔，父母不以我为子，是皆秦之罪也！”乃夜发书，陈箴数十，得[太公阴符]之谋，伏而诵之，简练以为揣摩。读书欲睡，引锥自刺其股，血流至足。曰：“安有说人主不能出其金玉锦绣，取卿相之尊者乎？”期年，揣摩成，曰：“此真可以说当世之君矣！”

### 【今译】

通过战争就不能做到！当今君主忽略了用兵这个极其关键的道理，他们的政治教化都非常混乱，国家治理得一团糟，被花言巧语所迷惑，沉溺于辩说和辞令中。这样说来，统一天下的大业根本就行不通。”

苏秦游说秦王，十次上书，他的主张都没有被采纳。他的黑貂皮大衣穿破了，一百斤黄金也花光了，盘缠全用完了，只好离开秦国回到家乡。他穿着草鞋，背着书箱，肩挑行囊，模样极其憔悴，脸色黝黑，显得十分惭愧。回到家里，正在织布的妻子不停了织机下来迎接他，嫂子不给他做饭，父母不搭理他。苏秦感慨地说：“妻子不拿我当丈夫，嫂子不拿我当小叔，父母不拿我当儿子，这都是我自己的过错啊。”于是夜里发奋读书，把几十个书箱都打开，得到了太公所著的兵书《太公阴符》，伏案苦读，挑选出书中的要旨仔细揣摩。读书读到昏昏欲睡的时候，就用锥子刺自己的大腿，鲜血一直流到他的脚上。他说：“哪有游说一国之主而不能让他拿出黄金、美玉和华丽的衣服锦绣奉自己，并取得上卿、相国之类尊贵的职位的？”过了一年，他完全揣摩透了书中的道理，说：“这些道理真的可以用来游说当今的君主啊！”



crucial fact. Moral education makes them muddle-headed. Their states are in disorder. They are confused by some sophisticated debates and arguments. No wonder none of them is able to unify the world.”

Su Qin wrote ten letters to persuade the king of Qin, but all his efforts resulted in failure. His black marten coat was worn, his one hundred *jin* of gold was used up, he ran out of money, and finally he had to leave Qin and return home. He wore leg wrappings and a pair of straw sandals, carrying his books on his back and shouldering his luggage. He looked exhausted and his face was tanned by the sun. He also appeared ashamed. When he arrived home, his wife was weaving and didn't stop to welcome him. His sister-in-law didn't cook anything for him to eat. And his parents didn't talk to him. Su Qin groaned, “My wife does not regard me as her husband. My sister-in-law does not regard me as her brother-in-law. My parents do not regard me as their son. This is my own fault.” Then he studied very hard every night. He opened scores of book cases and found *Yin Fu* written by Duke Tai. He read it very carefully and studied its keystone carefully. Every time he felt too tired and sleepy, he would stab his thigh with a wimble. As a result, blood flowed to his feet. He said, “If one persuades the sovereign of a state, he will surely be presented with gold, jade and fine silk fabric and be appointed to a position as powerful as the highest-ranking court official or the prime minister.” One year later, he mastered the main ideas of the book very well. He said, “These ideas are the right ones for advising

### 【原文】

于是乃摩燕乌集阙，见说赵王于华屋之下，抵掌而谈。赵王大悦，封为武安君，受相印。革车百乘，(缩)[锦]绣千纯，白璧百双，黄金万溢，以随其后，约从散横，以抑强秦。故苏秦相于赵而关不通。

当此之时，天下之大，万民之众，王侯之威，谋臣之权，皆欲决于苏秦之策。不费斗粮，未烦一兵，未战一士，未绝一弦，未折一矢，诸侯相亲，贤于兄弟。夫贤人在而天下服，一人用而天下从。故曰：“式于政，不式于勇；式于廊庙之内，不式于四境之外。”当秦之隆，黄金万溢为用，

### 【今译】

于是他走进燕乌集宫阙，在富丽堂皇的大殿中拜见赵王，谈得非常融洽。赵王十分高兴，封他为武安君，授予他相国的大印。他带着一百辆战车，一千纯华美的衣料，一百对白玉，一万镒黄金到各诸侯国，来联合六国破坏合纵的计划，以此来抵御强大的秦国。所以，苏秦在赵国做相国的时候，各国都断绝了跟秦国的邦交。

在这个时候，天下如此之大，百姓如此众多，王侯如此威严，谋臣如此有权谋，全都听从苏秦的计策。苏秦没有耗费一斗粮食，没有烦劳一兵一卒，没有让一位勇士参战，没有弄断一根弓弦，没有弄折一支箭，就使得诸侯互相亲善，关系胜过亲兄弟。有贤人在，天下人就会折服。一人用事，天下人都会听从。所以说：“要使用政治，而不要使用武力；要在朝廷内决策大事，不要在四境之外决胜负。”在苏秦最为飞黄腾达的时候，他手头支配着一万镒黄金，车马队伍浩大，显赫无比地往来于



contemporary sovereigns!”

Then he went through the Yan-Wu-Ji Gate and met and advised the king of the state of Zhao in a luxurious hall. The king of Zhao was very satisfied with his ideas, conferred upon him the title of “Lord of Wu’an” and appointed him to be prime minister of Zhao. Su Qin was presented with one hundred chariots, one thousand *chun* of fine silk fabric, one hundred pairs of white jade and ten thousand *yi* of gold. Then he started to travel across the world with these things to persuade the sovereigns of the Six States to unite with each other and counteract the powerful state of Qin together. During the time when Su Qin was prime minister of Zhao, every state cut its ties with Qin.

At that time, everything was decided by Su Qin even though the world was big, the people were numerous, sovereigns and marquises were powerful, and advisors were experienced and astute. Without using one *dou* of provender, *bothering one soldier or officer, breaking one bowstring or wasting one arrow*, Su Qin made all the sovereigns be friendly to each other like brothers. If a person is wise and capable, he will win over people all over the world. If a wise and capable person is appointed to the right position, people all over the world will follow his orders. So it is said, “Instead of resorting to military forces, you should resort to policy. Instead of taking action outside your own territory, you should make the right decisions at the court.” When Su Qin’s power reached its summit, he owned ten thousand *jin* of gold, administrated numerous carriages and horses, and travelled



### 【原文】

转毂连骑，炫横于道，山东之国，从风而服，使赵大重。且夫苏秦特穷巷掘门、桑户椽枢之土耳，伏轼搏衔，横历天下，廷说诸侯之王，杜左右之口，天下莫之能仇。

将说楚王，路过洛阳。父母闻之，清宫除道，张乐设饮，郊迎三十里。妻侧目而视，倾耳而听；嫂蛇行匍伏，四拜自跪而谢。苏秦曰：“嫂何前倨而后卑也？”嫂曰：“以季子之位尊而多金。”苏秦曰：“嗟乎！贫穷则父母不子，富贵则亲戚畏惧。人生世上，势位富贵，盖可忽乎哉！”

### 【今译】

大路上。山东各个国家如风吹草动一般听命，使得赵国受到无限的尊重。至于说苏秦，不过是穷巷中用桑木板做门窗，用树枝弯曲成门轴的一介书生而已，现在却伏在车前的横木上，拉着马的缰绳，游历天下，在朝堂上游说各国诸侯，堵住周围所有人的口，天下没有一个人能跟他相比。

苏秦即将游说楚王的时候，路过洛阳，父母听说后，收拾房屋，清扫街道，吹奏音乐，摆下宴席招待他，并且亲自到三十里之外的地方迎接他。妻子不敢正视他，侧耳细听他的话。嫂子像蛇一般爬行着出来见他，向他拜了四次，并且跪下谢罪。苏秦说：“嫂子为什么以前对我那么傲慢，而现在如此谦卑呢？”嫂子回答说：“因为小叔子现在职位尊贵而且很富有。”苏秦说：“唉！贫穷落魄的时候，父母也不把我当儿子，在我富贵的時候，家人也惧怕我。人生在世，怎么能够忽视权势与富貴呢？”

## 秦惠王谓寒泉子

### 【原文】

秦惠王谓寒泉子曰：“苏秦欺寡人，欲以一人之智，反覆山东之君，

### 【今译】

秦惠王对寒泉子说：“苏秦欺骗我，想凭借他一个人的智慧，策动山



with splendor. The states located east of the mountain range yielded to his authority like grass bending to the wind. As a result, Zhao became the most powerful state of that time. As for Su Qin, he used to be a poor scholar living in a shanty. Now he travelled across the world by carriage to persuade sovereigns of all other states at their courts. No one dared to argue with him and his power was matchless.

When he was on the way to persuade the king of Chu, he passed by Luoyang. When his parents heard this, they cleaned the house and the street, arranged a concert and a banquet to greet him. And they also walked thirty *li* to the suburbs to welcome him. His wife dared not look at him directly in the eye, and paid much attention to listening to every word he said. His sister-in-law crawled out like a snake to pay her respect. She bowed four times before him and knelt down to beg him to forgive her former inhospitality. Su Qin asked, "My sister-in-law, why were you so arrogant before but so humble now?" His sister-in-law replied, "Because now you are powerful and rich." Su Qin said, "Oh! When I was poor, my parents would not regard me as their son. But if I am rich and powerful, even my relatives will be afraid of me. How can one simply overlook power and wealth when he is alive?"

### **King Hui of Qin Had a Talk with Han Quanzi**

King Hui of the state of Qin had a talk with Han Quanzi. He said, "Su Qin has cheated me. Now he is trying to unite



### 【原文】

从以欺秦。赵固负其众，故先使苏秦以币帛约乎诸侯。诸侯不可一，犹连鸡之不能俱止于栖（之）[亦]明矣。寡人忿然，含怒日久，吾欲使武安子起往喻意焉。”寒泉子曰：“不可。夫攻城随邑，请使武安子；善我国家，使诸侯，请使客卿张仪。”秦惠王曰：“敬受命。”

### 【今译】

东六国联合起来对付我秦国。赵国肯定倚仗自己人多势众，所以先派苏秦带着财物和锦缎去联合各国诸侯。诸侯们的心思不会完全一致，如同用绳子拴在一起的鸡不能都老老实实地呆在鸡舍里一样，这是很明显的。我很愤怒，已经生了好长时间的气了，我打算派白起前往山东各国向它们表明我的意思。”寒泉子说：“不可以这么做。至于攻陷别国的城邑这样的事情，可以安排白起去做。要让诸侯各国对我们秦国友善，请派我们的客卿张仪。”秦惠王说：“我将按照您的意思去做。”

## 泠向谓秦王

### 【原文】

泠向谓秦王曰：“向欲以齐事王，使攻宋也。宋破，晋国危，安邑王之有也。燕、赵恶齐、秦之合，必割地以交于王矣。齐必重于王。则向

### 【今译】

泠向对秦王说：“我想让齐国侍奉大王，才让齐国进攻宋国。宋国被攻破后，韩国、赵国和魏国就会处在危险之中，大王就可以得到安邑了。燕国和赵国讨厌齐国和秦国联合，必定会割让土地来跟大王交好。齐国一定会尊崇大王。我进攻宋国，就是想恐吓齐国并且使大王受到



with all the states located east of Mount Xiao to counteract my state. Counting on its huge population and tremendous savings, the state of Zhao has sent Su Qin with money and fine silk to ally with other states. Apparently, the sovereigns of these states cannot be of one mind, just as hens bound together by a rope will not stay peacefully in the coop. I am very angry, and have been dissatisfied with these states for a long time. Now I am going to send Bai Qi to these states to give them a piece of my mind." Han Quanzi said, "You should not send Bai Qi there. If you want to attack other states and occupy their land, please appoint Bai Qi to do so. If you want other states to establish friendly relations with us, please send Zhang Yi, our high-ranking guest court official, there. "King Hui said, "I will do as you suggested."

### **Ling Xiang Had a Talk with the King of Qin**

Ling Xiang had a talk with the king of the state of Qin. He said, "I want to make the state of Qi submit to the authority of Your Majesty, so I have directed Qi to attack the state of Song. If Song is destroyed, the states of Han, Zhao and Wei (the three states which once belonged to the state of Jin) will be in danger, and Anyi will be under your firm control. The states of Yan and Zhao hate Qi and Qin uniting with each other, so they both will cede some land to you to build a good relationship with you. As a result, Qi will definitely show much reverence to Your Majesty. So I have arranged to attack Song because I hope to terrify Qi and





### 【原文】

之攻宋也，且以恐齐而重王。王何恶向之攻宋乎？向以王之明为先知之，故不言。”

### 【今译】

尊豪。大王为什么讨厌我进攻宋国呢？我因为大王的明智以为您能预料到这一点，所以才没有说。”

## 张仪说秦王

### 【原文】

张仪说秦王曰：“臣闻之：弗知而言为不智，知而不言为不忠。为人臣，不忠当死，言不审亦当死。虽然，臣愿悉言所闻，大王裁其罪。臣闻天下阴燕阳魏，连荆固齐，收馀韩成从，将西（南）[面]以与强秦为难。臣窃笑之。世有三亡，而天下得之，其此之谓乎！臣闻之曰：‘以乱攻治者亡，以邪攻正者亡，以逆攻顺者亡。’今天下之府库不盈，闾仓空虚，悉

### 【今译】

张仪游说秦王说：“我听说，谈论自己不知道的东西是不明智的，自己清楚地知道一些东西却不说是 不忠。作为臣子，不忠就应当被处死，说出的话不当也应该被处死。尽管如此，我愿意把自己听到的都说出来，请大王裁决我的罪过。我听说天下各国暗地里结交燕国，明确地联合魏国，伙同楚国，拉拢齐国，收拾韩国的残局，来形成合纵的策略，将向西来跟强大的秦国作对。我私下里觉得他们这么做很好笑。世上有三种情形可以导致国家灭亡，而天下各国都占全了，说的大概就是这种情形吧。我听说：‘混乱的国家进攻一个治理得很好的国家，自身就会灭亡；邪恶的国家进攻正义的国家，自身就会灭亡；政治乖戾的国家进攻政令昌顺的国家，自身就会灭亡。’如今天下各国府库中没有多少积



improve the status of Your Majesty at the same time. Why are you against my plan to attack Song then? I thought that with your wisdom you must have foreseen its aftermath, so I didn't explain it to you in advance."

### Zhang Yi Reasoned with Qin's King

Zhang Yi reasoned with the king of the state of Qin. He said, "I heard that it is unwise to talk about something one doesn't know about. If one knows something *but doesn't* inform his sovereign about it, he is disloyal. If a court official serving the sovereign is disloyal, he should be sentenced to death. If one expresses something unsuitable, he should be sentenced to death too. Although it is the case, I still want to tell you all that I have heard. Then you can decide to what extent I am guilty. I have heard that other states in the world are secretly uniting with the state of Yan and openly affiliating with the state of Wei. They are also allying with the state of Chu, strengthening their relationship with the state of Qi and dealing with the aftermath of the debacle of the state of Han. Thus they will build up a concerted front to thwart the state of Qin in the west. I personally find this quite ridiculous. In the world, there are three situations leading to the defeat of a state. And don't these states have all the three of them? I have heard, 'If a chaotic state attacks a state that is in good order, that state itself will be ruined. If a wicked state attacks a righteous state, that state itself will be ruined. If a tyrannical state attacks a state following

### 【原文】

其士民，张军数千百万，白刃在前，斧质在后，而皆去走不能死。（罪）  
[非]其百姓不能死也，其上不能（杀）也。言赏则不与，言罚则不行。赏  
罚不行，故民不死也。

“今秦出号令而行赏罚，不攻无攻相事也。出其父母怀衽之中，生  
未尝见寇也。闻战，顿足徒裋，犯白刃，蹈煨炭，断死于前者，比是也。夫

### 【今译】

着，粮仓空虚，他们全部的士民百姓都加起来，召集起的军队的数目号  
称是千百万，锋利的武器横在前面，大斧头挡在后面，就都撤退、逃跑而  
不能死战。不是百姓不能为国家效死，而是做君主的自身无能啊。说  
了要进行奖赏却不给奖品，说了要施加惩罚却不予惩处。赏罚不能严  
细执行，所以百姓不会效死。

“如今秦国发号施令，赏罚分明，不进攻不该攻打的国家，一切严格  
按照实际情况作出决定。人民自从离开父母亲的怀抱，就没有见到过  
寇寇。一听说要打仗，跺着脚，露出胳膊，冒着锋利的武器，踏着炽热的  
炭火，奋勇向前被死的，到处都是。决死跟决生不同，但人民却这么做，



correct edicts and moral education, that state itself will be ruined. ' As for these aforementioned states, their treasuries are short of savings, and their granaries are empty. If they summoned all the people together, they could build an army with millions and tens of millions of soldiers. However, when there are sharp weapons in front of them and axes positioned behind them (that is, when these soldiers are sent to the battleground to confront their enemies), all of them will retreat or escape, and no one would be likely to fight to death. It is not that the people won't devote their lives to their states, but that the sovereigns themselves are incapable of commanding them. Why? Although they might declare that they will reward the people, in reality they never present the people with any rewards. Although they might announce that they will punish some people, in fact they never execute any punishments. Thus rewards and punishments are not carried out properly, so people won't fight to death on behalf of their sovereigns.

"Now in our state, Qin, all the orders and edicts are carried out, and rewards and punishments are dispensed correctly. We don't attack other states unnecessarily but objectively and carefully observe the real situation. The people of our state haven't witnessed any invaders since they were born. When they hear that they are going to engage in a war, they all stamp their feet and show their bare arms to exhibit their bravery. Although they might march through sharp blades or walk over burning coals, they will not hesitate to advance and fight to death. In this respect, they



### 【原文】

断死与断生也不同。而民为之者，是贵奋也。一可以胜十，十可以胜百，百可以胜千，千可以胜万，万可以胜天下矣。今秦地形，断长续短，方数千里，名师数百万。秦之号令赏罚，地形利害，天下莫如也。以此与天下，天下不足兼而有也。是知秦战未尝不胜，攻未尝不取，所当未尝不破也。开地数千里，此甚大功也。然而甲兵顿，士民病，蓄积索，田畴荒，困仓虚，四邻诸侯不服，伯王之名不成，此无异故，，谋臣皆不尽其忠也。

“臣敢言往昔，昔者，齐南破荆，中破宋，西服秦，北破燕，中使韩、

### 【今译】

是崇尚勇武的缘故啊。一个可以打败敌人十个，十个可以打败敌人一百个，一百个可以打败敌人一千个，一千个可以打败敌人一万个，一万个就可以打败天下全部的兵力了。如今秦国的国土，截长补短，方圆几千里，著名的大军队几百万。秦国号令能够执行，赏罚分明，地形有利，天下没有哪个国家能够比得上，其他国家都不能兼有这些有利条件。显然秦国军队能够战无不胜，攻无不克，所向披靡。扩展几千里疆土，这是非常伟大的功绩，然而我们的铠甲不坚固，兵器不锋利，士卒与百姓困顿，积蓄精光，田野荒芜，粮仓空虚，四方邻近的国家不服从，不能成就霸主或称王的美名，这没有别的原因，是因为出谋划策的大臣没有竭尽忠心的缘故。

“或平既说议以商的事情。从前，齐国向南攻破了楚国，在中部攻破了宋国，向西制服了秦国，向北击败了燕国，在中部还调遣、支配着韩



are all the same. Normally it is very hard to choose to fight to death. However, our people don't hesitate to do so because courage is highly cherished and honoured in our state. So, one soldier on our side can defeat ten enemy soldiers, ten can defeat one hundred, one hundred can defeat one thousand, one thousand can defeat ten thousand, and ten thousand can defeat the troops of all other states combined together. Now the territory of the state of Qin amounts to several thousand square *li*. Our army with millions of soldiers is well-known. Our orders are carried out. Rewards and punishments are dispensed justly. Our geographical condition is also extremely advantageous. Taking all these advantages into consideration, *no other state can match us*. No other state possesses all these strong points. So, obviously the troops of Qin will win any war, seize any place and defeat any enemy if they want. They are capable of enlarging our territory by several thousand square *li*. That should be a great achievement. However, our armour is weak, our weapons are blunt, and our soldiers and people are exhausted. We are short of savings. Our fields are deserted and our granaries are empty. Our neighbouring states don't submit to us. The high reputation of 'King' or 'Lord-protector' cannot be gained. All these aforementioned facts can be attributed to nothing but the disloyalty of the advisors of our state.

"I would venture my opinion on some things that happened in the past. Previously, the state of Qi defeated the state of Chu in the south, ruined the state of Song in the central part of China, conquered the state of Qin in the west,

### 【原文】

魏之君，地广而兵强，战胜攻取，诏令天下；济清河浊，足以为限，长城巨坊，足以为塞。齐，五战之国也。一战不胜而无齐。故由此观之，夫战者，万乘之存亡也。

“且臣闻之曰：‘削株掘根，无与祸邻，祸乃不存。’秦与荆人战，大破荆，袭郢，取洞庭、五都、江南。荆王亡奔走，东伏于陈。当是之时，随荆以兵，则荆可举；举荆，则其民足贪也，地足利也。东以（强）[弱]齐、燕，中（陵）[凌]三晋。然则是一举而伯王之名可成也，四邻诸侯可朝也。

### 【今译】

国和魏国的君主。齐国国土广大，兵力强大，战无不胜，攻无不克，号令通行于天下。济水清清，河水浑浊，足以作为险阻；长城与巨防，足以作为要塞。齐国曾经五战五胜，却因为在一次战争中失利而亡过国。所以，由此看来，战争胜负是关系到一个拥有一万辆战车的国家存亡的关键。

“而且我听说：‘斩草除根，不要接近祸患，祸患就不存在了。’秦国跟楚国作战的时候，大败楚国军队，袭击郢都，夺取了洞庭、五都和江南。楚王逃亡，向东隐藏在陈国。正当这个时候，如果继续派兵进攻楚国，楚国就可以攻下了；攻下楚国，则那里的民众足以满足秦国争存人民的贪欲，土地足以谋利；向东可以削弱齐国和燕国，在中部可以压制韩国、赵国和魏国。这样一来，一举就可以成就霸主或一统天下的美



overthrew the state of Yan in the north, and also managed to dominate the sovereigns of the states of Han and Wei. Its territory was vast, and its army was powerful. It could defeat every enemy and take control over every place. Orders issued by Qi used to be carried out all over the world. The Ji River is clear and the Yellow River is turbid. They both served as natural barriers. Both the Great Wall (referring to the Great Wall built by the state of Qi in ancient times) and the Ju Fang (referring to a huge dike) served as impregnable fortresses. Qi won five large-scale wars but was ruined due to one debacle. By this token, military action is a crucial factor in deciding whether a state with as many as ten thousand chariots will survive or perish.

“Moreover, I have heard that ‘Remove the source of danger and keep away from trouble, and you will be free from problems’. Previously, the troops of the state of Qin were engaged in a war with the state of Chu. They badly defeated the troops of Chu, attacked the capital of Ying and seized the area around the Dongting Lake, Wu Du and Jiangnan. The king of Chu escaped towards the east and took shelter in the state of Chen. At that time, if Qin had continued the military action against Chu, Chu would have been ruined. If Chu had been ruined, Qin could have taken control of Chu’s people and also benefited from various advantages provided by its land. Moreover, Qin could have weakened the states of Qi and Yan in the east and suppressed Han, Zhao and Wei, the three states that used to belong to the former state of Jin, in the central part of China. As a result, you could have been



### 【原文】

而谋臣不为，引军而退，与荆人和。今荆人收亡国，聚散民，立社主，置宗庙，令帅天下西面以与秦为难，此固已无伯王之道一矣。天下有比志而军华下，大王以诈破之，兵至梁郭。围梁数旬，则梁可拔；拔梁，则魏可举；举魏，则荆、赵之志绝；荆、赵之志绝，则赵危；赵危，而荆孤。东以（强）[弱]齐、燕，中（陵）[凌]三晋。然则是一举而伯王之名可成也，四

### 【今译】

名，四方邻近国家的诸侯也会前来朝拜。然而出谋划策的大臣却没有这么做，而是指挥军队撤退，跟楚国人讲和。如今楚国人收拾国家的残局，召集离散的百姓，重新祭祀社稷之神，重建祖庙，并下令率领天下各国向西跟秦国作对。这是第一次丧失成就王霸大业的机会。天下有共同目标的国家派兵挺进华阳城下，大王用诡计攻破了他们，派兵逼近了魏国都城大梁。如果将大梁围困几十天，就可以攻下大梁；攻克大梁，魏国就可以攻下了；攻下魏国，楚国和赵国的联系就被切断了；楚国和赵国的联系被切断后，赵国就会危险了；赵国危险了，楚国就会孤立了；向东可以削弱齐国和燕国，在中部可以压制住韩国、赵国和魏国。这样一来，一举就可以成就霸主或一统天下的美名，四方邻近国家的诸侯也

entitled 'King' or 'Lord-protector', and the neighbouring states on all four sides would have submitted to your authority. However, the advisors didn't tell you to do so. On the contrary, they ordered the troops to retreat and made peace with the people of Chu. Thus the people of Chu could managed to recover from the situation after the debacle of their state. They called the scattered people together and made sacrifices to worship the god of land and the god of grain again. Besides, they united with other states to attack Qin westwards. Thus you lost the first chance to unify the world (to become a King) or establish one of the most powerful states and therefore become a Lord-protector. When other states launched a concerted attack against our state and stationed their allied troops near the city of Huayang, you defeated them by using trickery. Then you dispatched troops to approach Liang, the capital of the state of Wei. If your troops had besieged Liang for scores of days, Liang could have been occupied. If Liang had been occupied, the state of Wei could have been conquered. If the state of Wei had been conquered, the relationship between the states of Chu and Zhao would be broken. If the relationship between Chu and Zhao had been cut off, Zhao would have been in danger. If Zhao had been in danger, Chu would have been isolated. Thus you could have weakened the states of Qi and Yan in the east and suppressed Han, Zhao and Wei, the three states that belonged to the former state of Jin, in the central part of China. As a result, you could have been entitled 'King' or 'Lord-protector', and the neighbouring states on all four



### 【原文】

邻诸侯可朝也。而谋臣不为，引军而退，与魏氏和。〔今〕〔今〕魏氏收亡国，聚散民，立社主，置宗庙，此固已无伯王之道二矣。前者穰侯之治秦也，用一国之兵，而欲以成两国之功，是故兵终身暴灵于外，士民蹶病于内，伯王之名不成。此固已无伯王之道三矣。

“赵氏，中央之国也，杂民之所居也。其民轻而难用，号令不治，赏罚不信，地形不便，上非能尽其民力。彼固亡国之形也，而不忧民氓，悉

### 【今译】

会来朝拜。然而出谋划策的大臣却没有这么做，而是指挥军队撤退，跟魏国人讲和。如今魏国人收拾国家的残局，召集离散的百姓，重新祭祀社稷之神，重建祖庙。这是第二次丧失成就王霸大业的机会。从前穰侯治理秦国的时候，利用一个国家的军队，却想在两个国家同时取得成功，因此让士卒终生在外而征战，国内的士民百姓疲惫不堪，不能成就王霸美名。这便是第三次丧失成就王霸大业的机会。

“赵国处于中央地区，来自不同国家的人民居住在那里。赵国的人民意志不坚定而且难以调遣，号令不能贯彻执行，赏罚不分明，地理形势不便利，君主不能让百姓竭尽全力为自己效劳。那本来就是亡国的



sides would have submitted to your authority. However, the advisors didn't tell you to do so. On the contrary, they ordered the troops to retreat and made peace with the people of the state of Wei. Thus the people of Wei could manage to recover from the situation after the debacle of their state. They have called the scattered people together and made sacrifices to worship the god of land and the god of grain again. Thus you lost the second chance to unify the world (to become a King) or establish one of the most powerful states and therefore become a Lord-protector. Previously, when Marquis Rang was in charge of government affairs of the state of Qin, he tried to manipulate the military forces of Qin to make contributions in two states and put both of them in order (according to Gao You's commentary, Marquis Rang hoped to put both the state of Qin and the state of Wei in order. However, according to Bao Biao, Marquis Rang aimed at putting both the state of Qin and his own private fief in order). But as a matter of fact, officers and men were forced to endure the hardships of many arduous marches during their service. Both the scholars and ordinary people of Qin were exhausted. Moreover, you couldn't unify the world or at least build one of the most powerful states. Thus you lost the third chance to become a King or a Lord-protector.

"The state of Zhao is located in the centre of China. People from various states live there. The people in Zhao are frail and cannot be employed. Orders and edicts are not carried out. Rewards and punishments are not dispensed correctly. The geographical condition is not good, and the

### 【原文】

其士民，军于长平之下，以争韩之上党。大王以诈破之，拔武安。当是时，赵氏上下不相亲也，贵贱不相信，然则是邯郸不守。拔邯郸，完河间，引军而去，西攻修武，逾羊肠，降代、上党。代三十六县，上党十七县，不用一领甲，不苦一民，皆秦之有也。代、上党，不战而已为秦矣；东阳河外，不战而已反为齐矣；中呼池以北，不战而已为燕矣。然则是举赵则韩必亡，韩亡则荆、魏不能独立；荆、魏不能独立，则是一举而坏韩，蠶魏，挟荆，以东弱齐，燕，决白马之口，以流魏氏。一举而三晋亡，从者

### 【今译】

形势，国君却不为黎民百姓分忧，而是召集所有的士民百姓，让他们驻扎在长平城下，来争夺韩国的上党。大王用智谋挫败了赵军，攻克了武安。正当这个时候，赵国君臣互相疏远，大臣与士人彼此不信任，这样一来，就不能固守邯郸。秦国攻克邯郸后，收取了河间，撤兵离去，向西进攻修武，越过羊肠要塞，攻克了代与上党。代地的三十六个县，上党的十七个县，不用耗费一套铠甲，不用辛苦一兵一卒，就全部被秦国占有了。代和上党不需用兵就已经归秦国所有了；东阳、河外不需用兵就已经归齐国所有了；滹沱河以北不需用兵就已经归燕国所有了。这样一来，如果攻克了赵国，韩国就一定会灭亡；韩国灭亡了，楚国和魏国就不能独立存在。楚国和魏国不能独立存在，就能一举攻破韩国，侵吞魏国，并要挟楚国，向东可以削弱齐国与燕国，决开白马津渡口，可以淹

sovereign is not able to make the people serve him tooth and nail. Certainly it faces the danger of being ruined. However, the sovereign didn't worry about the critical condition of the people, but summoned all the scholars and people and stationed them in Changping to fight for the area of Shangdang of the state of Han. Your Majesty defeated his troops with trickery and occupied Wu'an. At that time, the sovereign of Zhao and his inferiors were distanced from each other. High-ranking court officials and scholars didn't trust each other. As a result, they couldn't defend Handan. After the troops of Qin occupied Handan and took over Hejian, they attacked Xiuwu in the west, crossed the Yangchang Fortress, and took over Dai and Shangdang. The area of Dai has thirty-six counties and the area of Shangdang has seventeen. The state of Qin seized these two areas without using a suit of armour or troubling one soldier. Dai and Shangdang became Qin's possessions without any attack being launched. Dongyang and Hewai (referring to the area north to the Yellow River) became Qi's possessions without launching any attack. The land north to the Hu Tuo River became Yan's possessions without any attack being launched too. Thus, if the state of Zhao had been conquered, the state of Han would have definitely been ruined. If Han had been ruined, the states of Chu and Wei couldn't have sustained themselves alone. If Chu and Wei had not been able to sustain themselves, Qin could have damaged Han, encroached on Wei, coerced Chu and weakened the states of Qi and Yan in the east with only one military action. Qin could also have



### 【原文】

大王拱手以须，天下遍随而伏，伯王之名可成也。而谋臣不为，引军而退，与赵氏为和。以大王之明，秦兵之强，伯王之业（地）[也]，（尊）[曾]不可得，乃取欺于亡国，是谋臣之拙也。且夫赵当亡不亡，秦当伯不伯，天下固量秦之谋臣一矣。乃复悉卒乃攻邯郸，不能拔也，弃甲兵（器）[弩]，战栗而却，天下固量秦力二矣。军乃引退，并于季下，大王又

### 【今译】

没魏国。用兵一次，韩国、赵国和魏国就都灭亡了，主张合纵的人就失败了。大王拱手以待，天下所有国家都会服从，可以成就王霸美名。但是出谋划策的大臣却不这么做，而是率领军队撤退，跟赵国讲和。凭着大王的英明，秦国兵力的强大，这是成就王霸大业的基石啊，然而不但未曾做到，反而被即将灭亡的赵国所欺侮，这是由于出谋划策的大臣笨拙。再说，赵国应当灭亡却没有灭亡，秦国应当称霸却没有称霸，此时，天下各国已经第一次看透秦国出谋划策的大臣的本领了。于是又召集全部兵力来进攻邯郸，不能攻克，丢下铠甲、武器和弓箭，战战兢兢地退却，此时，天下各国已经第二次看透秦国出谋划策的大臣的本领了。于是军队撤退，聚集在季下，大王又聚集兵力，让他们竭尽全力作战，却不



released the water from the Bai Ma Ferry to submerge the state of Wei. Thus the three states of Han, Zhao and Wei would have been ruined in one action, and the people supporting Hezong would have been defeated. So Your Majesty need to do nothing but sit still, and states all over the world would have submitted to you. Moreover, you could also have gained the high reputation of 'King' or 'Lord-protector' yourself. However, the advisors didn't suggest you to do that. They ordered the troops to retreat and then made peace with the state of Zhao. With Your Majesty's wisdom and the powerful military force of Qin, you could surely have unified the whole world or at least established one of the most powerful states. However, you haven't reached that goal. On the other hand, you were humiliated and cheated by the enemy state of Zhao which was on the edge of defeat. This showed the stupidity of your advisors. In addition, the state of Zhao should have been ruined, but it is still in existence; the state of Qin should have become one of the most powerful states, but it has not yet realized this ideal. This is the first case showing other states in the world the limitations of the advisors of the state of Qin. Then you summoned all our officers and men to attack Handan but failed to occupy it. The troops then discarded their armour, weapons and bows and retreated in great alarm. This is the second case showing other states in the world the limitations of the advisors of the state of Qin. Then the retreating troops converged in the area of Lixia. Your Majesty ordered them to fight the troops of the state of Zhao tooth and nail, but they



### 【原文】

并军而致与战，非能厚胜之也，又交罢却，天下固量秦力三矣。内者量吾谋，外者极吾兵力。由是观之，臣以天下之从，岂其难矣？内者吾甲兵顿，士民病，蓄积索，田畴荒，闲仓虚，外者天下比志甚固。愿大王有以虑之也。

“且臣闻之：‘战战栗栗，日慎一日。’苟慎其道，天下可有也。何以知其然也？昔者纣为天子，帅天下将甲百万，左饮于淇谷，右饮于洹水，淇水竭而洹水不流，以与周武为难。武王将素甲三千，战一日，破纣之国，禽其身，据其地，而有其民，天下莫不伤。智伯帅三国之众，以攻

### 【今译】

能严重地挫败敌军，秦国跟赵军都很疲惫，此时，天下各国已经第三次看透秦国出谋划策的大臣的本领了。在内看透了我们的出谋划策的大臣，在外把我们的军队弄得筋疲力尽，由此看来，我认为，要让天下各国服从不是太难了吗？在国内，我们的铠甲不坚固，兵器不锋利，士民百姓都很疲惫，积蓄缺乏，田野荒芜，粮仓空虚；在外面，天下各国齐心协力结成巩固联盟。希望大王能考虑一下这个形势。

“况且我听说：‘战战兢兢，一天比一天谨慎。’如果能够谨慎从事，是可以占有天下的。我怎么知道是这样的呢？从前时做天子的时候，率领天下将士一百万人，向左喝淇谷的水，向右喝洹水的水，淇水被喝干了，洹水也不流动了，以此来难为周武王。武王率领三千名身穿白色铠甲的士卒，经过一天作战，攻破了纣的国家，活捉了纣本人，占领了他的领土，并且占有了他的人民，天下却没有人怜悯纣。智伯率领韩国、智氏和魏国的军队，在晋阳进攻赵襄子，决开晋水淹没晋阳。过了三



couldn't defeat Zhao's troops. Finally the troops on both sides became exhausted. This is the third case showing other states in the world the limitations of the advisors of the state of Qin. They have known the incapability of our advisors and made our troops exhausted outside our state. From this perspective, I think it is very difficult for other states to submit to you. Within our state, our armour is infirm, our weapons are blunt, the scholars and ordinary people are exhausted, savings have run out, fields are deserted and granaries are empty. But outside our state, other states in the world have built up a very firm alliance against us. I hope that Your Majesty can seriously consider this situation.

“And I have heard, ‘Be more and more careful day by day.’ If you make plans carefully enough, you can take over the whole world. How do I know that? Well, previously Zhou was Son of Heaven and supervised a huge army with one million soldiers. He ordered his troops to drink the water of the Qi River on the left side and drink the water of the Huan River on the right. As a result, the Qi River dried up and the Huan River stopped flowing. Thus he posed a great threat to King Wu of the Zhou Dynasty. Commanding three thousand soldiers dressed in white armour, King Wu managed to occupy Zhou's kingdom with one day's fight. He captured Zhou alive, seized his territory and took control of his people. But no one in the world showed any sympathy to Zhou. Marquis Zhi once commanded the troops of three allied states to attack Zhao Xiangzi, the sovereign of the state of Zhao, in

【原文】

赵襄王于晋阳，决水灌之，三年，城且拔矣。襄王惜龟数策占兆，以视利害，何国可降，而使张孟谈。于是潜行而出，反智伯之约，得两国之众，以攻智伯之国，禽其身，以成襄子之功。今秦地断长续短，方数千里，名师数百万，秦国号令赏罚，地形利害，天下莫如也。以此与天下，天下可兼而有也。

“臣昧死望见大王，言所以举破天下之从，举赵亡韩，臣荆、魏、齐、燕，以成伯王之名，朝四邻诸侯之道。大王试听其说，一举而天下之从不破，赵不举，韩不亡，荆、魏不臣，齐、燕不亲，伯王之名不成，四邻请

【今译】

年，晋阳城即将被攻下了。赵襄子用龟壳和蓍草进行占卜，来预测战事的发展，看哪个国家将会投降。于是派张孟谈偷偷出城，使韩国和魏国背叛跟智伯的合约，赢得了这两个国家军队的支持，来进攻智伯的国家，将智伯活捉，成就了襄子的功勋。如今秦国的土地，截长补短，方圆几千里，著名的大军几百万。秦国号令能够贯彻执行，赏罚分明，地理形势有利，是天下任何国家都比不上的。拿这些有利条件跟天下各国抗衡，一定可以占有天下。

“我冒着被处死的危险拜见大王，说说如何破坏天下各国的合纵，攻克赵国，灭掉韩国，让楚国和魏国臣服，使齐国和燕国亲附，来成就称王称霸的美名，使四方邻近国家的君主都来朝拜。大王试着听听我的建议，如果不能一举破坏天下各国的合纵策略，并且攻克赵国，灭掉韩国，让楚国和魏国臣服，使齐国和燕国亲附，成就称王称霸的美名，并让



Jinyang. The marquis also ordered to release the water of the Jin River to submerge the city of Jinyang. Three years later, when Jinyang was going to be conquered, Zhao Xiangzi resorted to augury to foretell the development of the war and forecast which state would surrender first. He sent Zhang Mengtan to escape from the siege and secretly persuaded the sovereigns of Han and Wei to breach their agreement with Marquis Zhi. Thus Zhao won over the support of the troops of these two states and then launched a concerted attack against Marquis Zhi's state. Marquis Zhi was captured alive and thus Zhao Xiangzi accomplished a great achievement. Now the territory of Qin has amounted to several thousand square *li*. Our famed army has millions of soldiers. Our orders and edicts are carried out successfully. Rewards and punishments are dispensed correctly. And the geographical condition of our state is very advantageous. Regarding these aforementioned factors, no other state in the world can match our state. Relying on these advantageous factors, surely we can annex all other states in the world.

“I took the risk of losing my life to see Your Majesty because I hope to give you my advice on how to destroy Hezong, defeat the state of Zhao, ruin the state of Han, make the states of Chu and Wei submit to your authority, win over the states of Qi and Yan, and gain the high reputation of ‘King’ or ‘Lord-protector’, then force all the neighbouring states to show their respects to you. Please try to listen to my suggestion. If you cannot reach those aforementioned goals

【原文】

侯不朝，大王婚臣以徇于国，以上为谋不忠者。”

【今译】

四方邻近国家的君主前来朝拜，大王就把我杀了警示国内民众，来警告那些不忠心为君主出谋划策的人。”

### 张仪欲假秦兵以救魏

【原文】

张仪欲假秦兵以救魏。左成谓甘茂曰：“子不予之。魏不反秦兵，张子不反秦；魏若反秦兵，张子得志于魏，不敢反于秦矣。张子不去秦，张子必高子。”

【今译】

张仪想向秦国借兵来援助魏国。左成对甘茂说：“您不如答应借兵给他。如果秦军在魏国损失惨重，不能返回秦国，张仪也不能返回秦国了；如果秦国军队能够从魏国返回，张仪就会在魏国受到重用，也不敢返回秦国了。假如张仪不离开秦国，他的权势地位一定会超过您。”

### 司马错与张仪争论于秦惠王前

【原文】

司马错与张仪争论于秦惠王前。司马错欲伐蜀，张仪曰：“不如伐韩。”王曰：“请闻其说。”

对曰：“亲魏善楚，下兵三川，塞轘辕、缙氏之口，当屯留之道，魏绝

【今译】

司马错跟张仪在秦惠王面前争论，司马错打算进攻蜀国，张仪说：“不如进攻韩国。”秦惠王说：“请你们陈述一下各自的理由给我听听。”

张仪回答说：“我们亲近魏国，对楚国表示友好，派军队进驻三川，



with only one military action, please sentence me to death in public to warn those who don't plan for their sovereigns with utmost loyalty."

### **Zhang Yi Wanted to Use the Troops of Qin to Help Wei**

Zhang Yi wanted to use the troops of the state of Qin to rescue the state of Wei. Zuo Cheng told Gan Mao, "You'd better consent to his request. If our troops suffer severe casualties in Wei and therefore cannot return to Qin, Zhang Yi will definitely not come back to Qin. If our troops return without severe casualties, Zhang Yi will be appointed to a very powerful position by Wei. As a result, he won't dare come back to Qin either (because he will be in fear that Qin will no longer trust him). If Zhang Yi remains in Qin, he will definitely become more powerful than you."

### **Sima Cuo and Zhang Yi Argued with Each Other Before King Hui of Qin**

Sima Cuo and Zhang Yi argued with each other before King Hui of the state of Qin. Sima Cuo was going to attack the state of Shu, but Zhang Yi said, "We'd better attack the state of Han." The king said, "Please explain your viewpoints to me."

Zhang Yi replied, "We can establish good relationship with the states of Wei and Chu. Then we can send our troops to Sanchuan to block the paths to Huanyuan and Goushi, and

### 【原文】

南阳，楚临南郑，秦攻新城、宜阳，以临二周之郊，诛周主之罪，侵楚、魏之地。周自知不救，九鼎宝器必出。据九鼎，按图籍，挟天子以令天下，天下莫敢不听，此王业也。今夫蜀，西辟之国，而戎狄之长也。弊兵劳众，不足以成名；得其地，不足以为利。臣闻：‘争名者于朝，争利者于市。’今三川、周室，天下之市朝也。而王不争焉，顾争于戎狄，去王业远矣。”

司马错曰：“不然！臣闻之：‘欲富国者，务广其地；欲强兵者，务富

### 【今译】

堵住轘辕和缙氏的要塞，截断通往屯留的道路，魏国阻断南阳，楚国逼近南郑，秦国就可以进攻新城、宜阳，一直兵临东、西周城郊，声讨周国君主的罪行，侵占楚国和魏国的土地。周国的君主心中清楚没救了，一定会献出九鼎等宝物。我们占有了九鼎，掌握了地图和户籍册等记录，胁迫周天子向各国诸侯发号施令，天下就没有敢不听从命令的。这是一统天下的大业啊。至于蜀，不过是个地处偏远的西边的小国，是戎、狄部落的首领。使我们的士兵疲惫、百姓劳顿去攻打它，既不足以扬名天下，得到了那块土地，也不能带来很实惠的利益。我听说：‘争名要到朝廷里去争，争利要到市场上去争。’如今三川和周王室是普天之下的朝廷和市场，而大王却不去争夺，反而争夺戎、狄这样的地方，这离成就帝王大业相差太远了。”

司马错说：“不是这样的。我听说：‘想要使自己的国家富足的，务



cut off the roads to Tunliu. Thus Wei will cut off the roads to Nanyang and the troops of Chu will approach Nanzheng. Then our troops can be sent to attack Xincheng and Yiyang, approach the suburbs of West Zhou and East Zhou, condemn the misdeeds of their sovereigns, and occupy some land of Chu and Wei. East Zhou's sovereign will realize that there is no hope for survival, so he will present us with the Nine Cauldrons and other treasures. If we possess the Nine Cauldrons, take control over the maps, household registers and other important documents, we can force the Son of Heaven to issue orders to other sovereigns according to our will. No one will dare to act against us. This is the right action for unifying the whole world. As for Shu, it is nothing but a distant state located in the west. And it is also the leader of the Rong and Di peoples. If we attack Shu, we cannot make ourselves famous even though our officers and men might become exhausted. We will barely obtain any *substantial advantages even though we might occupy its territory*. As far as I know, 'whoever wants to gain fame should serve in the government. Whoever wants to obtain profits should do some business in the market.' As for Sanchuan and the royal family of Zhou, they can be regarded as the 'government' and 'market' of the world. But Your Majesty doesn't want to scramble for them. On the contrary, you pay much attention to the Rong and Di areas. If you want to unify the world, there will be a long way to go."

Sima Cuo said, "I don't agree with you. I have heard that if one wants to enrich his state, he should focus on



### 【原文】

其民；欲王者，务博其德。三资者备，而王随之矣。’今王之地小国贫，故臣愿从事于易。夫蜀，西辟之国也，而戎狄之长也，而有桀、纣之乱。以秦攻之，譬如使豺狼逐群羊也。取其地，足以广国也；得其财，足以富民；缮兵不伤众，而彼已服矣。故拔一国，而天下不以为暴；利尽西海，诸侯不以为贪。是我一举而名实两附，而又有禁暴正乱之名。今攻韩劫天子，劫天子，恶名也，而未必利也。又有不义之名，而攻天下之所不欲，危！臣请谒其故：周，天下之宗室也；齐，韩、周之与国也。周自知失

### 【今译】

必要扩大自己的领土；想要使自己的兵力强大的，务必要使百姓富裕起来；想要成就一统天下的大业的，务必要具备博大的德行。这三点具备了，就自然能随之成就一统天下的大业了。’如今大王您的领土狭小，百姓贫困，所以我愿意做一些更易于见到成效的事情。就说那蜀国，是个偏僻的西方国家，是戎、狄这两个少数民族部落的首领，却有桀、纣时期一样的祸乱。凭我们秦国的力量攻打它，如同驱赶豺狼去追逐羊群一样。夺得它的土地，足以扩大我们的疆域；夺得它的财富，足以使我们的百姓富裕起来；治理好军队，无需伤及百姓，蜀国就会降服了。所以，攻克了这样一个国家，天下人也不会认为我们残暴；占有西蜀全部的财富，诸侯们也不会认为我们贪婪。这样一来，我们一次动兵就可以兼实双收，而且又有制止暴虐、拨乱反正的美名。如今如果进攻韩国、胁迫天子，就会背上恶名，而且未必有什么实惠。又有不义的恶名，去攻打天下人不愿攻打的国家，太危险了！请让我陈述一下原委：周室是天下的大室，齐国是韩国和周室的友好联邦。周室知道自己将要失去九鼎，



enlarging his territory; if one wants to strengthen his military force, he should focus on enriching the people; if one wants to unify the world, he should focus on cultivating and improving his virtue. If one attains all these three qualifications, he can consequently unify the world. However, the territory of Your Majesty is small and your people are poor, so I want to start with something easy. As for Shu, it is a state located in the west and is also the leader of the Rong and Di peoples. Nevertheless, it is in a great disorder as serious as that of Jie and Zhou's times. Backed by the power of Qin, if we sent troops to attack Shu, it is the same as driving wolves to chase a flock of sheep. If we occupy its land, our territory will be enlarged; if we seize its wealth, our people will be enriched; if our troops are well trained, the people of Shu will submit to our authority without a casualty on our side. Therefore, even though we occupy this state, people all over the world will not consider us as aggressive; even though we take advantage of it, sovereigns of other states will not regard us covetous. Thus we can both gain fame and obtain huge profits with only one military action. Moreover, we can gain a high reputation by overthrowing a tyrannical regime and putting the state in good order again. If we attack the state of Han and force the Son of Heaven to issue orders according to our own will, we will become notorious. And profits cannot be ensured that way. In addition, it is not righteous to do so. Attacking a state which is supported by all other states is dangerous! Let me tell you the reason please. Zhou is the imperial clan of the world. Qi

### 【原文】

九鼎，韩自知亡三川，则必将二国并力合谋，以困于齐、赵，而求解于楚、魏。以鼎与楚，以地与魏，王不能禁。此臣所谓‘危’，不如伐蜀之完也。”

惠王曰：“善！寡人听子。”卒起兵伐蜀，十月取之，遂定蜀。蜀主更号为侯，而使陈庄相蜀。蜀既属，秦益强富厚，轻诸侯。

### 【今译】

韩国知道自己将失去三川，这两个国家一定会同心协力地对付我们，它们会依靠齐国和赵国，并且向楚国和魏国求救。即使它们把鼎献给楚国，把土地献给魏国，大王您也不能阻止。这就是我所谓的‘危险’。不如进攻蜀国稳妥呀。”惠王说：“好！我听您的了。”

于是派出军队进攻蜀国，用了十个月的时间攻克了它，接着平定了蜀国。蜀国的君主改称作“侯”，秦国还派陈庄做了蜀国的相国。蜀国归顺以后，秦国日益强大而且富庶，看不起其他诸侯国了。

## 张仪之残樗里疾

### 【原文】

张仪之残樗里疾也，重而使之楚，因令楚王为之请相于秦。张子谓秦王曰：“重樗里疾而使之者，将以为国交也。今身在楚，楚王因为请相

### 【今译】

张仪陷害樗里疾，故意抬高他的身份地位，让他出使楚国。于是让楚王替樗里疾请求秦国相国的职位。张仪对秦王说：“提高樗里疾的身份地位，让他出使楚国，是想让他替秦国跟楚国建立邦交。如今他身在楚国，于是楚王就替他请求秦国相国的职位。我听说他说过：‘大王想



is an ally of Han and Zhou. If Zhou realizes that the Nine Cauldrons will be deprived anyway, and if Han realizes that it will lose control over Sanchuan, these two states will take concerted action against us. Thus they will resort to Qi and Zhao, and ask Chu and Wei for help. Even if they present the cauldrons to Chu and cede their territory to Wei, Your Majesty cannot stop them from doing so. That's what I mean by 'dangerous'. So it is safer to attack Shu." King Hui said, "Very good! I agree with you."

Finally the state of Qin dispatched its troops to attack Shu and occupied it ten months later. Then Shu was put in order. The ruler of Shu was re-entitled "Marquis", and Chen Zhuang was appointed to be prime minister of Shu. After Shu submitted to Qin's authority, Qin became more powerful and wealthy and looked down upon other states.

### Zhang Yi Planned to Cause Trouble for Chu Liji

Zhang Yi planned to cause trouble for Chu Liji. So he heightened Chu Liji's status and then sent him on a diplomatic mission to the state of Chu. Then Zhang Yi took occasion to make the king of Chu ask the state of Qin to appoint Chu Liji to be Qin's prime minister. Zhang Yi told Qin's king, "We have heightened Chu Liji's status and sent him on a diplomatic mission to the state of Chu in the hope of establishing good relations between Qin and Chu through his endeavours. Now he is in the state of Chu. At the same time, the king of Chu is asking Qin to appoint him to be prime

### 【原文】

于秦。臣闻其言曰：‘主欲穷仪于秦乎？’臣请助王。’楚主以为然，故为请相也。今王诚听之，彼必以国事楚王。”秦王大怒，穰里疾出走。

### 【今译】

让张仪在秦国遭受国厄吗？请让我帮助大王。’楚主以为他说得对，所以他请求相国一职。现在大王果真听信他，他一定会利用秦国来借事楚国。”秦王十分愤怒，穰里疾逃走了。

## 张仪欲以汉中与楚

### 【原文】

张仪欲以汉中与楚，请秦王曰：“有汉中，蠹。种树不处者，人必害之；家有不宣之财，则伤本。汉中南边为楚利，此国累也。”甘茂谓王曰：“地大者固多忧乎？天下有变，王割汉中以为和楚，楚必畔天下而王。王今以汉中与楚，即天下有变，王何以市楚也？”

### 【今译】

张仪打算把汉中献给楚国，就向秦惠王请示道：“我们拥有汉中，是个祸害。如果一棵树种得不是地方，别人就一定伤害它；如果家里有不义之财，就会招致祸害。如今汉中地处秦国南边，对楚国有利，这是我们秦国的忧患。”甘茂对秦惠王说：“一个国家领土广阔，就一定会有更多的忧患吗？天下有什么变故的时候，大王可以通过割让汉中来与楚国交好，楚国一定会背弃天下诸侯而跟大王亲善。如果大王现在割让汉中给楚国，假如天下发生变故，大王拿什么收买楚国呢？”

## 楚攻魏张仪谓秦王

### 【原文】

楚攻魏。张仪谓秦王曰：“不如与魏以劲之。魏战胜，复听于秦，必

### 【今译】

楚国进攻魏国。张仪对秦王说：“不如帮助魏国壮大它的兵力，魏



minister. I know that he once told Chu's king, 'Your Majesty, are you going to get Zhang Yi in into hot water in Qin? I can help you to do that if you want.' The king of Chu agreed, so the king is now helping him to seek the opportunity of being appointed prime minister. If you listen to him, Chu Liji will definitely make our state submit to the king of Chu." The king of Qin was very angry. Chu Liji fled.

### **Zhang Yi Wanted to Give Chu Hanzhong**

Zhang Yi wanted to give the state of Chu Hanzhong, and he asked for King Hui's permission. He said, "Hanzhong is a trouble. If a tree is not planted at the right place, others will damage it. If a family owns filthy lucre, it will cause problems. Since Hanzhong is located in the south of Qin, which is beneficial to Chu, it will become a problem for our state." Gan Mao told the king, "Does a state with vast territory always have more problems? If a war takes place among all the states some day, you can cede Hanzhong to Chu. Thus Chu will definitely turn against other states and unite with us. If you give Hanzhong to Chu now, what will you give Chu when there is a war?"

### **Chu Attacked Wei and Zhang Yi Had a Talk with Qin's King**

The troops of the state of Chu attacked the state of Wei. Zhang Yi had a talk with the king of the state of Qin. He said, "It would be better if we send our troops to assist Wei.



### 【原文】

人西河之外，不胜，魏不能守，王必取之。”王用仪言，取皮氏卒万人，车百乘，以与魏。犀首战胜威王，魏兵罢弊，恐畏秦，果献西河之外。

### 【今译】

国取得胜利，就会听命于秦国，一定会进献西河以外的土地给我们；如果不能取胜，魏国就不能固守了，大王一定能夺取它。”秦王采纳了张仪的建议，派皮氏的一万名士卒、一百辆战车来援助魏国。魏国大将犀首战胜了楚威王的军队，但魏国军队筋疲力尽，害怕秦国图谋魏国，果然进献西河以外的领土。

## 田莘之为陈轸说秦惠王

### 【原文】

田莘之为陈轸说秦惠王曰：“臣恐王之如郭君。夫晋献公欲伐郭，而憚舟之侨存。荀息曰：‘《周书》有言，美女破（舌）[后]。’乃遗之女乐以乱其政。舟之侨谏而不听，遂去。因而伐郭，遂破之。又欲伐虞，而

### 【今译】

田莘为陈轸游说秦惠王道：“我担心大王也会跟被国君主一样。当初晋献公想攻打魏国，但担心舟之侨的存在。荀息建议道：‘《周书》中有句话说，美女能破坏后宫。’于是就送给魏国君主由美女组成的乐队来扰乱他的政事。舟之侨进谏，国君却不听从，于是他就离开了。晋献公乘机进攻魏国，很快将它攻破。晋献公又打算进攻虞国，但担心宫之



If Wei wins the war, it will take orders from us and therefore present us with its territory beyond Xihe. If Wei loses the war, it will not be able to defend itself. So Your Majesty can also seize the area yourself.” The king of Qin took Zhang Yi’s advice. He sent ten thousand soldiers and one hundred chariots from the area of Pishi to assist Wei. Xi Shou, the general of Wei, defeated the troops of King Wei of Chu. However, the officers and men of Wei were exhausted due to the war. Wei was afraid that Qin might conspire against it, so it presented the area beyond Xihe to Qin as expected.

#### **Tian Shen Had a Talk with King Hui of Qin on Chen Zhen’s Behalf**

Tian Shen had a talk with King Hui of the state of Qin on Chen Zhen’s behalf. He said, “I am afraid that Your Majesty might also follow in the footsteps of the sovereign of the former state of Guo. Previously, Duke Xian of the state of Jin wanted to attack the state of Guo, but he feared Zhou Zhiqiao’s existence in Guo. Xun Xi suggested to the duke, ‘It is said in *Zhoushu* that pretty women can cause damage to a regime.’ So they sent a band made up of beautiful women to the sovereign of Guo to undermine his governmental affairs. Zhou Zhiqiao remonstrated with the sovereign fiercely, but the sovereign wouldn’t listen to him. Hence, Zhou Zhiqiao left the state of Guo. Duke Xian took occasion to attack Guo and soon occupied it. After that, Duke Xian planned to attack the state of Yu. But he feared Gong Zhiqi’s existence in Yu.





### 【原文】

悼宫之奇存。荀息曰：“《周书》有言，美男破老，’乃遣之美男，教之恶宫之奇。宫之奇以谏而不听，遂亡。因而伐虞，遂取之。今秦自以为王，能害王之国者，楚也。楚智横门君之善用兵与陈轸之智，故骄张仪以五国。来，必恶是二人。愿王勿听也。”张仪果来辞，因言轸也，王怒而不听。

### 【今译】

奇的存在。荀息建议道：“《周书》中有句话说，美貌的男子能搞垮国家元老。”于是就送给虞国美貌的男子，教唆他们诬毁宫之奇。宫之奇就这件事劝谏国君却不被听从，于是就逃亡了。晋国乘机进攻虞国，很快就占领了它。如今秦国自己称王，而能够威胁大王的国家的，就是楚国了。楚国深知横门君的善于用兵和陈轸的机智，所以让韩国、赵国、魏国、燕国和齐国都宠爱张仪。张仪来了，一定会说这两个人的坏话，希望大王不要听信他的话。”张仪果然来进言，并且趁机说陈轸的坏话，秦王十分愤怒而不听信他的话。

## 张仪又恶陈轸于秦王

### 【原文】

张仪又恶陈轸于秦王，曰：“轸驰秦、楚之间，今楚不加善秦而善轸，

### 【今译】

张仪又在秦王面前说陈轸的坏话，他说：“陈轸往来于秦国和楚国之间，如今楚国不是对秦国更好，而是更加善待陈轸，这就是陈轸在为



Xun Xi suggested to him, ‘It is said in *Zhoushu* that handsome men can pose a threat to the senior high-ranking court officials of a state.’ So they sent some handsome men to the state of Yu and instigated them to denigrate Gong Zhiqi. Gong Zhiqi remonstrated with the sovereign of Yu, but the sovereign wouldn’t listen to him. So Gong Zhiqi fled from the state of Yu. Then Duke Xian took occasion to attack Yu and soon seized it. Now Qin regards itself as the ruler of all other states. The only state that is capable of posing some threat to the state of Your Majesty is Chu. People of Chu realize that Lord Hengmen is good at tactics and Chen Zhen is extremely wise. So they have asked the five states, Han, Zhao, Wei, Yan and Qi, to honour Zhang Yi and allocate him various powers to make him conspire against Qin. When Zhang Yi arrives in our state, he will definitely try to denigrate these two persons. I hope that Your Majesty won’t listen to him.” Zhang Yi went to advise the king of Qin and spoke ill of Chen Zhen as expected. The king was angry and didn’t listen to him.

### **Zhang Yi Denigrated Chen Zhen Again Before Qin’s King**

Zhang Yi denigrated Chen Zhen again before the king of the state of Qin. He said, “Chen Zhen has been travelling between the states of Qin and Chu. Now the state of Chu is not engaged in improving its relations with our state, but treats Chen Zhen better and better. It shows that instead of serving our state, Chen Zhen is focusing on seeking self-



### 【原文】

然则是轸自为而不为国也。且轸欲去秦而之楚，王何不听乎？”

王谓陈轸曰：“吾闻子欲去秦而之楚，信乎？”陈轸曰：“然。”王曰：“仪之言果信也！”曰：“非独仪知之也，行道之人皆知之。曰：‘孝己爱其亲，天下欲以为子；子胥忠其君，天下欲以为臣。卖仆妾售乎闾巷者，谓仆妾也；出妇嫁乡曲者，良妇也。’吾不忠于君，楚亦何以轮为忠乎？且见弃，吾不之楚，何适乎？”秦王曰：“善。”乃必之也。

### 【今译】

自己谋利而不为秦国着想啊。况且陈轸打算离开秦国到楚国去，大王何不放他走？”

秦王对陈轸说：“我听说您要离开秦国到楚国去，是真的吗？”陈轸说：“是的。”秦王说：“张仪说的话果然是真的！”陈轸说：“不单张仪知道这件事，连路上的行人也知道了。有句俗话说：‘孝己孝顺自己的父母，天下的人都想有这样的儿子；伍子胥忠于自己的君主，天下国君都想有这样的臣子。奴婢能够在本街巷中卖掉的，就是上好的奴婢；被休掉的妇人能够在附近嫁出，就是上好的女人。’假如我不忠于自己的国君，楚国又怎能以为我会忠于它呢？如果像我这么忠心也遭到遗弃，我不去楚国，又能去哪里呢？”秦王说：“说得好。”于是就就把陈轸挽留下来。

## 陈轸去楚之秦

### 【原文】

陈轸去楚之秦。张仪谓秦王曰：“陈轸为王臣，常以国情输楚。仪

### 【今译】

陈轸离开楚国来到秦国。张仪对秦王说：“陈轸作为大王您的臣子，常常把秦国的机密告诉楚国。我不能跟他一起共事，希望大王把他



interests. Now Chen Zhen is about to leave Qin for Chu. Why not let him go, Your Majesty?"

The king asked Chen Zhen, "I heard that you were going to leave my state, Qin, for the state of Chu. Is that true?" Chen Zhen said, "Yes, it's true." The king said, "Zhang Yi's words turn out to be true!" Chen Zhen continued, "Not only Zhang Yi knows that. Everyone, even the people travelling on the road know it too. It is said, 'Xiao Ji treated his parents with filial piety, so people all over the world hoped that their sons could be as dutiful as Xiao Ji. Wu Zixu was very loyal to his sovereign, so sovereigns all over the world hoped that their court officials would be as loyal as Wu Zixu. If a servant can be sold to people living in the same street as his former master, he must be a servant of high quality. If a divorced woman remarries a man living in the neighbourhood of her ex-husband, she must be a woman with high reputation. Suppose I was not loyal to you, how could the state of Chu believe that I would be loyal to it? Loyal as I am, I am estranged by Your Majesty. Where shall I go if I don't go to the state of Chu?" The king of Qin said, "Very good." So he asked Chen Zhen to stay.

### Chen Zhen Left Chu for Qin

Chen Zhen left the state of Chu for the state of Qin. Zhang Yi told the king of Qin, "As one of the high-ranking court officials of Your Majesty, Chen Zhen often presents information of our state to the state of Chu. I cannot work

### 【原文】

不能与从事，愿王逐之。即复之楚，愿王杀之。”王曰：“轸安敢之楚也？”

王召陈轸，告之曰：“吾能听子言，子欲何之？请为子车约。”对曰：“臣愿之楚。”王曰：“议以子为之楚，吾又自知子之楚。子非楚，且安之也？”轸曰：“臣出，必故之楚，以顺王与仪之策，而明臣之楚与不也。楚人有两妻者，人诇其长者，骂之；诇其少者，少者许之。居无几何，有两妻者死。客谓诇者曰：‘汝取长者乎？少者乎？’‘取长者。’客曰：‘长者骂汝，少者和汝，汝何为取长者？’曰：‘居彼人之所，则欲其许我也。今为我妻，则欲其为我骂人也。’今楚王，明主也，而昭阳，贤相也。轸为人

### 【今译】

赶走。假如他再到楚国去，希望大王把他杀了。”秦王说：“陈轸怎么敢到楚国去呢？”

秦王召见陈轸，告诉他说：“我将答应你的要求。你想去哪里？我会安排人为你置办好车子。”陈轸回答说：“我愿意到楚国去。”秦王说：“张仪以为你要到楚国去，我也亲耳听到你要到楚国去了。除了楚国，你还想去哪里呢？”陈轸说：“我离开了秦国，一定会到楚国去的。以此来顺应大王跟张仪的谋划，并且表明我到底是否串通楚国了。楚国有一个人有两个老婆，有人勾引年纪大一些的老婆，这个老婆大骂他，那人又勾引年龄小一些的，年龄小的就应允了。没过多长时间，有两个老婆的男人死了，有位客人问曾经勾引他老婆的那人说：‘你要娶年纪大的，还是年轻的？’‘娶年纪大的。’客人说：‘年纪大的骂过你，年纪小的应允过你。你为什么还要娶那个大的呢？’那人说：‘当她还住在那个男人的家里时，我希望她应允我；如今作为我的老婆，我希望她能为了我去辱骂别的男人。’如今楚王是个英明的君主，而且，昭阳是个贤能的国



with this kind of person. Please expel him out of our state, Your Majesty. If he goes to the state of Chu again, please kill him." The king said, "How dare Chen Zhen go to the state of Chu?"

The king called in Chen Zhen and told him, "I will agree to your demand. Where do you want to go? I will have a carriage prepared for you." Chen Zhen replied, "I want to go to the state of Chu." The king said, "Zhang Yi thought that you were about to go to the state of Chu. Now I have heard you say that you are thinking of going to Chu. Besides the state of Chu, where else would you go?" Chen Zhen said, "If I leave Qin, I would definitely go to Chu. Thus I can comply with the plan designed for me by Your Majesty and Zhang Yi. At the same time, it will also be clear whether or not I have colluded with the state of Chu against Qin. Once, in the state of Chu, there was a person who had two wives. A man tried to flirt with the elder one of the two wives. She scolded him. He then tried to flirt with the younger one. She agreed. After a short time, the husband died. A guest asked the man who had tried to flirt with the wives, 'Are you going to marry the elder one or the younger one?' 'I will marry the elder one.' The guest asked further, 'The elder one scolded you, but the younger one agreed to carry on a clandestine love affair with you. Why do you want to marry the elder one then?' The man said, 'At the time she belonged to another man, I hoped that she would flirt with me. Now I am choosing my own wife. So I hope that she will scold others who try to flirt with her.' Now the king of Chu is a wise sovereign. Zhao Yang is a capable prime minister. As a high-ranking court official of

### 【原文】

臣，而常以国输楚王，王必不留臣，昭阳将不与臣从事矣。以此明臣之楚与不。”

轸出，张仪入，问王曰：“陈轸果安之？”王曰：“夫轸，天下之辩士也，孰视寡人曰：‘轸必之楚。’寡人遂无可奈何也。寡人因问曰：‘子必之楚也，则仪之言果信矣！’轸曰：‘非独仪之言也，行道之人皆知之。昔者，子胥忠其君，天下皆欲以为臣；孝己爱其亲，天下皆欲以为子。故卖仆妾不出里巷而取者，良仆妾也；出妇嫁于乡里者，善妇也。臣不忠于王，楚何以轸为？忠尚见弃，轸不之楚，而何之乎？’”王以为然，遂善待之。

### 【今译】

相。我作为别人的臣子，却常常把自己国家的情况告诉楚国，楚王一定不会容纳我，昭阳也将不跟我共事了。凭借这些就能表明我是否串通楚国了。”

陈轸出去后，张仪进来了，问秦王说：“陈轸到底要去哪里？”秦王说：“那陈轸，是天下能言善辩的士人，他仔细端详着我说：‘我一定要到楚国去。’于是我就无可奈何了。我就问他说：‘如果你一定要到楚国去的话，那张仪的话就属实了。’陈轸说：‘不单张仪知道这件事，连路上的行人也知道了。从前，伍子胥忠于自己的君主，天下国君都想有这样的臣子；孝己孝顺自己的父母，天下的人都想有这样的儿子。所以，奴婢如果不出本街巷就能被卖掉，就是上好的奴婢；被休弃的女人如果能够当地嫁出，就是上好的女人。假如我不忠于自己的国君，楚国要我做什么？如果像我这么忠心也遭到遗弃，我不去楚国，又能去哪里呢？’”秦王认为陈轸说的话很有道理，于是就善待他。



Your Majesty, if I had often divulged important information of our state to the state of Chu, the king of Chu would definitely refuse to accept me. Zhao Yang would definitely refuse to work with me in the same government. Hence, this evidence shows that I do not collude with the state of Chu.”

After Chen Zhen left, Zhang Yi went to see the king. He asked the king, “Where does Chen Zhen really want to go?” The king said, “Chen Zhen is the most persuasive scholar in the world. He looked at me carefully and said, ‘I will definitely go to the state of Chu.’ Then I had no alternative. So I asked him, ‘If you really plan to go to Chu, Zhang Yi’s words will prove quite true.’ However, Chen Zhen said, ‘Not only Zhang Yi knows that. Everyone, even those travelling on the roads know it too. Previously, Wu Zixu was very loyal to his sovereign, so sovereigns all over the world hoped that their court officials would be as loyal as Wu Zixu. Xiao Ji treated his parents with filial piety, so people all over the world hoped that their sons would be as dutiful as Xiao Ji. If a servant can be sold to people living in the same street as his former master, that means nothing but the high quality of the servant. If a divorced woman can remarry a man living in the neighbourhood of her ex-husband, that means nothing but the high morality of the divorced woman. Suppose I was not loyal to you, how could the state of Chu believe that I would be loyal to it? Loyal as I am, I am estranged by Your Majesty. Where shall I go if I don’t head for the state of Chu?’” The king of Qin thought that Chen Zhen’s words were very reasonable, so he started to treat Chen Zhen well.



## 卷四 秦二

### 齐助楚攻秦

#### 【原文】

齐助楚攻秦，取曲沃。其后，秦欲伐齐，齐、楚之交善，惠王患之，谓张仪曰：“吾欲伐齐，齐、楚方欢，子为寡人虑之，奈何？”张仪曰：“王其为臣约车并币，臣请试之。”

张仪南见楚王，曰：“弊邑之王所说甚者，无大大王；唯仪之所甚愿为臣者，亦无大大王。弊邑之王所甚憎者，亦无先齐王；唯仪之所甚憎者，亦无大齐王。今齐王之罪，其于弊邑之王甚厚，弊邑欲伐之，而大国与之欢，是以弊邑之王不得事令，而仪不得为臣也。大王苟能闭关绝齐，臣请使秦王献商於之地方六百里。若此，齐必弱，齐弱则必为王投矣。则是北弱齐，西德于秦，而私商於之地以为利也，则此一计而三利俱

#### 【今译】

齐国帮助楚国攻打秦国，夺取了曲沃。后来，秦国打算攻打齐国，但齐国与楚国的邦交非常友好，秦惠王很担心，就对张仪说：“我想攻打齐国，但齐国与楚国的关系非常好，您替我考虑一下该怎么办？”张仪说：“大王给我准备好车子和礼品，让我去试着离间它们吧。”

张仪到南方去拜见楚怀王，对他说：“我们秦国的君主最喜欢的人，莫过于大王您了；我最愿意对其称臣的，也莫过于大王您了。我们秦国的君主最憎恨的人，莫过于齐王了；我最憎恨的人，也莫过于齐王了。如今对于我们的君主来说，齐王的罪过非常深重。我们打算攻打齐国，而齐国跟它的关系十分友好，因此，我们的君主没有机会侍奉大王，也使我没有机会做您的臣子。大王如果能断绝与齐国的外交关系，我就请求秦王献出商於方圆六百公里的土地给大王。这样，齐国就一定削弱，齐国削弱了，就一定可以供大王您驱使了。这样一来，北边可以削弱齐国，西边有恩于秦国，又能得到商於的土地，为自己带来利益，一



## Book 4

### The Second Volume on Qin

#### Qi Helped Chu in Attacking Qin

Qi helped Chu in attacking Qin and Chu occupied Quwo of Qin. After that, Qin planned to attack Qi. However, Qi and Chu had good relations with each other. King Hui worried about that and told Zhang Yi, "I want to attack Qi, but Qi and Chu are on good diplomatic terms. Please think about this problem for me. What shall I do?" Zhang Yi said, "Please prepare a carriage and some gifts for me. I will try to cast a bone between them."

Zhang Yi travelled to the south to meet King Huai of Chu and said, "Your Majesty, our sovereign appreciates you the most. Among all the sovereigns, I want most sincerely to serve you. Our sovereign hates the king of Qi the most. I also hate him the most. The king of Qi has committed so much offence that we want to attack Qi. But you are friendly to Qi. Thus our sovereign doesn't have a chance to serve you, and I don't have the opportunity to work for you at your court. If you could cut diplomatic relations with Qi, I will ask our sovereign to give you Shangyu, which is as vast as six hundred *li*. In that case, Qi will be weakened. If Qi is weakened, it will be at your service. Thus you can weaken Qi in the north, do a great favour to Qin in the west and keep Shangyu to yourself and enjoy all the benefit from that land.

【原文】

至。”

楚王大说，宣言之于朝廷，曰：“不穀得商於之田方六百里。”群臣闻见者毕贺，陈轸后见，独不贺。楚王曰：“不穀不烦一兵，不伤一人，而得商於之地六百里，寡人自以为智矣！诸士大夫皆贺，子独不贺，何也？”陈轸对曰：“臣见商於之地不可得，而患必至也，故不敢妄贺。”王曰：“何也？”对曰：“夫秦所以重王者，以王有齐也。今地未可得而齐先绝，是楚孤也，秦又何重孤国？且先出地绝齐，秦计必弗为也。先绝齐，后责地，且必受欺于张仪。受欺于张仪，王必惋之。是西生秦患，北绝齐交，则

【今译】

个妙计就可以带来三种好处。”

楚怀王非常高兴，在朝廷上公开宣布说：“我得到了商於的土地，方圆六百里。”众位大臣听到这个消息都表示祝贺，陈轸最后一个拜见怀王，唯独他没有表示祝贺。楚怀王说：“我不烦劳一兵一卒，不损伤一个百姓，就得到了商於六百里的土地，我自以为是高明的！诸位士大夫都向我表示祝贺，唯独您没有祝贺，这是什么原因？”陈轸回答说：“在我看来，您不仅得不到商於的土地，而且必定会招致祸患，所以不敢妄加祝贺。”怀王说：“这是怎么回事呢？”陈轸回答道：“秦国之所以重视大王，是因为大王是齐国的盟友。如今还没有得到土地就先断绝了与齐国的邦交，这样楚国就会孤立了。秦国又怎么会重视一个孤立的国家？况且，秦国交出土地我们再断绝跟齐国的关系，按秦国的计划，它一定不会这样做。如果我们先断绝跟齐国的关系再索取土地，就一定会被张仪欺骗。如果受到张仪的欺骗，大王一定会愤怒。这样一来，西方有秦国的祸患，北方断绝了与齐国的邦交，那样秦、齐两国必定会派军队逼





So, you can obtain three kinds of profit by just making one right decision.”

King Huai of Chu was very happy and he announced at court, “I have obtained Shangyu. It is as vast as six hundred *li*.” When the court officials heard this, they all celebrated. Chen Zhen was the last one to meet the king, and he was also the only one who did not congratulate the king. The king said, “Without enlisting one soldier or losing one man, I have obtained Shangyu, which is as vast as six hundred *li*. I think this is a wise decision. All the high-ranking court officials celebrated for this news, but you are the only one who did not congratulate me. What is the reason?” Chen Zhen replied, “From my point of view, I don’t think you will obtain Shangyu. Moreover, you will find yourself in trouble. So I don’t dare to congratulate you.” The king asked, “Why do you say so?” Chen Zhen replied, “Well, Qin pays attention to you because Qi and Chu are allies. Now if we cut our diplomatic relationship with Qi before we obtain the land from Qin, Chu will be isolated. How could Qin attach importance to an isolated state? If we ask Qin to give us the land before we cut our diplomatic relations with Qi, Qin will definitely not agree because this doesn’t accord to its plan. If we cut our diplomatic relations with Qi first and then ask Qin for the land, we will surely be cheated by Zhang Yi. If we are cheated by Zhang Yi, you will become very angry. Hence, Qin will cause problems in the west, and we will also lose Qi’s support in the north. As a result, the troops of these two states will approach our state (referring to attacking

### 【原文】

两国兵必至矣。”楚王不听，曰：“吾事善矣！子其弭口无言，以待吾事。”楚王使人绝齐，使者未来，又重绝之。

张仪反，秦使人使齐，齐、秦之交闭合。楚因使一将军受地于秦。张仪至，称病不朝。楚王曰：“张子以寡人不绝齐乎？”乃使勇士往骂齐王。张仪知楚绝齐也，乃出见使者，曰：“从某至某，广从六里。”使者曰：“臣闻六百里，不闻六里。”仪曰：“仪固以小人，安得六百里？”使者反报楚王，楚王大怒，欲兴师伐秦。陈轸曰：“臣可以言乎？”王曰：“可矣。”轸曰：“伐秦非计也，王不如因而赂之一名都，与之伐齐，是我亡于秦而取偿于齐也。楚国不尚全乎？王今已绝齐，而责欺于秦，是吾合齐、秦之

### 【今译】

近我们。”楚怀王不听从陈轸的劝告，他说：“我这是件好事啊！你闭嘴不要多说话了，等着看我事成吧。”楚怀王派使者去跟齐国断交。前一个使者还没有回来，又派一个前往齐国绝交。

张仪回到秦国后，秦国派人出使齐国，齐国与秦国暗地里结成同盟。于是楚国派出一个将军到秦国索取土地。张仪来到后，却假装生病不上朝。楚怀王说：“张先生以为我没有跟齐国断交吗？”于是派出勇士去辱骂齐王。张仪知道楚国跟齐国断交了，才出来接见使者，说：“从某地到某地，东西南北各六里。”使者说：“我听说是六百里，而没有听说是六里。”张仪说：“我本来就是个小人，你们哪能得到六百里呢？”使者回来禀报楚怀王，怀王非常气愤，打算派兵攻打秦国。陈轸说：“我能就此说说自己的看法吗？”怀王说：“可以。”陈轸说：“攻打秦国不是上策。大王不如趁机贿赂秦国的一个大都邑，跟它一起攻打齐国，这样一来，我们损失给秦国的土地又可以从齐国那里得到补偿。楚国不是仍然完整吗？大王现在已经跟齐国断交，又谴责秦国的欺诈行为，我们这是在



Chu). " The king didn't listen to him and said, "I think it is a good agreement! You'd better be quiet and we just wait and see." The king of Chu then sent a messenger to sever diplomatic relations with Qi. Before the messenger returned, he sent another one to inform Qi about it.

After Zhang Yi returned to Qin, Qin sent someone to Qi to secretly negotiate establishing diplomatic relations with Qi. Then Chu sent a general to ask for the land from Qin. When Zhang Yi arrived, he pretended to be ill and didn't show up at the court. The king of Chu said, "Probably Mr Zhang doesn't believe that we have severed diplomatic relations with Qi?" He then sent some warriors to insult the king of Qi. Zhang Yi realized that Chu had severed its diplomatic relations with Qi, so he went to interview the messenger and said, "From X to X, you gain six *li* of land." The messenger said, "I heard it should be six hundred *li* instead of six!" Zhang Yi said, "I am not a person of integrity. How can you gain six hundred *li* of land from us?" The messenger came back and informed the king of Chu of this news. The king was irate and planned to attack Qin. Chen Zhen said, "Can I say something about this?" The king said, "Yes, you can." Chen Zhen said, "To attack Qin is not a good idea. You'd better give Qin another big county and then launch military action against Qi together with Qin. Thus we will be reimbursed with the land we obtain from Qi. And Chu will still maintain its domain. Now that you have severed the ties with Qi, if you condemn Qin about its double-dealing, it will do nothing but consolidate the relationship between Qi and

### 【原文】

交也，国必大伤。”

楚王不听，遂举兵伐秦。秦与齐合，韩氏从之，楚兵大败于杜陵。故楚之土壤士民非削弱，仅以救亡者，计失于陈轸，过听于张仪。

### 【今译】

倘或秦国跟齐国的邦交啊，我们一定会遭受重大损失。”

楚怀王不听陈轸的意见，于是派兵攻打秦国。秦国与齐国联合起来，韩国也加入进去。楚国军队在杜陵打了大败仗，因此楚国的领土和军民被大大地削弱了，仅仅免于亡国而已。这是因为楚王没有采纳陈轸的计策，并且错误地听信了张仪。

## 楚绝齐齐举兵伐楚

### 【原文】

楚绝齐，齐举兵伐楚。陈轸谓楚王曰：“王不如以地东解于齐，西讲于秦。”

楚王使陈轸之秦。秦王谓轸曰：“子秦人也，寡人与子故也，寡人不佞，不能亲国事也，故子弃寡人；事楚王，令齐、楚相伐，或谓救之便，或谓救之不便。子独不可以忠为子主计，以其余为寡人乎？”陈轸曰：“王独不闻吴人之游楚者乎？楚王甚爱之，病，故使人问之，曰：‘诚病乎？’

### 【今译】

楚国跟齐国绝交后，齐国派兵攻打楚国。陈轸对楚怀王说：“大王您不如通过割让土地在东方跟齐国和解，在西方跟秦国讲和。”

楚怀王派陈轸到了秦国。秦王对陈轸说：“先生您是秦国人。我跟您有旧交情，我不肖，不能亲自主持国家政事，所以您离开我去为楚王服务。如今齐国跟楚国互相攻打，有人说救援楚国有利，有人说救援楚国不利，您难道不能忠心耿耿地为您的主君出谋献策，并用您的余力给我出出主意吗？”陈轸说：“大王难道没有听说过到楚国做官的吴国人



Qin. This will cause a severe problem for us. ”

King Huai of Chu didn't take his advice and dispatched his troops to attack Qin. Qin and Qi confronted Chu side by side and the troops of Han also joined them. The allied troops defeated the troops of Chu in Duling. As a result, Chu was greatly weakened, its lands were ceded and the morale of the officers and men was badly damaged. Chu only avoided perdition. That happened because King Huai didn't take Chen Zhen's advice and trusted Zhang Yi.

### **Chu Cut Ties with Qi and Qi Sent Troops to Attack Chu**

The state of Chu cut its diplomatic relations with the state of Qi. As a result, Qi dispatched its troops to attack Chu. Chen Zhen told King Huai of Chu, “Your Majesty, I think you'd better cede some land to make peace with Qi in the east and negotiate with Qin so as to reach a ceasefire in the west. ”

King Huai of Chu sent Chen Zhen to Qin. The king of Qin told Chen Zhen, “You have been staying in Qin. You and I were quite close to each other. Because I was unworthy and not able to manage government affairs, you left me and went to serve Chu's king. Now that Qi and Chu are engaged in warfare, some people say we should succor Chu, some say we should not. I know you serve your sovereign heart and soul, but why not plan affairs for me in this case?” Chen Zhen said, “Haven't you heard the story about the man who grew up in Wu and then served at Chu's court? The king of Chu



### 【原文】

愿亦思乎？’左右曰：‘臣不知其思与不思，诚愿，则将吴吟。’今轸将为王‘吴吟’。王不闻夫管与之说乎？有两虎争人而斗者，管庄子将刺之，管与止之曰：‘虎者，阴虫；人者，甘饵也。今两虎争人而斗，小者必死，大者必伤。子待伤虎而刺之，则是一举而兼两虎也。无刺一虎之劳，而有刺两虎之名。’齐、楚今战，战必败。败，王起兵救之，有救齐之利，而无伐楚之害。计听知覆逆者，唯王可也。计者，事之本也，听者，存亡之机。计失而听过，能有国者寡也。故曰：‘计有一二者难恃也，听无失本

### 【今译】

吗？楚王非常钟爱他，一次他生病了，楚王特意派人问候他，说：‘你是真的生病了，还是思念故国？’那个人身边的人说：‘我不知道他是否思念故国，如果他真的思念吴国，就会说吴语。’现在我将给大王说说吴语。大王没有听说过管与的观点吗？有两只老虎为了争吃一个人而互相搏斗，卞庄子将要刺伤老虎，管与制止他说：‘老虎是残暴的动物，只是老虎甘美的食物。如今两只老虎为了争吃一个人而互相搏斗，小一面的老虎一定会被杀死，大一些的那只一定会受伤。您等到大老虎受伤的时候刺杀它，就能一下子杀死两只老虎。没有刺杀一只老虎的辛苦，而有刺杀两只老虎的美名。’如今齐国和楚国交战，战争中一定有一方会失败。等到有一方战败的时候，大王起兵营救，这样一来，就有挽救齐国的好处，而没有攻打楚国的害处。善于谋划又能预见情势发展会不会出现不利情况，只有大王您能够做到啊。谋划，是做事的根本；善于听取别人的意见，是生死存亡的关键。谋划失策而又听取了错误的意见却还能保全自己的国家的非常之少。所以说：‘经过反复推敲的



cherished him very much. Once when he was ill, the king sent someone to condole with him and the emissary asked the person beside the man, 'Is he really sick? Or is he just homesick?' This person said, 'I don't know whether he is homesick or not. But if he is really homesick, he would speak the accent of his home state.' Now I am going to show you my native tongue (meaning showing the king his innermost thoughts). Have you heard about Guan Yu's argument, Your Majesty? Once there were two tigers fighting for one person. Bian Zhuangzi was going to stab and kill them. But Guan Yu stopped him and said, 'The tiger is a very fierce animal. A human being is a kind of delicious food for a tiger. Now these two tigers are fighting for this person. The smaller one will be killed and the bigger one will be injured in the fight. You can stab them when one of them is hurt, thus you can kill two tigers with one action. You needn't bother to kill two tigers, but you will still gain a high reputation for killing two tigers.' Now Qi and Chu are engaged in warfare. One of them will definitely be defeated. After one side is defeated by the other, you can dispatch your troops to succor it. Thus you can enjoy the advantage of rescuing Qi, and avoid the disadvantage of attacking Chu directly. Only Your Majesty can listen to others' useful advice and foresee the development of one situation. Planning beforehand is crucial to any action you are going to take. By listening to others' advice, you will maintain the throne and safeguard your state. No sovereign can maintain his state if he is not able to make good plans and always ignores useful advice. So it is

【原文】

末者难惑。”

【今译】

谋划很难出现混乱，听取别人的意见而能区分根本之处与细枝末节的人难以被迷惑。”

## 秦惠王死公孙衍欲穷张仪

【原文】

秦惠王死，公孙衍欲穷张仪。李讎谓公孙衍曰：“不如召甘茂于魏，召公孙显于韩，起樗里子于国。三人者，皆张仪之仇也。公用之，则诸侯必见张仪之无秦矣！”

【今译】

秦惠王死后，公孙衍打算让张仪陷入困境。李讎对公孙衍说：“不如把甘茂从魏国召回，把公孙显从韩国召回，在国内重新起用樗里疾。这三个人都是张仪的仇人，您起用了他们，那各国诸侯就一定都清楚张仪在秦国已经失势了。”

## 义渠君之魏

【原文】

义渠君之魏，公孙衍谓义渠君曰：“道远，臣不得复过矣！请谒事情。”义渠君曰：“愿闻之。”对曰：“中国无事于秦，则秦且烧炳获君之国；中国为有事于秦，则秦且轻使重币而事君之国也。”义渠君曰：“谨闻

【今译】

义渠君要到魏国去，公孙衍对义渠君说：“我国距离您的国家十分遥远，我没有机会再见到您了！请允许我来报一件事情。”义渠君说：“我很想听听。”公孙衍回答说：“中原地区的国家如果不进攻秦国，秦国就会焚烧并夺取您的国家；中原地区的国家如果进攻秦国，秦国就会驾轻车载着厚重的礼品来巴结您的国家了。”义渠君说：“我恭敬地听从您



said, 'If one is good at planning, everything will be kept in order. If one listens to useful ideas and is able to differentiate essentials from details, he will not become confused.'"

### **After King Hui of Qin Died, Gongsun Yan Planned to Deprive Zhang Yi of Power**

After King Hui of the state of Qin died, Gongsun Yan planned to deprive Zhang Yi of power. Li Chou suggested to Gongsun Yan, "You'd better call back Gan Mao and Gongsun Xian from the states of Wei and Han respectively and appoint Chu Liji to govern the state again. These three people are all personal enemies of Zhang Yi. If you employ them in the government, other states' sovereigns will know that Zhang Yi is no longer in power in the state of Qin."

### **The Lord of Yiqu Headed for Wei**

When the sovereign of Yiqu was about to go to the state of Wei, Gongsun Yan told him, "Your state is very far away from here. So I might not have chance to see you again. Please allow me to inform you of something." The sovereign of Yiqu said, "I'd like to hear it." Gongsun Yan said, "If those states located in the central part of China don't launch a concerted attack against the state of Qin, Qin will set fire to your territory and then seize it. If those states declare war against Qin together, Qin will send light carriages carrying very generous gifts to your state to bribe you." The sovereign

【原文】

令。”

居无几何，五国伐秦。陈轸谓秦王曰：“义渠君者，蛮夷之贤君，王不如赂之以抚其心。”秦王曰：“善。”因以文绣千匹，好女百人，遗义渠君。义渠君致群臣而谋曰：“此乃公孙衍之所谓也。”因起兵袭秦，大败秦人于李帛之下。

【今译】

的命令。”

没过多长时间，韩国、赵国、魏国、楚国和燕国联合进攻秦国。陈轸对秦王说：“义渠君是少数民族国家的贤明君王，大王不如贿赂他来赢得他的心。”秦王说：“好。”于是把一千匹有花纹的丝织品、一百名漂亮的女子送给义渠君。义渠君把大臣们召集起来商量计策，说：“这就是公孙衍所说的话了。”于是趁机派兵袭击秦国，在李帛将秦国军队严重击败。

## 医扁鹊见秦武王

【原文】

医扁鹊见秦武王，武王示之病，扁鹊请除。左右曰：“君之病，在耳之前，目之下，除之未必已也，将使耳不聪，目不明。”君以告扁鹊。扁鹊怒而投其石，[曰]：“君与知之者谋之，而与不知者败之！使此知秦国之

【今译】

扁鹊医生拜见秦武王，秦武王让他看看自己的病。扁鹊请求为秦武王除掉疾病。周围的人说：“大王的病在耳朵前面，眼睛下方，除掉后未必就能痊愈，将会弄得耳朵听不见声音，眼睛看不见东西了。”秦武王把这话告诉了扁鹊。扁鹊愤怒地扔掉石针，说：“大王跟内行一起谋划事情，却又跟外行一起就坏事情。由此可以了解秦国的政治了，大王要



of Yiqu said, "I will follow your advice carefully."

After a short time, five states—the states of Han, Zhao, Wei, Chu and Yan—attacked the state of Qin together. Chen Zhen advised the king of Qin, "The sovereign of Yiqu is a wise ruler among those leaders of the minority peoples. You'd better bribe him and thus win him over." The king of Qin said, "Good idea!" Then he sent a thousand *pi* of fine silk with beautiful patterns along with one hundred pretty women to the sovereign of Yiqu.

The sovereign of Yiqu called in his high-ranking court officials to consult with them and said, "Now Gongsun Yan's words have proved true." Then he took this chance and sent troops to attack Qin. His troops badly defeated the troops of Qin in Libo.

### Doctor Bian Que Visited King Wu of Qin

Doctor Bian Que visited King Wu of Qin and the king let Bian Que examine him. Bian Que planned to take an operation to remove the king's ailment. But all the people around the king said, "The illness of Your Majesty is located beside your ears and beneath your eyes. You probably cannot be cured after the resection. It could become even worse because after the operation your ears may not hear and your eyes may not see." The king told Bian Que about this. Bian Que was angry and threw down his stone needle and said, "Well, you plan with the connoisseur, but then spoil your plan with the ignorant. If you manage government affairs this way, I know

### 【原文】

政也，则君一举而亡国矣！”

### 【今译】

一个举动就能使国家灭亡了。”

## 秦武王谓甘茂

### 【原文】

秦武王谓甘茂曰：“寡人欲车通三川，以窥周室，而寡人死不朽乎？”甘茂对曰：“请之魏，约伐韩。”王令向寿辅行。

甘茂至魏，谓向寿[曰]：“子归告王曰：‘魏听臣矣，然愿王勿攻也。’事成，尽以为子功。”向寿归以告王，王迎甘茂于息壤。

甘茂至，王问其故，对曰：“宜阳，大县也；上党、南阳，积之久矣，皆为县，其实郡也。今王倍数险，行千里而攻之，难矣！臣闻张仪西并巴蜀之地，北取西河之外，南取上庸，天下不以为多张仪而贤先王。魏文

### 【今译】

秦武王对甘茂说：“我想用武力打通三川，来窥视周王室，这样一来，即使我死了，我的功劳也会不朽吧？”甘茂回答说：“请派我到魏国，跟它联合起来攻打韩国。”秦武王派向寿跟他一同前往魏国。

甘茂来到魏国，对向寿说：“您回去禀报大王说：‘魏王听从了我的建议，然而希望大王不要攻打韩国。’事情成功后，我都把它当作您的功劳。”向寿回去报告了秦武王，秦武王亲自到息壤迎接甘茂。

甘茂到达后，秦武王问他为什么不攻打韩国。甘茂回答说：“宜阳是一个大县，上党和南阳的财力已经蓄积了很长时间了。它名义上是一个县，实际上相当于一个郡了。现在大王冒着重重险阻，行军千里去攻打它，实在是太难了。我听说张仪向西兼并了巴、蜀的土地，向北夺取了西河以外的领土，向南占领了上庸，天下人不认为张仪功劳多，而



you will lead your state to perdition with only one act. ”

### King Wu of Qin Had a Talk with Gan Mao

King Wu of Qin had a talk with Gan Mao and said, “I am going to occupy all the areas up to Sanshuan to vanquish the royal family of the crumbling Zhou Dynasty. Don’t you think my achievement will be remembered by the people of all forthcoming generations after I die?” Gan Mao replied, “Please send me to Wei to unite with it so that we can attack Han together.” King Wu sent Xiang Shou to accompany Gan Mao to Wei.

When they arrived in Wei, Gan Mao told Xiang Shou, “Now you can go back and tell His Majesty, ‘Wei has taken Mr Gan’s advice. But please don’t launch military action against Wei.’ If we succeed, I will put all the merits on your record.” Xiang Shou went back and reported to the king. The king went to Xirang to meet Gan Mao in person.

When Gan Mao arrived, the king asked him why they should not attack Wei. Gan Mao replied, “Yiyang is a big county. Shangdang and Nanyang are wealthy. Nominally it is a county, but in fact it is as powerful as a province. Now you are going to travel almost one thousand *li* across many dangerous places to attack it. I think it will be very difficult for you to succeed. I heard that even after Zhang Yi had annexed Ba and Shu in the west, occupied all the areas on the other side of Xihe in the north and taken over Shangyong in the south, people all over the world didn’t consider Zhang Yi



### 【原文】

侯令乐羊将，攻中山，三年而拔之。乐羊反而语功，文侯示之谤书一箧，乐羊再拜稽首曰：‘此非臣之功，主君之力也。’今臣，羁旅之臣也。穉里疾、公孙衍二人者，挟韩而议，王必听之，是王欺魏，而臣受公仲侈之怨也。昔者，曾子处费，费人有与曾子同名族者而杀人。人告曾子母曰：‘曾参杀人。’曾子之母曰：‘吾子不杀人。’织自若。有顷焉，人又曰：‘曾参杀人。’其母尚织自若也。顷之，一人又告之曰：‘曾参杀人。’其母惧，投杼逾墙而走。夫以曾参之贤与母之信也，而三人疑之，则慈母不能信

### 【今译】

认为先王贤德。魏文侯派乐羊率领军队攻打中山国，三年才将它攻克。乐羊回国后称述自己的功劳，魏文侯向他出示了一箱子反对用兵攻打中山的书信。乐羊拜了两拜，叩头说：‘这不是我的功劳，而是大王您的努力。’如今我是从别的国家到这里来做官的，穉里疾、公孙衍二人借着进攻韩国一事非议我，大王一定会听信他们的话，这样一来，大王就会欺骗魏国，而我也会受到韩国相国公仲侈的怨恨。从前，曾子在费的时候，费地有一个跟曾子同名同姓的人杀了人。有一个人告诉曾子的母亲说：‘曾参杀人了。’曾子的母亲说：‘我的儿子不会杀人。’她面不改色地继续织布。过了一会儿，又有一个人说：‘曾参杀人了。’曾子的母亲还是面不改色地继续纺织着。一会儿，又有另外一个人告诉她说：‘曾参杀人了。’曾子的母亲害怕了，扔下梭子越墙逃跑了。凭着曾参的贤德和他母亲对他的信任，当有三个人怀疑他时，即使是慈母也不能相信



meritorious. However, they all admired our deceased king. Marquis Wen of Wei sent Yue Yang to lead his troops to attack Zhongshan. Yue Yang didn't occupy it till three years later. Yue Yang talked about his contribution after he returned. Marquis Wen showed him a box of letters advising against the military action. Yue Yang bowed twice to the marquis, knelt down and apologized, 'I know this is not my contribution. This victory was gained because of Your Majesty's support.' Now, though I am serving at your court, I am from another state. Chu Liji and Gongsun Yan will be likely to speak ill of me in front of you on the military action against Han. And you will surely listen to them. Thus Your Majesty will cheat Wei, and Gong Zhong, the prime minister of Han, will hate me very much. Previously, when Zengzi was living in Fei, a man with the same first name and surname as Zengzi killed a person. Someone told Zengzi's mother, 'Zeng Shen has murdered somebody.' Zengzi's mother said, 'My son would never murder anyone.' She continued weaving and didn't change her expression. After a while, a second man told her, 'Zeng Shen has murdered someone.' Zengzi's mother continued weaving normally. After some time, a third man told her, 'Zeng Shen has killed someone.' This time Zengzi's mother was terrified by the news. She threw the shuttle away, climbed over the wall and escaped. Zengzi was such a wise and able person, and his mother believed in him so much, however, even the kind mother could no longer believe in her son after she heard the rumour spreaded by three persons. The fact is, I am not as

### 【原文】

也。今臣之贤不及曾子，而王之信臣又未若曾子之母也，疑臣者不过三人，臣恐王之为臣投杆也。”王曰：“寡人不听也，请与子盟。”于是与之盟于息壤。

果攻宜阳，五月而不能拔也。樗里疾、公孙衍二人在，争之王，王将听之，召甘茂而告之。甘茂对曰：“息壤在彼。”王曰：“有之。”因悉起兵，复使甘茂攻之，遂拔宜阳。

### 【今译】

他了。如今我的才能比不上曾子，而大王又不像曾子的母亲相信曾子那样信任我，而且怀疑我的还不只三个人，我担心大王会因为我而扔掉梭子啊。”秦武王说：“我不听他们的，请让我跟您订立盟约。”于是秦武王跟甘茂在息壤订立了盟约。

果然进攻宜阳，五个月还不能攻克。樗里疾、公孙衍二人都试图阻止秦王攻打韩国，秦王即将听从他们的建议，召见甘茂并且告诉了他这件事。甘茂回答说：“息壤的盟约还在呢。”秦王说：“有这么回事。”于是派出全部兵力，重新任用甘茂率军进攻，终于攻克了宜阳。

## 宜阳之役冯章谓秦王

### 【原文】

宜阳之役，冯章谓秦王曰：“不拔宜阳，韩、楚乘吾弊，国必危矣！不如许楚汉中以欢之。楚欢而不进，韩必孤，无奈秦何矣！”王曰：“善。”果

### 【今译】

宜阳战役中，冯章对秦王说：“攻不下宜阳的话，如果韩国和楚国趁着我军疲弊发动袭击，国家一定会非常危险了。不如许诺把汉中送给楚国来取悦它，楚国高兴了就不会进军，韩国就一定会孤立起来，就不



wise and capable as Zengzi, and your beloved court officials are not as faithful as Zengzi's mother. Moreover, there are more than three people sceptical towards me. So I am afraid that you will no longer trust me." King Wu of Qin said, "I will not listen to them. Let's make an agreement." Then they made an agreement in Xirang.

Then the troops of Qin attacked the city of Yiyang as expected. However, after five months, they still could not occupy it. Both Chu Liji and Gongsun Yan were there remonstrating with the king of Qin regarding the war against the state of Han. The king was about to take their advice. He called in Gan Mao and told him about it. Gan Mao replied, "The agreement made in Xirang is there." The king said, "Yes, you remind me." Then he dispatched all the military forces, and designated Gan Mao to be Commander-in-Chief to attack Yiyang. Finally the troops of Qin conquered it.

### **During the War in Yiyang, Feng Zhang Made a Suggestion to Qin's King**

During the war in Yiyang, Feng Zhang made a suggestion to the king of the state of Qin and said, "If we don't seize Yiyang, the states of Han and Chu might take advantage of the exhaustion of our troops to attack us. Thus our state will be in danger. It would be better if we promise to present Chu with Hanzhong to please it. If Chu is pleased, the troops of Chu won't be dispatched to attack us. Thus the state of Han will be isolated and therefore cannot pose any



### 【原文】

使冯章许楚汉中，而拔宜阳。楚主以其言贵汉中于冯章，冯章谓秦王曰：“王遂亡臣，（固）〔因〕谓楚王曰：‘寡人固无地而许楚王。’”

### 【今译】

能把秦国怎么样了！”秦王说：“好。”果然派冯章许诺将汉中送给楚国，因而攻克了宜阳。楚王凭冯章许诺的话向他索要汉中。冯章对秦王说：“大王干脆下令驱逐我，而对楚王说：‘我本来就没有许诺把任何土地送给楚王。’”

## 甘茂攻宜阳

### 【原文】

甘茂攻宜阳，三鼓之而卒不上。秦之右将有尉对曰：“公不论兵，必大困。”甘茂曰：“我羁旅而得相秦者，我以宜阳御王。今攻宜阳而不拔，公孙价、栾里疾挫我于内，而公中以韩劳我于外，是无伐之日已！请明日鼓之而不可下，因以宜阳之郭为墓。”于是出私金以益公赏。明日鼓

### 【今译】

甘茂率领军队进攻宜阳，击鼓三次，士卒却不冲锋。秦国右将手下的一个军官对甘茂说：“您如果不论功行赏，必定会陷入困境。”甘茂说：“我客游秦国而得到相国的职位，是因为我许诺为大王夺得宜阳的缘故。如今进攻宜阳却不能攻下，公孙价与栾里会在国内败坏我，并且公中也会凭借韩国兵力从国外让我陷入困境，这样我就没有好日子可过了！明天再去鼓进军，如果还不能攻克，就把宜阳城作为我的坟墓吧。”于是自己出钱来追加公家对士卒的赏金，第二天击鼓进军，宜阳



threat to us." The king said, "Good idea." Then he sent Feng Zhang to Chu and promised to cede Hanzhong to Chu. Then the troops of Qin occupied Yiyang. The king of Chu asked Feng Zhang to present him with Hanzhong as he had promised. Feng Zhang told the king of Qin, "Your Majesty, please pretend to exile me. Then you can tell the king of the state of Chu, 'I didn't promise you any land at all.'"

### **Gan Mao Launched an Assault Against Yiyang**

Gan Mao launched an assault against Yiyang. He beat the war-drum three times, but the soldiers would not charge forward. One of the officers under the leadership of the Right General of the state of Qin told Gan Mao, "If you don't reward the soldiers, you will be in trouble." Gan Mao said, "As a foreigner, I was appointed to be prime minister of the state of Qin, because I have promised the king of Qin to seize Yiyang. Now I have launched an assault against Yiyang but couldn't occupy it. Gongsun Yan and Chu Liji will speak ill of me within the state, and Gongzhong Peng, the prime minister of the state of Han, will also take occasion to make trouble for me from the outside. Thus my career will come to an end. I will beat the war-drum to encourage officers and men to charge forward again tomorrow. If Yiyang still cannot be occupied this way, I will fight to the death and have myself buried here in Yiyang." Then he distributed his own wealth to add to the amount of money provided by the government to reward the officers and men. The next day, he beat the war-



【原文】

之，宜阳拔。

【今译】

被攻克了。

## 宜阳未得

【原文】

宜阳未得，秦死伤者众，甘茂欲息兵。左成谓甘茂曰：“公内攻于樗里疾、公孙衍，而外与韩修怨。今公用兵无功，公必穷矣。公不如进兵攻宜阳，宜阳拔，则公之功多矣。是樗里疾、公孙衍无事也，秦众尽怨之深矣。”

【今译】

宜阳还没有被攻下，秦军伤亡惨重，甘茂打算停止军事行动。左成对甘茂说：“您在国内遭受樗里疾和公孙衍的攻击，在国外又跟韩国相国公中朋结怨。如今您进军宜阳却没有任何功绩，您一定会陷入困境的。您不如派兵进攻宜阳，宜阳被攻克了，那您的功劳就很大了。这样樗里疾和公孙衍就不会挑起是非了（这两个人的干扰让秦军耗费了很长时间来进攻宜阳），秦国的老百姓都非常怨恨他们。”

## 宜阳之役楚畔秦而合于韩

【原文】

宜阳之役，楚畔秦而合于韩，秦王惧。甘茂曰：“楚虽合韩，不为韩

【今译】

宜阳战役中，楚国背叛了秦国而跟韩国结为联盟，秦王很恐惧。甘茂说：“楚国虽然跟韩国结为联盟，但不会为韩国打头阵，韩国也担心交



drum to give the order of attacking Yiyang to officers and men. Eventually, they occupied it.

### **Before Yiyang Was Occupied**

Before Yiyang was occupied, the attacking troops of the state of Qin suffered severe casualties. Therefore Gan Mao was thinking of ceasing the military action. Zuo Cheng told Gan Mao, "You will be denigrated by Chu Liji and Gongsun Yan within the state. Moreover, outside the state, you have been at enmity with Gongzhong Peng, the prime minister of the state of Han. Now if you stop the military action, you will be in severe trouble. You'd better continue launching assaults against Yiyang. If Yiyang is occupied, you will be extremely meritorious. Then Chu Liji and Gongsun Yan cannot cause any damage to you. In addition, all the people of the state of Qin will become very angry towards the two of them since they have provoked and then postponed the assault on Yiyang on purpose."

### **During the War in Yiyang, Chu Cut Off Ties with Qin and Allied with Han**

During the war in Yiyang, the state of Chu cut off its ties with the state of Qin and allied with the state of Han. The king of Qin was afraid. Gan Mao said, "Although Chu has allied with Han, it won't fight in the van for the sake of Han. On the other hand, Han is also afraid that when it is





### 【原文】

氏先战，韩亦恐战而楚有变其后，韩、楚必相御也。楚言与韩而不余信于秦，臣是以知其御也。”

### 【今译】

战后楚国会在背后图谋它，韩国和楚国一定会互相防备的。楚国声称跟韩国结盟却不跟秦国结怨，我由此知道它会设防的。”

## 秦王谓甘茂

### 【原文】

秦王谓甘茂曰：“楚客来使者多健，与寡人争辩，寡人数穷焉，为之奈何？”甘茂对曰：“王勿患也！其健者来使（者），则王勿听其事，其懦弱者来使，则王必听之。然则需弱者用而健者不用矣，王因而制之。”

### 【今译】

秦王对甘茂说：“楚国派来的使者大多数很健谈，跟我争辩起来，我多次被他们说得理屈辞穷。怎么办呢？”甘茂回答说：“大王不要担心！那些健谈的人来出使时，大王就不要听他们说的话；那些懦弱的人来出使时，大王就一定听他们说话。这样一来，懦弱的人就会被重用，而健谈的人就不被任用了，大王就能乘机驾驭他们了。”

## 甘茂亡秦

### 【原文】

甘茂亡秦，且之齐。出关，遇苏子，曰：“君闻夫江上之处女乎？”苏

### 【今译】

甘茂从秦国出逃，将要到齐国去。出了函谷关，他遇到了苏秦。甘茂问他：“您听说过长江沿岸的姑娘们的故事吗？”苏秦说：“没听说过。”



engaged in warfare with our state, Chu might conspire against it and attack its troops in the rear. Han and Chu will definitely take precautions against each other. Han declared to build up alliance with Chu but isn't at enmity with our state. Thus I know that Han and Chu must take precautions against each other."

### **The King of Qin Had a Talk with Gan Mao**

The king of the state of Qin had a talk with Gan Mao and said, "Most of the emissaries of the state of Chu are very sophisticated and persuasive. When they discuss something with me, I often just cannot find the right words to debate with them. What shall I do?" Gan Mao said, "Your Majesty, please don't worry about that. When sophisticated and persuasive emissaries are sent here, just don't follow their advice. When cowardly emissaries are sent here, make sure that you will follow all of their ideas. As a result, Chu will only use cowardly emissaries and therefore no longer employ the sophisticated and persuasive ones. So you can easily take control of them."

### **Gan Mao Fled from Qin**

Gan Mao fled from the state of Qin and was thinking of going to the state of Qi. After he passed through the Hangu Valley, he met Su Qin. He asked Su Qin, "Have you heard of the story of the girls living on the bank of the Yangzi

【原文】

子曰：“不闻。”曰：“大江上之处女，有贫而无媼者，处女相与语，欲去之。家贫无媼者将去矣，谓处女曰：‘妾以无媼故，常先至扫室布席。何爱余明之照四壁者？幸以赐妾，何妨于处女？妾自以有益于处女，何为去我？’处女相语以为然，而留之。令臣不肖，弃逐于秦而出关，愿为足下‘扫室布席’，幸无我逐也。”苏子曰：“善。请重公于齐。”

乃西说秦王曰：“甘茂，贤人，非恒士也。其居秦，累世重矣。自郢宜、郢谷，地形险易，尽知之。彼若以齐约韩、魏，反以谋秦，是非秦之利也。”秦王曰：“然则奈何？”苏代曰：“不如重其贄、厚其禄以迎之。彼来，

【今译】

甘茂说：“长江沿岸的姑娘中，有一个家里很穷，买不起蜡烛，姑娘们互相商量着要把她打发走。家里贫穷而买不起蜡烛的姑娘即将离去时对其他姑娘说：‘我因为自己没有蜡烛的缘故，经常首先到来，打扫屋子，摆好座席。你们为什么要吝惜自己的余光呢？赐一点余光给我，对你们又有什么妨碍呢？我自以为对你们是有用的，为什么要打发我走？’姑娘们互相讨论了一下，以为她说的话有道理，于是就让她留下来了。如今我无才干，被秦国逐弃，逃出了函谷关，愿意为您打扫屋子，摆好座席，希望不要把我赶走啊！”苏秦说：“好，请让我安排您在齐国受到重用。”

于是苏秦向西去游说秦王，说：“甘茂是一个智能的人，不是一般的士人啊。他在秦国期间，是侍奉了几个君主的重臣，从崤山到郢谷，地形的险易，他都非常熟悉。假如他替齐国结交韩国和魏国，反过来图谋秦国，这对秦国是十分不利的。”秦王说：“既然如此，该怎么办呢？”苏秦



River?" Su Qin said, "I haven't heard of it." Gan Mao said, "One of the girls living on the bank of the Yangzi River was too poor to buy a candle. The other girls had a talk and decided to eject the girl having no candle. When the girl having no candle was about to leave, she told the other girls, 'Because I cannot afford a candle, I am always the first one to arrive here to clean the room and place the seats for all of us. Why are you so mean that you refuse to let me use your superfluous light? It won't cause any inconvenience to you. I personally think that I am useful to you. Why do you want to eject me?' The other girls discussed it together and found this girl's words reasonable, so they allowed her to stay with them. Now I am very unworthy and therefore was exiled by the state of Qin. So I have passed through the Hangu Valley. I want to be at your service, Sire. Please don't eject me." Su Qin promised him, "Good. I will ask the state of Qi to appoint you to a powerful position."

Hence, Su Qin went to the west to persuade the king of the state of Qin and said, "Gan Mao is a wise and capable person. He is an extremely outstanding scholar. While he was staying in Qin, he served several sovereigns of Qin and held powerful positions. Moreover, from Mount Xiao to the Xigu Valley, he knows all the details of the natural conditions of the state of Qin. Therefore, if he could unite the states of Han and Wei on behalf of the state of Qi to conspire against the state of Qin, it will pose a severe threat to Qin." The king of Qin said, "If this is the case, what shall I do?" Su Qin said, "You'd better offer him some generous gifts, a high



### 【原文】

则置之槐谷，终身勿出。天下何从图秦？”秦王曰：“善。”与之上卿，以相迎之齐。

甘茂辞不往。苏秦（伪）[为]谓[齐]王曰：“甘茂，贤人也。今秦与之上卿，以相迎之。茂德王之赐，故不往，愿为王臣。今王何以礼之？王若不留，必不德王。彼以甘茂之贤，得擅用强秦之众，则难图也！”齐王曰：“善。”赐之上卿，命而处之。

### 【今译】

说：“不如用贵重的礼物和丰厚的俸禄迎接他回来。他回来以后，就把他安置在槐谷，终生不让他离开秦国。天下各国又怎能图谋秦国呢？”秦王说：“说得好。”于是给甘茂准备了上卿的职位，到齐国去迎接他。

甘茂推辞，不肯前往秦国。苏秦替他对齐王说，“甘茂是个贤能的人。如今秦国赐给他上卿的职位，来迎接他。甘茂感激大王的恩惠，所以不肯前往秦国，愿意做大王的臣子。如今大王怎样礼遇他呢？大王如果不将他留下，他一定不会感激大王的恩德。（如果让他回了秦国，）凭借他的才能，独自执掌强大的秦国军队，就很难对付了！”齐王说：“说得好。”于是赐给甘茂上卿一职，下令让他留在齐国。

## 甘茂相秦

### 【原文】

甘茂相秦。秦王爱公孙衍，与之间有所（立）[言]，因自谓之曰：“

### 【今译】

甘茂做了秦国相国。秦王很宠爱公孙衍，跟他在一起闲谈的时



salary and invite him back from the state of Qi. When he comes back, you can ask him to stay in Huaigu and make sure that you won't let him leave the state of Qin for other states for the rest of his life. In that case, how could other states in the world conspire against Qin?" The king said, "Good idea." He then promised to appoint Gan Mao as Shang Qing (the title of one of the highest-ranking court officials) and sent people to Qi to escort him back.

However, Gan Mao refused to go back to Qin. Su Qin had a talk with the king of the state of Qi on his behalf and said, "Gan Mao is a wise and capable person. Now the king of the state of Qin has promised to appoint him as Shang Qing and sent people here to collect him. Nevertheless, Gan Mao is so grateful to Your Majesty that he refuses to go back to Qin and wishes to serve in Your Majesty's government. How then would Your Majesty treat him? If you don't let him stay in our state, he won't be grateful to you. On the contrary, (given that Gan Mao returns to Qin,) with his capability, Gan Mao may order the military forces of the powerful Qin to act against us, thus causing a severe threat to our state." The king of Qi said, "I see." He then appointed Gan Mao to be Shang Qing and ordered him to stay in his state.

### **Gan Mao Was the Prime Minister of Qin**

When Gan Mao was the prime minister of the state of Qin, the king of Qin appreciated Gongsun Yan very much. Once when the king and Gongsun Yan was chatting with each

### 【原文】

人且相子。”甘茂之吏道(而)[穴]闻之,以告甘茂。甘茂因人见王,曰:“王得贤相,敢再拜贺。”王曰:“寡人托国于子,焉更得贤相?”对曰:“王且相犀首。”王曰:“子焉闻之?”对曰:“犀首告臣。”王怒于犀首之泄也,乃逐之。

### 【今译】

候,亲自跟他说:“我将任用你为相国。”甘茂手下的官员偶然听说了这件事,就告诉了甘茂。于是甘茂进宫拜见秦王,说:“大王得到贤明的相国,斗胆拜谒表示祝贺。”秦王说:“我把国家交付给你了,怎么会又得到一个贤明的相国呢?”甘茂回答说:“大王即将任用公孙衍为相国。”秦王问道:“你怎么听说的?”甘茂回答说:“公孙衍告诉我的。”秦王很生气公孙衍将此事泄露出去,于是就驱逐了他。

## 甘茂约秦魏而攻楚

### 【原文】

甘茂约秦、魏而攻楚。楚之(相)[拒]秦者屈盖,为楚和于秦,秦后关而听楚使。甘茂谓秦王曰:“怀于楚而不使魏制和,楚必曰:‘秦盟

### 【今译】

甘茂联合秦国和魏国一起来进攻楚国。楚国欲秦的将领屈盖为楚国跟秦国讲和,秦国打开函谷关让他入内并听从了他议和的主张。甘茂对秦王说:“被楚国说服了却不让魏国主持议和,楚国一定会扬言‘秦



other at leisure, the king told Gongsun Yan, "I am going to appoint you to be the new prime minister." An officer under the leadership of Gan Mao heard of this by chance, then he told Gan Mao about it. So Gan Mao went to the palace to visit the king and said, "Your Majesty has obtained a wise and capable new prime minister, so I will bow to you twice to congratulate you." The king said, "I have entrusted you to govern my state. How could I get another wise and capable prime minister?" Gan Mao replied, "Your Majesty is going to appoint Gongsun Yan to replace me." The king asked, "How do you know this?" Gan Mao answered, "Gongsun Yan informed me about it in person." The king was angry because he thought that Gongsun Yan had divulged the secret, so he drove Gongsun Yan out of the state.

### **Gan Mao Allied Qin with Wei to Attack Chu**

Gan Mao allied the state of Qin with the state of Wei to launch a concerted attack against the state of Chu. Qu Gai, the general of Chu in charge of confronting the allied troops of Qin and Wei, hoped to make peace with Qin on behalf of Chu. The soldiers of Qin opened the portcullis of the Hangu Valley and let him in. Then Qin took his advice on arranging a ceasefire between the two sides. Gan Mao warned the king of Qin, "If we make peace with Chu due to its persuasion, we should let the state of Wei preside over the ceasefire negotiations. Otherwise Chu will declare that Qin has betrayed Wei. Thus Wei will be unhappy with us and



【原文】

魏，‘不悦而合于楚，楚、魏为一，国恐伤矣。王不如使魏制和，魏制和必悦。王不恶于魏，则寄地必多矣。’

【今译】

国出卖了魏国’。魏国不高兴了就会跟楚国结盟，楚国和魏国联合在一起，秦国恐怕就要受到损伤了。大王不如让魏国主持议和，魏国主持议和，一定会很高兴的。大王不得罪魏国，就一定能够获得更多的土地了。”

## 陉山之事

【原文】

陉山之事，赵且与秦伐齐。齐惧，令田章以阳武合于赵，而以顺子为质。赵王喜，乃案兵，告于秦曰：“齐以阳武赐弊邑而纳顺子，欲以解伐，敢告下吏。”

秦王使公子他之赵，谓赵王曰：“齐与大国救魏而倍约，不可信恃。大国不义，以告弊邑，而赐之二社之地，以奉祭祀。今又案兵，且欲合齐

【今译】

陉山战役中，赵国即将联合秦国攻打齐国。齐王害怕了，派田章割让阳武给赵国来讲和，并且把顺子派到赵国作人质。赵王高兴了，于是就按兵不动，告诉秦国说：“齐国把阳武给了我们，并且送来顺子作人质，想以此化解我们的进攻，斗胆把这一情况禀报大王下属的官员。”

秦王派公子他到赵国，对赵王说：“齐国曾经应允跟贵国一起营救魏国，却背弃了自己的盟约，所以不可以信赖。贵国认为齐国不义，告诉了我国，并且赐给我们两个社的土地，来供奉祭祀。如今又不出兵了，而且还打算跟齐国讲和并接受它的土地，我不能理解啊！我国准备



therefore unite with Chu. If Chu and Wei build an alliance, it might cause a severe threat to our state. Your Majesty, you'd better ask Wei to preside over the negotiating process. Thus Wei will be satisfied. If Wei is not resentful towards Your Majesty, we can surely obtain more territory."

### The Warfare at Mount Xing

During the warfare at Mount Xing, the state of Zhao was about to unite with the state of Qin to attack the state of Qi together. Qi was scared, so the king of Qi sent Tian Zhang to cede Yangwu to Zhao to make peace with it. Qi also sent Shunzi (the name of one of the children of Qi) to Zhao as a hostage. The king of Zhao was happy with this, so he ceased military action against Qi. He then informed the king of Qin, "In order to avoid being attacked, the state of Qi has presented me with Yangwu and also sent Shunzi here as a hostage. Hence, I summon up my courage to inform the inferiors of Your Majesty about it."

The king of Qin sent Childe Tuo to Zhao to deliver a message to the king of Zhao as follows: "The state of Qi promised to assist your state of Zhao in rescuing the state of Wei and then broke its word. Qi is not reliable at all. You considered Qi unrighteous and informed our state about it. In addition, you have ceded two *she* to us to provide offerings for the ceremonies held by our state. Now you are about to stop military action. Moreover, you also want to make peace with Qi and accept its land. I cannot understand it! We are going

### 【原文】

而受其地，非使臣之所知也！请益甲四万，大国裁之。”

苏代为齐献书穰侯曰：“臣闻往来之者言曰：‘秦且益赵甲四万人以伐齐。’臣窃必之弊邑之王曰：‘秦王明而熟于计，穰侯智而习于事，必不益赵甲四万人以伐齐。’是何也？夫三晋相结，秦之深仇也。三晋百背秦，百欺秦，不为不信，不为无行。今破齐以肥赵，赵，秦之深仇，不利于秦。一也。秦之谋者必曰：‘破齐弊晋，而后制晋、楚之胜。’夫齐，罢国也，以天下击之，譬犹以千钧之弩溃痈也。秦王安能制晋、楚哉！二也。秦少出兵，则晋、楚不信；多出兵，则晋、楚为制于秦，齐恐，则必不走于

### 【今译】

增援四万兵力攻打齐国，由齐国定夺！”

苏代为齐国给穰侯写了一封信，说：“我听到来来往往的人说：‘秦国准备增援赵国四万兵力来攻打齐国。’我私下以为我们齐国的君王一定会说：‘秦王英明而且熟悉用兵之计，穰侯机智而且善于谋事，一定不会增援赵国四万兵力来攻打齐国的。’为什么会是这样呢？韩国、赵国和魏国互相勾结，是秦国的大敌。这三个国家即使一百次背弃秦国、一百次欺骗秦国，也不会认为自己毫无诚信、毫无德行。如今秦国却要攻破齐国来增强赵国。赵国是秦国的大敌，这样做不利于秦国，这是其一。秦国的谋士一定会说：‘攻破齐国并使得韩国、赵国和魏国疲弊，然后就能战胜三晋跟楚国。’齐国已经非常疲弊了，用天下各国的兵力攻击它，如同用有千钧力度的弓箭射破一个脓疮一囊。秦王怎能制服三晋和楚国呢？这是其二。如果秦国派出的兵力少，就不能取信于三晋



to send forty thousand more soldiers to help you in attacking Qi. Please make up your mind!”

On behalf of the state of Qi, Su Dai wrote a letter to the prime minister of the state of Qin—Marquis Rang. It said, “I heard people travelling between our two states say that the state will send forty thousand more soldiers to assist the state of Zhao in attacking the state of Qi. I personally think that my king will definitely say, ‘The king of Qin is wise and familiar with tactics. Marquis Rang is intelligent and good at making plans. They will definitely not send forty thousand more soldiers to assist Zhao in attacking Qi.’ Why? Well, the three states of Han, Zhao and Wei unite with each other, and all of them are deadly enemies of Qin. Even though these three states might betray Qin one hundred times, and even though they might cheat Qin one hundred times, they won’t consider themselves dishonest or unrighteous. Now you are going to attack Qi to benefit Zhao. Zhao is a dangerous enemy of Qin. Thus it is disadvantageous for Qin to do so. This is my first reason. Certainly the advisors of Qin will say, ‘By ruining Qi and exhausting Han, Zhao and Wei, we can defeat Han, Zhao, Wei and Chu and take control of them.’ As for the state of Qi, it has already been exhausted. If the other states launch a concerted attack against Qi, it would be as easy as shooting a pimple with an extremely sharp and powerful arrow. Moreover, how can the king of Qin conquer Han, Zhao, Wei and Chu? This is my second reason. If Qin sends out a small army to assist Zhao in attacking Qi, Han, Zhao, Wei and Chu won’t believe that it is powerful enough

### 【原文】

秦，且走晋，楚。三也。齐割地以实晋，楚，则晋，楚安；齐举兵而为之锋剑，则秦反受兵。四也。是晋、楚以秦破齐，以齐破秦，何晋、楚之智而齐、秦之愚？五也。秦得安邑，善齐以安之，亦必无患矣。秦有安邑，则韩、魏必无上党战。夫取三晋之肠胃，与出兵而惧其不反也，孰利？故臣窃必之弊邑之王曰：‘秦王明而熟于计，穰侯智而习于事，必不益赵甲四万人以伐齐矣。’”

### 【今译】

和楚国，派出的兵力太多，那三晋和楚国就会把秦国控制起来。齐国恐慌了，一定不会投奔秦国，而会投靠三晋和楚国。这是其三。齐国割让土地来增强三晋和楚国的实力，三晋和楚国就会平安无事，齐国派兵为三晋和楚国打头阵，秦国反而会受到进攻。这是其四。这样一来，就成了三晋和楚国用秦国来攻破齐国，用齐国来攻破秦国。为什么三晋和秦国这么聪明，而齐国和秦国如此愚蠢？这是其五。如果秦国得到安邑，善待齐国，让它得到安宁，秦国也就没有什么祸患了。秦国占据了安邑，那韩国和魏国就一定会上党了。占领三晋的重地，跟出兵攻打齐国却担心军队会覆没在战场而不能返回相比，哪个更有利？所以我私下认为我们齐国的大王一定会说：‘秦王英明而且熟悉用兵之计，穰侯机智而且善于谋事，一定不会增援赵国四万兵力来攻打齐国的。’”

## 秦宣太后爱魏丑夫

### 【原文】

秦宣太后爱魏丑夫，太后病，将死，出令曰：“为我葬，必以魏子为

### 【今译】

秦国的宣太后很宠爱魏丑夫。宣太后病重，快要死了，下令道：“为





to defeat Qi. If Qin dispatches a huge army, they will take occasion to attack Qin together and therefore defeat and overrun Qin. If Qi is scared, instead of yielding to Qin, it will throw itself into the lap of Han, Zhao, Wei and Chu. This is my third reason. If Qi cedes its territory to Han, Zhao, Wei and Chu, the latter will be free from trouble. If Qi sends out troops to fight in the van for them, Qin will be attacked. This is my fourth reason. So, it is the states of Han, Zhao, Wei and Chu that use Qin to ruin Qi and using Qi to conquer Qin. Why are they so wise but Qi and Qin so stupid? This is my fifth reason. If Qin can gain Anyi, treat Qi well and stop its aggression against it, Qin will also be free from aggression. If Qin seizes Anyi, Han and Wei will lose control over the area of Shangdang. Therefore, you can either occupy the most important areas of Han, Zhao and Wei, or take a big risk and send your troops to attack Qi in great fear that they might be badly defeated and therefore not be able to return to Qin. Which choice do you prefer? I personally think that my king will definitely say, 'The king of Qin is wise and familiar with tactics. Marquis Rang is intelligent and good at making plans. So they definitely will not send forty thousand more soldiers to assist Zhao in attacking Qi.'"

### **Queen Mother Xuan of Qin Had a Clandestine Love Affair with Wei Choufu**

Queen Mother Xuan of the state of Qin had a clandestine love affair with Wei Choufu. When the queen mother fell ill

【原文】

殉。”魏子患之。

庸芮为魏子说太后曰：“以死者为有知乎？”太后曰：“无知也。”曰：“若太后之神灵，明知死者之无知矣，何为空以生所爱，葬于无知之死人哉？若死者有知，先王积怒之日久矣，太后救过不贖，何暇乃私魏丑夫乎？”太后曰：“善。”乃止。

【今译】

我送葬的时候，一定要用魏丑夫殉葬。”魏丑夫很是害怕。

庸芮为魏丑夫劝说宣太后，说：“您以为死了的人还有知觉吗？”宣太后说：“没有知觉了。”庸芮说：“像太后这么英明，明明知道人死了就没有知觉了，为什么要白白用您生前所宠爱的人来陪葬没有知觉的死人呢？如果死去的人是有知觉的，那么先王的愤怒已经积蓄了好长时间了，太后您补救自己的过失还来不及呢，怎会有时间宠爱魏丑夫？”太后说：“说得好。”于是放弃了这一打算。



and was dying, she issued an order which said, "When I am buried, make sure that Wei Choufu will also be buried alive to accompany me." Wei Choufu was frightened.

Tang Rui went to persuade the queen mother on behalf of Wei Choufu, and he asked, "Do you think that the dead still possess sentience?" The queen mother said, "No, I don't think so." Tang Rui continued, "As wise as you are, you know that the dead don't possess any sentience at all. You will also lose sentience, so why do you want the one you love very much to be buried alive with you when you die? Should the dead have sentience, our departed sovereign would have been very angry with you for a long time. Then it would be too late for you to remedy your own mistakes. How could you have time to flirt with Wei Choufu then?" The queen mother said, "Well, I see." She then gave up this idea.



## 卷五 秦 三

### 薛公为魏谓魏冉

#### 【原文】

薛公为魏谓魏冉曰：“文闻秦王欲以吕礼收齐，以济天下，君必轻矣。齐、秦相乘以临三晋，礼必并相之，是君收齐以重吕礼也。齐免于天下之兵，其仇君必深。君不如劝秦王令解邑卒攻齐之事。齐破，文请以所得封君。齐破晋强，秦王提晋之强也，必重君以取晋；齐于晋解邑，而不能支秦，晋必重君以事秦，是君收齐以为功，得晋以为重也。破齐

#### 【今译】

薛公田文站在魏国的立场上对秦国的相国魏冉说：“我听说秦王打算让吕礼去联合齐国，一同平定天下，那样一来，您的权势一定会减轻了。如果齐国和秦国联合对付韩、赵、魏三国，吕礼肯定会同时做齐、秦两国的相国，这样一来，您就是在联合齐国来抬高吕礼的地位。齐国免于列国的进攻，定会深深地仇视您。您不如劝说秦王让我国出兵攻打齐国。齐国战败以后，我请求将从齐国夺得的土地赏赐给您。齐国战败后，魏国就会强大，秦王害怕魏国的强大，一定会重用您来争取魏国。齐国把解邑割让给魏国，而魏国不能与秦国决断，一定会重用您来结交秦国。这样一来，您就会因打败齐国而立功，因控制魏国而握有



**Book 5**

**The Third Volume on Qin**

**The Lord of Xue Consulted with Wei Ran on Behalf of the State of Wei**

Tian Wen, the lord of Xue, conferred with Wei Ran, the prime minister of Qin, on behalf of the state of Wei and said, "I heard that Qin's king is going to send Lü Li to unite with Qi to rule the whole world together. If this is the case, your power will be greatly weakened. If Qi and Qin dispatch troops to approach the states of Han, Zhao and Wei, Lü Li will definitely become the prime minister of both states (referring to the states of Qi and Qin). As a result, Lü Li will become more powerful and influential if you are for uniting with Qi. Even though Qi might not be attacked by troops of other states, it will still hate you deeply. You'd better persuade the king of Qin to allow the troops of our state to attack Qi. If Qi is defeated, I will ask our sovereign to confer on you all the land we obtain from Qi. Thus our state of Wei will become strong, and the king of Qin will be afraid of our power. So he will value you and ask you to build good relations with Wei. Even if we obtain Xue from Qi, we are still not able to counteract Qin. Thus Wei too will value you in establishing diplomatic relations with Qin. Therefore, not only will you become meritorious because of defeating Qi, but you will also become more powerful and influential since you

### 【原文】

定封，而秦、晋皆重君；若齐不破，吕礼复用，子必大穷矣。”

### 【今译】

重权。打败齐国，享有封地，秦国和魏国的国君都会重用您。如果不打败齐国，让吕礼重新得到任用，您就会落到穷途末路的地步了。”

## 秦客卿造谓穰侯

### 【原文】

秦客卿造谓穰侯曰：“秦封君以陶，藉君天下数年矣。攻齐之事成，陶为万乘，长小国，率以朝天子，天下必听，五伯之事也；攻齐不成，陶为郛，而莫之据也。故攻齐之于陶也，存亡之机也。”

“君欲成之，何不使人谓燕相国曰：‘圣人不能为时，时至而弗失。舜虽贤，不遇尧也不得为天子；汤、武虽贤，不当桀，纣不亡，故以舜、

### 【今译】

秦国一个名叫造的客卿对穰侯说：“秦王把您分封在陶，借助您来控制天下已经好几年了。如果进攻齐国一事能够取得成功，陶就会成为拥有一万辆兵车的大国，成为小国的领袖，率领它们朝拜天子，天下各国诸侯一定会俯首听命，这是如同五霸的大业。如果攻打齐国不能成功，陶地就会面临忧患，而且没有哪个国家会支持它。所以攻打齐国的成败对于陶来说是存亡的关键。”

“如果您想促成这件事，不如派人对燕国的相国说：‘圣人不能自行创造时机，但是时机到来的时候，他们不会坐失良机。舜虽然贤能，如果不是遇到了尧，也不能够做天子。汤和武王虽然贤能，如果不是遇到夏桀和商纣，也不能够统一天下。所以舜、汤与武王虽然贤能，假如没



will take control over Wei. Not only is Qi defeated and you are conferred some land, but also the two sovereigns of Qi and Qin will pay much attention to you. However, if we don't defeat Qi and Lü Li is appointed to a powerful position again, you will find yourself at an impasse."

### **Zao, a Guest of Qin, Talked with Marquis Rang**

Zao, a guest of Qin, talked with Marquis Rang and said, "Qin has conferred Tao on you and has taken control over the world for several years with your help. If we can attack and defeat Qi, Tao will become a big state with one hundred thousand chariots and the leader of all the small states. If you lead these small states to worship the Son of Heaven, all other states will submit to your authority. Thus you will be as powerful as the Five Lord-protectors. If we lose the war against Qi, Tao will come under severe threat and lose all its allies. So, winning the war against Qi is crucial, and your future survival also depends on that."

Zao continued, "If you want to launch a war against Qi, why not send someone to tell the prime minister of Yan, 'Even though sages cannot create opportunities by themselves, they will not miss an opportunity when the right time comes. Wise and capable as Shun was, he could not have become Son of Heaven without meeting Yao. Wise and capable as Tang and King Wu were, they could not have unified the world if they had not lived at the same times as Jie and Zhou respectively. So, even though people like Shun,

### 【原文】

汤，武之贤，不遭时，不得帝王。今攻齐，此君之大时也！因天下之力，伐仇国之齐，报惠王之耻，成昭王之功，除万世之害，此燕之长利，而君之大名也。《书》云：树德莫如滋，除害莫如尽。吴不亡越，越故亡吴；齐不亡燕，燕故亡齐。齐亡于燕，吴亡于越，此除疾不尽也。以非此时也成君之功，除君之害，秦卒有他事而从齐，齐、（赵）〔秦〕合，其仇君必深矣。挟君之仇以诛于燕，后虽悔之，不可得也已！君悉燕兵而疾僭之，天下之从君也，若报父子之仇。威能亡齐，封君于河南，为万乘，达

### 【今译】

有合适的时机，他们也不会成为帝王。如今攻打齐国，是对您非常有利的大好时机呀！凭借天下各国的力量，攻打敌对的齐国，为惠王报仇雪耻，成就昭王的功业，除掉万世的祸患，这对于燕国是长久的利益，也能为您赢得美名。《尚书》中说：“树立德行一定要尽可能地多，铲除祸害一定要尽可能地彻底。”吴国不消灭越国，越国就会消灭吴国。齐国不消灭燕国，燕国就会消灭齐国。齐国被燕国消灭，吴国被越国消灭，都是因为除恶不尽的缘故。假如不抓住这个时机成就您的功业，铲除您的祸害，倘若秦国突然有了变故而跟齐国联合起来，齐国跟秦国联盟，它对您的仇恨就会更深。秦国伙同您的仇敌齐国讨伐燕国，即使您以后后悔，也不会再有机会了。如果您带领燕国全部的军队对齐国发动猛烈进攻，天下诸侯一定会像儿子替父亲报仇一样响应您。果真能够灭掉齐国，就把您封在河南，成为一个拥有一万辆兵车的大国，处在中原地区，道路四通八达，南面跟陶为邻，世世代代没有忧患。希望您专



Tang and King Wu were wise and capable, they could not have become Di or King if they hadn't been offered these great opportunities. Now there is a great opportunity for you to launch military action against Qi. If you resort to the support of all the other states to attack Qi—your enemy state, you can avenge King Hui. You will accomplish the same achievement as that of King Zhao and be rid of threat for all forthcoming generations. This is long-term benefit for Yan, and you can also gain great fame. It is said in *Shangshu*, "Make sure to extend your virtue as widely as possible. Make sure to get rid of the bane as thoroughly as possible." Wu hadn't destroyed Yue, so Yue destroyed Wu. Qi hadn't destroy Yan, so Yan destroyed Qi. Qi was destroyed by Yan and Wu was destroyed by Yue because these two states didn't eradicate the bane thoroughly. Such great opportunity will not come again. You should take occasion to make a contribution and get rid of the danger threatening you. Otherwise, if Qin unites with Qi, your enemies will become formidable. If all the enemies launch a concerted military operation to attack Yan, there will be nothing you can do to stop it and it will be too late to regret.' If you send all the troops of Yan to attack Qi, people all over the world will follow you just like sons avenging their beheaded fathers. If you can defeat Qi, you will be conferred Henan. Then you will have a state with one hundred thousand chariots. Since it is located in the centre of China, you can expand in any direction. And since Tao is to your south, there won't be any problem in years to come. Please

【原文】

途于中国，南与陶为邻，世世无患。愿君之专志于攻齐而无他虑也。”

【今译】

心致志地图谋攻打齐国，而不要有别的打算。”

## 魏[文]谓魏冉

【原文】

魏[文]谓魏冉曰：“公闻东方之议乎？”曰：“弗闻也。”曰：“辛张、阳毋泽说魏王、薛公、公叔也，曰：‘臣战，载主，契国，以与王约，必无患矣。若有败之者，臣请挈领。然而臣有患也：（夫楚王之以其臣请挈领然而臣有患也。）夫楚王之以其国依冉也，而事臣之主，此臣之甚患也。’今公东而因善于楚，是令张之言为禹，而考败公之事也。公不如反公而，善楚，而观薛公之为公也，观三国之所求于秦而不能得者，请以号三国以

【今译】

魏文对魏冉说：“您听说山东各国的议论了吗？”魏冉说：“没听说过。”魏文说：“辛张、阳毋泽游说魏王、孟尝君和公叔说：‘我们已经用车子装载了木主来代表我们的国家与秦国大王订立盟约，一定不会有什幺变故的。如果破坏了盟约，请把我们杀了。然而我们却还有忧虑：楚王把他的国家交付给魏冉，而跟秦国联合，图谋对我们的君主发动进攻，这是我们非常担心的。’如今您要向东到楚国去跟楚人会谈，这就证明了辛张等人的话是对的，并且一定会败坏您的大事。您不如返回自己的国家，对楚国施加恩惠，并且观察孟尝君对您的态度，观察韩国、魏国与齐国对秦国有什幺要求不能得到满足的，您就为它们提出求以取信于它们；观察辛张跟阳毋泽对孟尝君有什么要求不能得到满足的，您





concentrate on attacking Qi and don't think about anything else."

### Wei Wen Had a Talk with Wei Ran

Wei Wen had a talk with Wei Ran and said, "Have you ever heard about the statement of those states located east of Mount Xiao?" Wei Ran said, "No, I haven't heard about it." Wei Wen said, "Xin Zhang and Yang Wuze went to advise the king of the state of Wei, Lord Mengchang and Gongshu, and said, 'We have carried the shrine of the Element of Wood on our carriages here to sign the agreement with the Majesties of your states. Thus there won't be any problems caused by us at all. If we breach the agreement, please kill us. However, we are still worried. The king of the state of Chu has entrusted his state to Wei Ran, and thus Chu and Qin are conspiring to attack our state together. This poses a severe threat to us, and we worry about it very much.' Now you are going to travel eastward to the state of Chu to discuss launching an attack on our state together with it. Thus the words of Xin Zhang will prove to be true. By doing so, you will threaten your own undertakings. It would be better if you return to your own state, provide some benefit to Chu and observe Lord Mengchang's attitude towards you. If Qin rejects some wishes set by the states of Han, Wei and Qi, you can suggest that Qin grant their wishes, then you will win over these three states. If Lord Mengchang cannot meet the requirements of Xin Zhang and Yang Wuze, you can plead



【原文】

自信也；观张仪与泽之所不能得于薛公者也，而公请之以自重也。”

【今译】

就替他们提出来以抬高自己的地位。”

### 谓魏冉曰和不成

【原文】

谓魏冉曰：“和不成，兵必出。白起者，且复将。战胜，必穷公；不胜，必事赵从。公，公又轻。公不若毋多，则疾到。”

【今译】

有人对魏冉说：“如果和谈不能成功，秦国一定会继续起兵攻打赵国，白起又会出任主将。如果战争胜利，您必定会陷入困境。不能取胜的话，秦国一定会跟赵国讲和。到那时候再讲和，您的作用可就小多了。您不如不要顾及其他事务，那样很快就会受封的。”

### 谓穰侯

【原文】

谓穰侯曰：“为君虑封，（莫）若于（除）[陶]。宋罪重，齐怒（须）[深]。残伐乱宋，德强齐，定身封，此亦百世之时也已！”

【今译】

有人对穰侯说：“为您谋求封地，哪里都不如陶邑。宋国罪孽深重，齐国非常愤怒。讨伐混乱的宋国，向强大的齐国施加恩惠，确定自己的封地，这是百世难遇的时机啊！”



for them. Thus you will gain more power.”

### **Someone Suggested What Wei Ran Should Do**

Someone suggested to Wei Ran, “If the states of Qin and Zhao cannot reach a ceasefire with each other, Qin will dispatch troops to attack Zhao again. Thus Bai Qi will be appointed to be Commander-in-Chief again. If he wins, you will be in trouble. If he doesn’t win, Qin will definitely make peace with Zhao. If you wait till then, you won’t be very influential in the negotiation. You’d better be committed to the peace talks immediately. Then you will soon be conferred some territory.”

### **Someone Had a Talk with Marquis Rang**

Someone had a talk with Marquis Rang and said, “Regarding your future fief, your best choice would be the county of Tao. The state of Song is extremely sinful, and the state of Qi is angry with it. Now you can help attack the chaotic state of Song, assist the powerful state of Qi and in the meantime secure your own fief. This is a great opportunity which might be provided only once during one’s lifetime.”

## 谓魏冉曰楚破

### 【原文】

谓魏冉曰：“楚破，秦不能与齐县衡矣。秦三世积节于韩、魏，而齐之德新加与。齐、秦交争，韩、魏东听，则秦伐矣。齐有东国之地，方千里。楚莅九夷，又方千里，南有符离之塞，北有甘鱼之口。权县宋，其宋、卫乃当阿、甄耳。利有千里者二，富擅越隶，秦乌能与齐县衡？韩、魏支分方城膏腴之地以薄郑，兵休复起，足以伤秦，不必待齐。”

### 【今译】

有人对魏冉说：“如果楚国被齐国攻破，秦国就不能跟齐国抗衡了。秦国三世跟韩国和魏国互通使节，而齐国新近才对它们施加恩德。如果齐国和秦国互相争斗，韩国和魏国就会向东听从齐国，那秦国就会受到攻伐了。齐国拥有东部地区的土地，领土方圆千里。楚国包括了九夷地区，也拥有方圆千里的领土，南边有符离要塞，北边有甘鱼隘口。比较一下宋国和卫国，它们只能相当于齐国的阿邑跟甄邑。如果齐国攻占了楚国，就能拥有方圆两千里的土地，能独自控制越地的人民，秦国怎么能够跟齐国抗衡？韩国和魏国会瓜分方城一带肥沃的土地来逼近楚国的邓邑，会重新练兵，它们的兵力足以挫伤秦国，根本不必依靠齐国的援助。”



## Someone Had a Talk with Wei Ran Regarding Qi Attacking Chu

Someone had a talk with Wei Ran regarding the state of Qi attacking the state of Chu. He said, "If the state of Chu is ruined, the state of Qin won't be able to resist the state of Qi. Qin has established diplomatic relations with the states of Han and Wei for three generations. However, the state of Qi has only provided some benefit to these two states recently. If Qi and Qin vie with each other for power, Han and Wei will support Qi in the east. Thus Qin will be attacked. The state of Qi own a territory of one thousand square *li* located in the east. The state of Chu includes the areas of the nine Yi peoples, and it also possesses one thousand square *li* of land. Moreover, Chu possesses the Fuli Fortress in the south and the Ganyu Pass in the north. As for the two states of Song and Wei, their territory is only equivalent to A and Juan, the two counties belonging to the state of Qi, respectively. Suppose Qi destroy Chu and seize its territory, not only will it own two thousand square *li* of land, but it will also take control of the people of the area of Yue. How could Qin contend with it? Besides, Han and Wei will take occasion to carve up Fangcheng and encroach on the county of Deng. If these two states launch an attack on Qin together, these allied troops will be formidable enough to pose a severe threat to Qin even without the reinforcements of Qi."



## 五国罢成皋

### 【原文】

五国罢成皋，秦王欲为成阳君求相韩、魏，韩、魏弗听。秦太后为魏再谓秦王曰：“成阳君以王之故，穷而居于齐，今王见其达而收之，亦能翕其心乎？”王曰：“未也。”太后曰：“穷而不收，达而报之，恐不为王用，且收成阳君，失韩、魏之道也。”

### 【今译】

韩、赵、魏、楚、齐五国联军进攻秦国，在成皋停战。秦王想为成阳君请求韩国和魏国的相国一职，韩国和魏国没有答应。宣太后替魏再对秦王说：“成阳君因为大王的缘故而陷入困境，居住在齐国。如今大王见他显达了，就想拉拢他，这能够打动他的心吗？”秦王说：“不能。”太后说：“在他陷入困境的时候你不接纳他，他显达时你却提拔他，他恐怕不能为大王所用。再说，拉拢成阳君是伤害跟韩国和魏国的关系的做法啊。”

## 范子因王稽入秦

### 【原文】

范子因王稽入秦，献书昭王曰：“臣闻明主莅正，有功者不得不赏，

### 【今译】

范雎通过王稽引见来到秦国，给秦昭王先上一封书信，上面写道：“我听说英明的君主执政时，有功劳的人不得不要受到奖赏，有才能的人



### **The Allied Forces of the Five States Ceased Military Action Against Qin in Chenggao**

The allied forces of the five states of Han, Zhao, Wei, Chu and Qi launched an attack against the state of Qin. The two sides reached a ceasefire in Chenggao. The king of Qin wanted to ask the states of Han and Wei to appoint Lord Chengyang as their mutual prime minister. However, Han and Wei disagreed. On behalf of Wei Ran, Queen Mother Xuan went to consult with the king of Qin and said, "Because of Your Majesty, Lord Chengyang was thrown out of power. Afterward, he went to Qi. Now you see his great power and therefore hope to win him over. Do you think he will be impressed with this?" The king said, "No, I don't think so." The queen mother said, "You didn't buy him off when he was in need. Now you are going to do him a big favour because of the power he now possesses. I am afraid that he won't support you at all. What's more, if you really grant this big honour to Lord Chengyang, you will hurt our relations with Han and Wei."

### **Wang Ji Recommended Fan Ju to Qin**

Owing to Wang Ji's recommendation, Fan Ju went to the state of Qin. Fan Ju wrote a letter to King Zhao of Qin, which said, "I have heard that when a wise sovereign is in power, meritorious people have to accept rewards and talented people have to be employed by the government.

【原文】

有能者不得不官，劳大者其禄厚，功多者其爵尊，能治众者其官大。故不能者不敢当其职焉，能者亦不得蔽隐。使以臣之言为可，则行而益利其道；若将弗行，则久留臣无为也。语曰：‘人主赏所爱而罚所恶。明主则不然，赏必加于有功，刑必断于有罪。’今臣之胸不足以当楯质，要不足以待斧钺，岂敢以疑事尝试于王乎？虽以臣为贱而轻辱臣，独不重仕臣者后无反覆于王前耶？

“臣闻周有砥厄，宋有结绿，秦有悬黎，楚有和璞。此四宝者，工之所失也，而为天下名器。然则圣王之所弃者，独不足以厚国家乎？”

【今译】

不得不做官；功劳大的俸禄就优厚，功绩多的爵位就尊贵，能治理很多民众的就做大官。所以，没有才能的人不敢占据自己的职位，有才能的人也不得隐匿自己的能力。假如您认为我所说的语是对的，那您推行开来就会对国家更为有利，如果不推行，那把我长时间留在这里也没有什么用处。有句俗语说：‘平庸的君主对自己钟爱的人进行赏赐，而对自己厌恶的人施加惩罚。英明的君主却不是这样的，赏赐一定要施予有功的人，刑罚一定要施加到有罪的人身上。’如今我的胸膛不足以抵挡砧板，我的腰不足以抗拒斧钺，怎敢用一些不确切的事情在大王面前试探自己的运气呢？即使您认为我地位卑贱而轻视侮辱我，难道您就不看重推荐我的人日后会被证明对大王没有任何欺瞒吗？

“我听说周国有砥厄，宋国有结绿，魏国有悬黎，楚国有和璞。开始工匠认为它们没有价值，它们却成为天下有名的宝物。这样看来，圣明的君主所抛弃的，难道就不足以为国家带来丰厚的利益吗？”





People who have done a lot of work should enjoy generous salaries, people who have made great contributions should be conferred high ranks, and people capable of governing should be appointed to positions of great power. Thus those who are incapable won't dare maintain their posts, and the talented will not conceal their capability. If you regard my viewpoints as correct and practical, you can implement them and they will benefit the state of Qin dramatically. If you don't want to carry them out, then it is of no use to keep me here for a long time. As the saying goes, 'Ordinary sovereigns will reward those he likes personally and punish those he dislikes. By contrast, wise sovereigns will definitely reward meritorious people and punish the sinful.' Now neither my chest nor my waist is strong enough to protect me from being killed by the executioner's axe on the chopping block, I would be stupid to confront Your Majesty with dubious theories. Even though you might look down upon me or humiliate me because of my low status, don't you care whether or not the words of my introducer will prove true in reality?"

Fan Ju continued, "I heard that the state of Zhou used to possess the precious jade called Di E, the state of Song used to possess the precious jade called Jie Lu, the state of Wei used to possess the precious jade called Xuan Li, and the state of Chu used to possess the precious jade called He Pu. They are the four most precious jades in the world. However, at first, artisans didn't think that they are priceless. Later, they became famous treasures known to people all over the world. Nonetheless, they were discarded by some wise sovereigns.



### 【原文】

“臣闻善厚家者，取之于国；善厚国者，取之于诸侯。天下有明主，则诸侯不得擅厚矣。是何故也？为其（凋）[割]荣也。良医知病人之死生，圣主明于成败之事，利则行之，害则舍之，疑则少尝之，虽尧、舜、禹、汤复生，弗能攻已！语之至者，臣不敢载之于书；其浅者，又不足听也。意者臣愚而不阖于王心耶？（已）[亡]其言臣者将贱而不足听耶？非若是也，则臣之志，愿少赐游观之间，望见足下而入之。”

### 【今译】

“我听说善于为自家谋利的，从本国争取人才；善于为本国谋利的，从其他国家争取人才。如果天下有英明的君主，其他国家的国君就不能独自享有丰厚利益了。这是什么缘故？因为英明的君主会分割别国的利益。医术精湛的医生能预知病人的生死，圣明的君主明了事情的成败。如果有利就去做，如果有害就放弃，如果拿不准就先略微尝试一下。即使是尧、舜、禹、汤再活一次，也不能改变这个道理！一些发自心底的话，我不敢把它们写在书信上；一些浅显的话，又不值一听。我猜想，大概是我愚昧而不合乎大王的心意吧。还是举荐我的人卑贱而不值得大王听信？如果这两种情况都不是，那我请求稍微赐我一点时间，我盼望着能面见您，把我的心志告诉给您。”



Couldn't they benefit a state dramatically?"

Fan Ju wrote further, "I have heard that a person good at benefiting his own family would employ talented people of his state to maintain his wealth; a sovereign clever at benefiting his state would employ capable people from other states to govern his own state. If there is a wise sovereign existing in the world, other states' sovereigns won't be able to keep all benefit to themselves. Why? Well, a wise sovereign is able to deprive other sovereigns' wealth and possessions to benefit himself and his state. An excellent doctor can foretell whether a patient will live or die. A wise sovereign can foresee whether his efforts will succeed or result in failure. He will take action to fulfill an undertaking if it is advantageous. He will give it up if it might cause damage. He will try it to a certain extent if he is not sure whether it will be advantageous or disadvantageous. If people like Yao, Shun, Yu and Tang could come back to life again, they would also act the same way! There are also some words coming from the depths of my heart, but I dare not write them down in this letter. Regarding those shallow arguments, I don't think they are useful enough to you. I guess due to my stupidity, perhaps my viewpoints don't accord with the innermost thoughts of Your Majesty. Or maybe my introducer is of too low status to offer any useful advice? If it is not the case, I hope that you can find some time so that I can pay a visit to you and tell you my ideas face to face."

When this letter was presented to the king, the king was very satisfied with it. So he thanked Wang Ji for



### 【原文】

书上，秦王说之，因谢王稽，使人持车召之。

### 【今译】

这封书信呈递上去以后，秦王看了非常喜欢，于是很感激王稽，派人用车子把他召到宫中。

## 范雎至秦

### 【原文】

范雎至秦，王庭迎，谓范雎曰：“寡人宜以身受令久矣！（今者）[会]义渠之事急，寡人日自请太后。今义渠之事已，寡人乃得以身受命，射窃闵然不敏。”敬执宾主之礼，范雎辞让。

是日见范雎，见者无不变色易容者。秦王屏左右，宫中虚无人。秦王跪而请曰：“先生何以幸教寡人？”范雎曰：“唯唯。”有间，秦王复请，范雎曰：“唯唯。”若是者三。

秦王跽曰：“先生不幸教寡人乎？”

范雎谢曰：“非敢然也！臣闻始时吕尚之遇文王也，身为渔父而钓

### 【今译】

范雎来到秦国，秦王在朝廷迎接他。秦王对范雎说：“我早就应该亲自接受您的教导了。正赶上义渠的战事非常紧急，我天天亲自去向太后请示。现在义渠的战事刚刚结束了，我才有时间亲自聆听您的教诲。我认为自己糊涂而且愚钝，请让我用宾主的礼节来接见您。”范雎辞谢谦让了。

这天秦王接见范雎，见到这个场面的人没有一个不改变了脸色。秦王遣退周围的人，宫廷里没有别人了。秦王跪下请求道：“先生对我有什么指教？”范雎说：“噢，噢。”过了一会儿，秦王继续请教，范雎说：“噢，噢。”这样重复了三次。

秦王长跪不起，说：“先生竟然不肯赐教于我吗？”

范雎道歉说：“我不敢这么做啊。我听说当初吕尚刚刚遇到周文王的时候，他只不过是一个渔夫，在渭水边钓鱼罢了。出现这种情况，是



recommending Fan Ju and sent a carriage to carry Wang Ji back to the palace.

### Fan Ju Arrived in Qin

Fan Ju arrived in Qin, where the king welcomed him at court and told him, "I have wished to listen to your advice in person for some time. Recently I have been busy because of the war in Yiqu. I visited the queen mother almost every day to ask for instructions. Now that the war in Yiqu is over, I have time to listen to your advice. I consider myself muddle-headed and want to treat you according to our etiquette between host and guest." Fan Ju expressed his thanks and refused to press the king to do so.

On the day Fan Ju was interviewed by the king, everyone who witnessed the reception was terrified and changed their expressions. The king of Qin asked all the people at court to leave. When only the two of them—Fan Ju and the king—were left there, the king knelt down and said, "What are you going to teach me, Sire?" Fan Ju just said, "Oh, Oh!" After a while, the king begged for his instructions again, but Fan Ju said "Oh, Oh" again. He didn't give any concrete answer even though the king asked for a third time.

The king of Qin knelt down before Fan Ju for a long time and said, "Why don't you give me some instructions?"

Fan Ju apologized, "I dare not offend you by doing so. I heard that the first time King Wen met Lü Shang, Lü was nothing but a fisherman busy catching fish along the Weishui

【原文】

于渭阳之滨耳。若是者，交疏也。已一说，而立为太师、载与俱归者，其言深也。故文王果收功于吕尚，卒擅天下，而身立为帝王。即使文王疏吕望而弗与深言，是周无天子之德，而文、武无与成其王也。今臣，羁旅之臣也，交疏于王，而所愿陈者，皆匡君之（之）事，处人骨肉之间，愿以陈臣之陋忠，而未知王心也，所以王三问而不对者是也。臣非有所畏而不敢言也，知今日言之于前，而明日伏诛于后，然臣弗敢畏也。大王信行臣之言，死不足以为臣患，亡不足以为臣忧，漆身而为厉，被发而为狂，不足以为臣耻。五帝之圣[焉]而死，三王之仁[焉]而死，五伯之贤

【今译】

因为他们的交情疏浅的缘故。经过一番交谈，文王把吕尚立为太师，并用自己的车子载着他一起回宫，是因为他们谈得很深入透彻的缘故。因此，文王果然依靠吕尚立了大功，最终统一了天下，自己被立为帝王。假如文王疏远吕尚，不跟他进行深入的交谈，那样一来，周朝就没有天子的德行，文王和武王也就不能称王了。如今，我不过是从别国来的人，跟大王的交情非常疏浅，而我所愿意向大王陈述的，都是些匡正君主过失的事情。我处在你们骨肉同胞之间，愿意谈谈自己粗浅的忠见，但是不知道大王的心意。大王三次问我，我都不作回答，就是这个原因。并不是我有所畏惧而不敢说，即使知道我今天说了这些话，明天将被处死，我也不敢有所畏惧。大王如真能采纳我的意见，即使处死也不足以让我害怕，流亡也不足以让我担心，身上涂漆，长满疥疮或被头散发、成为疯子也不足以让我羞耻。像五帝那么圣明的人都死了，像三王那么仁爱的人也死了，像五霸那么贤能的人也死了，像乌获那么有力气



River. That happened because the two of them didn't know each other at that time. But after they had a talk, King Wen appointed Lü Shang to be his tutor and drove Lü back to his court with the royal carriage. That happened because they had exchanged their views deeply and thoroughly. Hence, King Wen accomplished great achievements with Lü Shang's help. As a result, he unified the world and became a King. Suppose King Wen had stood off from Lü Shang and not spoken deeply with him, the Son of Heaven of the Zhou Dynasty would not have established his virtue, and King Wen and King Wu would not have been able to become Kings. As for me, I am a foreigner wishing to serve in your government. *I am not close to Your Majesty.* What I am going to say is all about how to correct the errors of a sovereign and about your relationship with your relatives. I want to express my views to show my loyalty. However, I don't know what is on your mind. So I didn't answer your question though you have asked it three times. It is not because that I was afraid of something different and did not dare to express my opinions, even though I know I would be sentenced to death because of the arguments I hold, I am not afraid. If Your Majesty can take my advice, I won't care even if you sentence me to death nor worry that you may exile me. And I won't feel shamed even though my body may be smeared with lacquer and develop a rash, or I may wear long hair and become insane. The Five Di Ancestors were extremely wise, but they have died. The Three King Ancestors were extremely benevolent, but they have died. *The Five Lord-protectors were extremely*

### 【原文】

[竭]而死，乌获之力[竭]而死，奔、育之勇[竭]而死。死者，人之所必不免也。处必然之势，可以少有补于秦，此臣之所大愿也，臣何患乎？伍子胥橐载而出昭关，夜行而昼伏，至于濊水，无以饵其口，坐行蒲服，乞食于吴市，卒兴吴国，阖庐为霸。使臣得进谋如伍子胥，加之以幽囚，终身不复见，是臣说之行也，臣何忧乎？箕子、接舆，漆身而为厉，被发而为狂，无意于殷、楚。使臣得同行于箕子、接舆，漆身可以补所贤之主，是臣之大荣也，臣又何耻乎？臣之所恐者，独恐臣死之后，天下见臣尽忠而身蹶也，是以杜口裹足，莫肯即秦耳！足下上畏太后之严，下惑奸臣之态；居深宫之中，不离保傅之手，终身闻惑，无与图奸；大者宗庙灭覆，

### 【今译】

的人也死了，像孟贲、夏育那么勇敢的人也死了。死亡，是人人都不能避免的。处在这种必然的情势下，能够稍微对秦国有点贡献，就是我最大的愿望了，我有什么值得担心的呢？伍子胥藏在口袋里，被车扶着逃出昭关，昼伏夜行，到了濊水，一点吃的东西都没有。他爬着赶路，在吴国的市场上乞讨，最终振兴吴国，使阖庐成为霸王之一。假使我能像伍子胥那样向大王进献自己的计策，即使把我囚禁起来，终生不能再见大王一面，但是我的建议被采纳了，我还有什么值得担心的呢？箕子和接舆往自己身上涂抹油漆，长出疥疮，披头散发地假装疯狂，对商朝和楚国也没有任何帮助。假使让我像箕子和接舆那样涂身可以对我所认为的贤德的大王有所帮助，这就是我最大的荣誉，我还有什么值得羞耻的呢？我所担忧的，仅仅是害怕我死了以后，天下人看到我因为尽忠而身亡，就会因此闭上自己的嘴巴，裹足不前，没有人肯再到秦国来。您上面畏惧太后的威严，下面被奸臣的假态所迷惑；处在深宫中，离不开保傅女傅的服侍；终生糊里糊涂，没有人能跟您一同明察奸邪。这种情况



capable, but they have died. Wu Huo was extremely strong, but he has died. Meng Ben and Xia Yu were extremely brave, but they have also died. Everyone will die some day. Bearing this in mind, my most ambitious wish is to do something for the state of Qin. Why should I worry about anything else? Wu Zixu put himself in a bag and escaped from Zhao Guan. He lay quietly during the day and fled at night. When he arrived by the Ling Shui River, he didn't have any food, so he crawled to the market of Wu to cadge some. Finally, the state of Wu became very strong with his help and He Lu, the king of Wu, became one of the Lord-protectors. If I can help you prepare the tactics just like Wu Zixu did for He Lu, and you can take my advice, I won't care even if I were put into prison and never see you again for the rest of my life. Jizi and Jie Yu smeared themselves with lacquer and their bodies developed a rash. They also wore long hair to pretend to be insane. But their acts were not helpful to the Shang Dynasty and the state of Chu. If I can do something to help the king I admire the most, even if I might have to smear my body with lacquer just like Jizi and Jie Yu did, I would still consider it a great honour. How can I feel ashamed? The only thing I worry about is that when other scholars see me lose my life because I want to serve Your Majesty with loyalty, they will keep silent and give up their plans to come to Qin to serve you. You are threatened by the power of your queen mother and confused by the feints of disloyal court officials. You live in the big palace and your everyday needs are taken care of by maids and servants. Thus you will be cheated all your lifetime



### 【原文】

小者身以孤危。此臣之所恐耳！若夫穷辱之事，死亡之患，臣弗敢慢也。臣死而秦治，贤于生也。”

秦王跽曰：“先生是何言也！夫秦国僻远，寡人愚不肖，先生乃幸至此，此天以寡人愿先生，而存先王之庙也。寡人得受命于先生，此天所以幸先王而不弃其孤也。先生奈何而言若此？事无大小，上及太后，下至大臣，愿先生悉以教寡人，无疑寡人也！”范雎再拜，秦王亦再拜。

范雎曰：“大王之国，北有甘泉、谷口，南带泾、渭，右陇、蜀，左关、阪，战车千乘，奋击百万。以秦卒之勇，车骑之多，以当诸侯，譬若驰韩

### 【今译】

从大的方面讲，可以导致国家灭亡；从小的方面看，会导致自己被孤立或处于危险境况之中。这才是我所担忧害怕的！至于那些穷困、屈辱之类的事情，死亡的忧患，我不敢害怕。如果能以我的死换取秦国政治的清平，比活着还好呢。”

秦王长跪着说：“先生这是什么话呀！秦国地处偏远，我愚昧无知，幸好先生来到这里，这是上天用我的事情来劳烦先生，让我的国家得以保存啊。我能够得到先生赐教，这是上天对我们已经过世的君主的恩赐，而不抛弃他的孤儿啊。先生为什么要说这样的话呢？不论大事小事，上自太后，下到大臣，希望先生都能赐教于我，不要对我有什么怀疑。”范雎拜了两拜，秦王也拜了两拜。

范雎说：“大王您的国家，北面有甘泉、谷口，南面有泾水、渭水，右边有陇坂、蜀道，左边有函谷关、陇坂，有一千辆战车、一百万勇猛的士卒。凭借秦国士兵的勇猛，战车与骑兵的众多来攻打诸侯各国，如同武



and there is no one to inform you about the corrupt and evil conduct of the wicked court officials. This will lead to the perdition of your state or at least isolate you and put you in danger. That's what I worry about. As to the poverty and humiliation I may suffer, or even death, I don't dare to consider these things. I would like to die as long as Qin can be put in order."

The king of Qin knelt down and said, "Why did you say so, master? Qin is located far away from the centre of China, and I am very unwise and unworthy. I am so lucky that you have come here. You are here to help me and my state due to the will of Heaven. I have the chance to listen to your instructions, which is a great favour of Heaven to our deceased king since Heaven will not leave me in oblivion. Why did you say that, master? I want to know your viewpoints on everything, no matter how big or small. And please don't hesitate to tell me your innermost opinion on the queen mother and high-ranking court officials. Please don't doubt my sincerity." Fan Ju bowed to the king twice, and the king did the same to Fan Ju.

Fan Ju said, "As for the state of Your Majesty, there are Ganquan and Gukou in the north, the Jingshui River and the Weishui River in the south, Longdi (referring to a big slope in the area of Long) and Shudao on the right side and Hangu Valley and Longban on the left. You also have one thousand chariots and one million warriors. With the valor of your troops and the legions of your chariots and cavalry, attacking other states is like driving Han Lu (the name of a kind of dog



### 【原文】

卢而逐逐兔也，霸王之业可致。今反用[关]而不截寡兵于山东者，是靡使为国谋不忠，而大王之计有所失也！”

王曰：“愿闻所失计。”

雍曰：“大王越韩、魏而攻强齐，非计也。少出师，则不足以伤齐；多之，则害于秦。窃意王之计欲少出师而悉韩、魏之兵，则不义矣！今盟与国之不可亲，越人之国而攻，可乎？疏于计矣！昔者，齐人伐楚，虽胜，破军杀将，再辟千里，肤寸之地无得者，岂齐不欲地哉？形弗能有也。诸侯见齐之罢露，君臣之不亲，举兵而伐之，主臂军破，为天下笑。所以然者，以其伐楚而肥韩、魏也。此所谓借贼兵而资盗食者也。王不

### 【今译】

大邦卢追逐兔的息子一般，可以成就王霸大业。如今闭关自守，不敢自去山东各国，是因为诸侯没有忠心为秦国谋划，而且大王的计策有失误啊。”

秦王说：“请告诉我计策的失误在什么地方。”

雍说：“大王您越过韩国和魏国去打强大的齐国，是失策的。如果派出的兵力太少，说不足以对齐国造成伤害；如果派出的兵力太多，就会伤害到秦国。我猜到大王的计划是自己派出少量的军队，而让韩国和魏国派出全部的兵力，那是不义的。现在可以看出盟国的不可信。穿过别国去攻打另外的国家，可以吗？这是计策的失误！从前，齐国的军队进攻楚国，战争胜利了，打败敌军，杀死他们的将领，占领了一千里土地，后来却连一寸土地都没有得到。难道是齐国不想得到土地吗？只是形势不允许罢了。诸侯们看到齐国军队疲惫不堪，君臣上下互不亲近，就派出军队攻打齐国，齐国君主受到凌辱，军队被打败，成为天下人的笑料。之所以出现这样的情况，是因为它攻打楚国，而得到实际利益的却是韩国和魏国。这就是所谓的借给贼人武器，送给强盗粮



which can run extremely swiftly in Chinese legend) to chase a lame hare. Thus you can establish a most powerful state or even unify the world. But at present, your state is closed to international intercourse and you don't dare to launch military action against other states located east of Mount Xiao. This is due to the disloyalty of Marquis Rang, but you also have made some faux pas yourself."

The king said, "Please tell me about my mistakes."

Fan Ju said, "You are going to send your troops to march through Han and Wei to attack the powerful Qi. This is unwise. If you don't send enough troops, you cannot cause any damage to Qi. If you send too many troops, that will be disadvantageous for Qin. I guess your plan is to send a small army and ask Han and Wei to send all their troops to join you in military action. That is unrighteous. Now you see that the allied states are not faithful. Can you cross other states to attack your enemy? This is not practical! Previously, the troops of Qi attacked Chu. They defeated the troops of Chu, killed their general and occupied one thousand *li* of land. Nevertheless, they could not keep even one *cun* of land to themselves. They wanted to keep the land, but they couldn't hold it. Other states' sovereigns saw that the troops of Qi were exhausted and that Qi's sovereign and court officials were not close to each other, so they sent allied troops to attack it. As a result, the troops of Qi suffered a debacle and the sovereign himself was humiliated and derided by people all over the world. That happened because Qi attacked Chu, but Han and Wei benefited from this war. That is the so-called



### 【原文】

如远交而近攻，得寸则王之寸，得尺亦王之尺也。今舍此而远攻，不亦缪乎？且昔者，中山之地方五百里，赵独擅之，功成、名立、利附，则天下莫能害。今韩、魏，中国之处，而天下之枢也。王若欲霸，必亲中国而以为天下枢，以威楚、赵。赵强则楚附，楚强则赵附。楚、赵附则齐必惧。惧必卑辞重币以事秦，齐附而韩、魏可虏也。”

王曰：“寡人欲亲魏，魏多变之国也，寡人不能亲。请问亲魏奈何？”范雎曰：“卑辞重币以事之。不可，削地而赂之。不可，举兵而伐之。”于

### 【今译】

食。大王不如跟远方的国家结盟而进攻近处的国家，占领一寸土地，大王就能拥有一寸，占领一尺土地，大王就能拥有一尺。如今舍近求远，难道不是错误的吗？况且从前中山国方圆五百里的土地，赵国独自占有着，既建立功勋，赢得美名，又带来实际的利益，天下诸侯都不能加害于它。如今韩国和魏国处在中原地区，是天下的枢纽。大王如果想称霸，必须亲自占据中原地区，做天下的枢纽，从而震慑住楚国和赵国。赵国强大了，楚国就会归附秦国；楚国强大了，赵国就会归附秦国。如果赵国和楚国都归附了，齐国一定会感到恐惧，恐惧了就一定会用谦恭的语言和贵重的财物来结交秦国。齐国归附了，韩国和魏国就可以被击破了。”

秦王说：“我想结交魏国，可是魏国非常多变，我不能亲近它。请问如何亲近魏国？”范雎说：“用谦恭的语言和贵重的财物来结交它。如果



lending bandits weapons and giving thieves food. You'd better establish close diplomatic relations with distant states and attack those located nearby. Thus if you occupy one *cun* of land, you can keep one *cun* to yourself; if you occupy one *chi* of land, you can keep one *chi* to yourself. But you are planning to attack distant states. Isn't it wrong to do so? Previously, the land of Zhongshan measured five hundred *li*. Zhao owned it exclusively. Thus Zhao accomplished a great achievement, gained a high reputation and also obtained huge profit. No other states could cause any damage to Zhao. Now Han and Wei are located in the centre of China, and these areas are also the hinge (referring to the prime importance and most advantageous natural situation of the states of Han and Wei) of the world. If you want to establish a most powerful state, you should build your state in this central area and become the hinge of the world. Thus you can threaten Chu and Zhao. If Zhao becomes powerful, Chu will submit to your authority. If Chu becomes powerful, Zhao will submit to your authority. If both Chu and Zhao submit to your authority, Qi will be terrified. Thus Qi will humbly beg for unity with us and also generously present us with valuable gifts. Accordingly, we can easily destroy Han and Wei if Qi is obedient to us. "

The king said, "I want to establish diplomatic relations with Wei, but Wei is very inconsistent. I cannot feel close to it. How can I make Wei close to me?" Fan Ju said, "Humbly ask for unity with it and present it with generous gifts. If this doesn't work, cede some land to bribe it. If this also doesn't

### 【原文】

是举兵而攻邢丘，邢丘拔而魏请附。

曰：“秦、韩之地形，相错如绣。秦之有韩，若木之有蠹，人之病心腹。天下有变，为秦害者，莫大于韩。王不如收韩。”王曰：“寡人欲收韩，韩不听，为之奈何？”范雎曰：“举兵而攻蒙阳，则成皋之路不通；北斩太行之道，则上党之兵不下；一举而攻蒙阳，则其国断而为三。（魏）韩见必亡，焉得不听？韩听，而霸事可成也。”王曰：“善。”

范雎曰：“臣居山东，闻齐之内有田单，不闻其王；闻秦之有太后、穰侯、泾阳、华阳，不闻其有王。夫擅国之谓王，能专利害之谓王，制杀生之威之谓王。今太后擅行不顾，穰侯出使不报，泾阳、华阳击断无讳，四

### 【今译】

不行，就到让土地来贿赂它。还不行的话，就派兵攻打它。”于是秦国派兵进攻邢丘。邢丘被攻克后，魏国请求归附。

范雎说：“秦国和韩国的地势互相交错。对于秦国来说，韩国就像木村里而生长的蛀虫，像人的心腹疾病。如果天下有什么变故，对秦国造成最大危害的就是韩国。大王不如收买韩国。”秦王说：“我想收买韩国，可是韩国不听我的，怎么办？”范雎说：“派兵进攻蒙阳，那样成皋的道路就被切断了；北边截断太行山的道路，上党的兵就不能下来；一举攻克蒙阳，韩国就被截成三段。韩国眼看就要灭亡，怎么会不听呢？韩国归附了，就能成就霸业了。”秦王说：“太好了。”

范雎说：“我在山东的时候，只听说齐国有田单，没听说有齐王。我只听说秦国有太后、穰侯、泾阳君、华阳君，没听说有秦王。独自掌握国家大权的叫做王，能一子操纵各种利害关系的叫做王，控制生杀大权的叫做王。如今太后为所欲为，无所顾忌，穰侯出使别国不向您禀报，泾



work, send troops to attack it. ” So Qin dispatched troops to attack Xingqiu and occupied it. After that, Wei begged to submit to Qin’s authority.

Fan Ju said, “The territories of Qin and Han are interlocked. To Qin, Han is somewhat the same as the moths living in a piece of wood, or like a severe heart disease of a human being. If there is an accident some day, no other states can cause as much damage to Qin as Han. So you’d better buy over Han. ” The king said, “I want to buy over Han, but Han doesn’t listen to me. What shall I do then?” Fan Ju said, “Dispatch our troops to attack Xingyang, then the road to Chenggao will be cut. Block the path on Mount Taihang, then the troops stationed in Shangdang cannot approach here. If we launch military action and occupy Xingyang, the state of Wei will be cut into three parts. When Han realizes that it will be destroyed, it will not refuse to listen to you. If Han listens to you, you can establish a most powerful state.” The king said, “Very good.”

Fan Ju said, “When I stayed east of the mountain, I only heard that Qi had Tian Dan, but didn’t hear that Qi also had a king. Now I hear that Qin has the queen mother, Marquis Rang, the lord of Jingyang and the lord of Huayang, but don’t hear that Qin also has a king. The person who takes firm control over his state can be addressed as King. The person who thoroughly maintains power over the throne can be addressed as King. The person who dominates the life and death of the people can be addressed as King. Now the queen mother does everything according to her own will. Marquis



### 【原文】

贤者而国不危者，未之有也。为此四者下，乃所谓无王已！然则权焉得不倾，而今焉得从王出乎？臣闻：‘善为国者，内固其威，而外重其权。’  
 诸侯使者操王之重，决裂诸侯，剖符于天下，征敌伐国，莫敢不听。战胜攻取，则利归于内，国弊，御于诸侯；战败，则怨结于百姓，而祸归社稷。  
 《诗》曰：‘木实繁者披其枝，披其枝者伤其心。大其都者危其国，尊其臣者卑其主。’  
 齐闵王管齐之权，增闵王之筋，县之庙梁，宿昔而死；李兑用赵，减食主父，百日而饿死。今秦，太后、穰侯用事，高陵、泾阳佐之，卒

### 【今译】

阳君、华阳君独断专行、毫不避讳。同时有这四位权贵尚国家不陷入危险境地的还从来没有过呢。因为有这四个人存在，下面的人就根本不把您放在眼里了。这样一来，政权怎能不倾覆，大王您又怎能发号施令呢？我听说，‘善于治理国家的君主在内树立自己的威严，在外面巩固自己的权势。’  
 诸侯派出去的使者凭借大王的重权，跟诸侯决策大事，擅自跟别的国家交换符节、订立盟约，他们要进攻敌人、讨伐敌国，没有人敢不听从。战争取得胜利，攻克了土地，利益都归诸侯，国家却因此而虚弊，受到别国割制；战争失败，就跟百姓结怨，把祸患都推给国家。  
 《诗经》中说：‘树木果实累累，它的枝柯就会折断，枝柯折断了就会伤及树干。分封给臣子的采邑过大，国家就会出现危险；臣子的地位过于尊贵，君主的地位就会卑下。’  
 齐闵王弄权，他抽了齐闵王的筋，把他挂在太庙的梁头上，齐闵王一宿就死去了。李兑在赵国执政的时候，不让赵武灵王吃饱，赵武灵王一百天就饿死了。如今的秦国，太后和穰侯



Rang sends emissaries on diplomatic missions and doesn't report to you about it. The lord of Jingyang and the lord of Huayang make important decisions themselves without taking Your Majesty into consideration. When a state has these four people, it is in danger. Because of these people, your subjects will ignore you. How can you maintain power over the state? How can you issue orders and make people follow them? I heard that 'if a sovereign is good at governing his state, he will consolidate his prestige inside the palace and solidify his power outside'. Depending on Your Majesty's power, the emissaries of Marquis Rang can make important agreements and exchange tallies with other states' sovereigns. If they want to launch military action against their enemy or attack other states, no one dares to disobey them. If they win a war, all benefit is attributed to Tao. Thus our state becomes exhausted, and therefore will probably be controlled by other states. If they lose a war and the people are hostile towards them, they will blame it on the regime. It is said in *Shijing*, 'If a tree bears too much fruit, its branches will break. If the branches break, the trunk will be damaged. If big fiefs are conferred on high-ranking court officials, the state will be in danger. If court officials are overly powerful, the sovereign will become powerless.' After Zhuo Chi took control of the state of Qi, he took out the tendons of Qi's king and then hung the king on the beam of the ancestral temple. The king died after a night. When Li Dui took over Zhao, he didn't give King Wuling of Zhao enough to eat, and the king starved to death one hundred days later. Now in Qin, the queen

### 【原文】

无秦王，此亦淳齿，李兑之类已！臣今见王独立于庙朝矣，且臣将恐后世之有秦国者，非王之子孙也！”

秦王惧，于是乃废太后，逐穰侯，出高陵，走泾阳于关外。

昭王谓范雎曰：“昔者，齐公得管仲，时以为‘仲父’。今吾得子，亦以为父。”

### 【今译】

把持国家大权，高陵君和泾阳君辅佐他们，最终导致秦国没有君王，他们这些人跟淳齿、李兑是一类的。现在我发现大王您在朝廷中已经被孤立起来了，而且我担心以后拥有秦国的将不是大王您的子孙了。”

秦王非常恐惧，于是废了太后，驱逐了穰侯，放逐了高陵君，把泾阳君驱赶到了关外。

昭王对范雎说：“从前，齐桓公得到了管仲后，便尊称他为仲父。如今我得到了先生，也要以您为仲父。”

## 应侯谓昭王

### 【原文】

应侯谓昭王曰：“亦闻恒思有神丛与？恒思有悍少年，请于丛博，曰：‘吾胜丛，丛籍我神三日；不胜丛，丛困我。’乃左手为丛投，右手自为投，胜丛。丛籍其神。三日，丛往求之，遂弗归。五日而丛枯，七日而丛

### 【今译】

应侯对秦昭王说：“您也听说过恒思那里有个神丛吗？恒思有个勇猛的少年，他提出要跟丛比赛玩掷骰子的游戏，说：‘我胜了你，你就把神灵借给我用三天；不能胜你，你就处罚我。’于是左手为丛掷骰子，右手为自己掷，胜了丛，丛就把神灵借给了他。过了三天，丛去找少年要回神灵，少年竟不归还。五天后，丛就枯萎了；七天后，丛就死了。如



mother and Marquis Rang are in power. The lord of Gaoling and the lord of Jingyang assist them. As a result, the king exists in name only. These people and Zhuo Chi, Li Dui are birds of a feather. I know that you are isolated. And I am afraid that after Your Majesty passes away, the people who will be enthroned won't be your own descendants."

The king was terrified by these words. So he disempowered the queen mother, exiled Marquis Rang, banished the lord of Gaoling and drove the lord of Jingyang out of the Hangu Valley.

King Zhao told Fan Ju, "Previously, Duke Huan of Qi won over Guan Zhong and called him Second Father. Now I am going to treat you as my Second Father."

### **Marquis Ying Had a Talk with King Zhao**

Marquis Ying had a talk with King Zhao of the state of Qin. He said, "Have you ever heard about the story of Shen Cong (referring to a shrine with woods around it) in the area of Hengsi? Once there was a brave boy in Hengsi. He asked Cong to play dice with him. He said, 'If I win, you should lend your deity to me for three days. If I lose the game, you can punish me.' Then he threw the dice with his left hand on behalf of Cong and threw it with his right hand for himself. And he won the game. So Cong lent him the deity. Three days later, Cong went to ask for the deity back. But the boy refused to return it. Five days later, Cong started to wither. Seven day later, Cong died. Now the state of Qin is Your

### 【原文】

亡。今国者，王之丛，势者，王之神。藉人以此，得无危乎？臣未尝闻楛大于臂、臂大于股。若有此，则病必甚矣。百人舆瓢而趋，不如一人持而走疾。百人诚舆瓢，瓢必裂。今秦国，华阳用之，穰侯用之，太后用之，王亦用之。不称瓢为器则已，已称瓢为器，国必裂矣。臣闻之也：

‘木实繁者枝必披，枝之披者伤其心。都大者危其国，臣强者危其主。’

（其令）[且今]邑中自斗食以上，至尉、内史及王左右，有非相国之人者乎？国无事则已，国有事，臣必闻见王独立于庭也！臣窃为王恐，恐万

### 【今译】

今秦国就是大王的丛，权势就是大王的神灵。把权势都给了别人，能没有危险吗？我还没有听说手指能大过胳膊、胳膊能大过大腿的。如果真有人有这种情形，那一定是病得非常重了。一百个人一起举着一个瓢，不如一个人拿着瓢走得快。若果真让一百个人一起举着瓢，瓢一定会破裂。如今的秦国，华阳君执政，穰侯执政，太后执政，大王也执政。不把这瓢比作国家也就算了，如果把它比作国家，国家一定会像它那般分裂了。我听说，‘如果一棵树结很多果实，枝柯一定会被压断。枝柯被压断了，树干一定会受伤。分封给臣子的采邑太大了就会对国家造成危害，大臣权势太重就会对君主造成危害。’再说现今国都中每天只领一斗俸禄的官员到宰相，内史甚至大王周围的人，有谁不是相国的人？国家没有变故则已，若国内发生变故，我预见大王必定会在幽



Majesty's Cong, and the authority over the state is Your Majesty's deity. If you devolve the authority over the state to others, how can you stay free from danger? I have never heard that one's finger could be bigger than his arm, or one's arm bigger than his thigh. Suppose there were someone really like that, he would soon die. When one hundred people run holding a Piao (referring to a kind of utensil made of gourd and used to fetch water), they are not faster than a person carrying the Piao and walking quickly. If one hundred people hold a Piao together, the Piao will certainly crack. Now in the state of Qin, Lord Huayang is in power, Marquis Rang is in power, the queen mother is in power, and Your Majesty is also in power. You haven't sized up this situation properly. If you take the facts into account, you will find that the state of Qin will definitely be divided up by other states. I have heard, 'If a tree bears a huge amount of fruit, its branches will break. If the branches are broken, the trunk will also be damaged. If the capital of a state is overly large, it will pose a threat to the state. If high-ranking court officials are overly powerful, they will cause damage to the sovereign.' Look, in our capital, from the low-ranking officials with a daily salary of around one *dou* of grain, to Junwei (the title of a kind of officer in Qin's army), Neishi (the title of a kind of high-ranking court official of Qin) and even those court officials around you, is there anyone not manipulated by the prime minister? No! When the state is at peace, you can enjoy your life here. If there is ever an emergency, I can foresee that you will certainly be isolated at

### 【原文】

世之后，有国者非王子孙也！

“臣闻古之善为政也，其威内扶，其辅外布，(四)[而]治政不乱不逆，使者直道而行，不敢为非。今太后使者分裂诸侯，而符布天下，操大国之势，强征兵，伐诸侯。战胜攻取，利尽归于陶；国之币帛，竭入太后之家；境内之利，分移华阳。古之所谓危主灭国之道，必从此起。三晋竭国以自安，然则令何得从王出？权何得毋分？是我王果处三分之一也。”

### 【今译】

廷中被孤立起来。我私下为大王感到担忧，恐怕大王辞世以后拥有泰国的就不是大王您的子孙了。

“我听说古代善于治理国家的君主在新廷中树立自己的威势，在外安排自己的心腹，这样国家就会被治理得井井有条，不会出现混乱与悖逆，派出的使臣也会秉公守法，不敢为非作歹。如今太后派出的使臣瓜分其他国家的土地，而且在天下到处散发符节，掌握着国家大权，集结强大的军队，攻打别的国家，战无不胜，攻无不克，利益都归陶邑所有。国家的钱财都流到太后家里，境内的利益都转移到了华阳君名下。古人所谓的导致君主危急、国家灭亡的做法，必定是从这里开始的。这三个权贵榨空国家来享受安逸。这样一来，大王怎么能够发号施令？大臣怎能不被瓜分？大王实际上只拥有三分之一的权势啊。”



court. I personally worry about you very much. I am also afraid that after you pass away, the new sovereign might not be your own offspring!

“ I heard that in ancient times, sovereigns adept at governing their states would strengthen their powers at court and appoint those who were really loyal to them to help them govern their states outside the court. Thus their states would be in order and free from chaos or rebellion. Emissaries sent to other states would comply with the law and behave decently. They would dare not commit any misconduct. However, nowadays the emissaries sent by the queen mother aim at carving up other states’ territory to benefit themselves. They distribute tallies all across the world. By taking firm control of the might of the powerful state of Qin, they use our formidable military forces to attack other states. They win every war and occupy every place they want. However, all the profit they gain have been transferred to Tao. All the wealth of our state is in the hands of the queen mother. And the advantages of the state are devolved to Lord Huayang. According to the sages of ancient times, this is the starting point of the path leading to the most severe danger for a sovereign and the ruin of his state. These three aforementioned powerful aristocrats will exhaust our state to benefit themselves. Therefore, how can your edicts be carried out? How can you ensure that your power not be taken by others? Therefore, in fact, you only possess a third of the power of our state.”



## 秦攻韩围阨

### 【原文】

秦攻韩，围阨。范雎谓秦昭王曰：“有攻人者，有攻地者。穰侯十攻魏而不得伤者，非秦弱而魏强也，其所攻者地也。地者，人主所甚爱也。人主者，人臣之所乐为死也。攻人主之所爱，与乐死者斗，故十攻而弗能胜也。今王将攻韩围阨，臣愿王之毋独攻其地，而攻其人也。王攻韩围阨，以张仪为言。张仪之力多，且割地而以自赎于王，几割地而韩不尽；张仪之力少，则王逐张仪，而更与不如张仪者市，则王之所求于韩

### 【今译】

秦国进攻韩国，包围了阨。范雎对秦昭王说：“有的人以进攻人为目的，有的人以进攻土地为目的。穰侯十次进攻魏国却不能损伤它，并非秦国弱小而魏国强大，而是因为他所进攻的目标是土地。土地是做君主的非常珍贵的东西，而君主又是臣子们乐意效死的对象。进攻别国君主所珍贵的东西，跟乐意效死的人作战，所以十次进攻也不能取胜。如今大王将要进攻韩国、包围阨，我希望大王不要单单进攻韩国的土地，而要进攻它的人。大王进攻韩国、包围阨，可以用张仪作为借口。如果张仪的势力大，就会割让土地给大王来为自己赎罪。几次割地后，韩国的土地不就割让光了吗？如果张仪的势力小，那大王就把他从韩国驱逐出去，然后再跟不如张仪的人做交易，那样大王向韩国索取的东



## Qin Planned to Attack Han and Besiege Xing

The state of Qin planned to attack the state of Han and besiege the area of Xing in Han. Fan Ju suggested to King Zhao of Qin, "Some people attack other states in order to subjugate their people. Some people attack other states in the hope of obtaining their territory. Marquis Rang has launched ten attacks against Wei but failed to pose any substantial threat to it. It is not that Qin is weak and Wei is powerful, but that the marquis intend to gain Wei's territory. Territory is most cherished by all sovereigns. For the sake of the sovereigns, their subjects would willingly fight to the death. Aiming at seizing things most cherished by other sovereigns and therefore fighting those who would be ready to fight to the death for the sake of their sovereigns, Marquis Rang couldn't defeat Wei although he has taken military action for ten times. Now Your Majesty is about to attack Han and besiege Xing. I hope that instead of focusing on gaining its territory, Your Majesty will aim at attacking some particular persons. Therefore you can launch the assault on Han under the guise of attacking Zhang Yi. If Zhang Yi is very powerful, he will cede some territory to remedy the offences he has committed against you. Thus Han will lose almost all its territory after several cessions. If Zhang Yi is not that powerful, you can drive him out of Han. Then you can negotiate with those who are less intelligent than Zhang Yi. As a result, you can gain whatever you want from the state of

【原文】

者，言可得也。”

【今译】

焉就都能够得到了。”

### 应侯曰郑人谓玉未理者璞

【原文】

应侯曰：“郑人谓玉未理者璞，周人谓鼠未腊者朴。周人怀朴过郑贾，曰：‘欲卖朴乎？’郑贾曰：‘欲之。’出其朴，视之，乃鼠也，因谢不取。今平原君自以贤显名于天下，然降其主父沙丘而尊之。天下之王尚犹尊之，是天下之王不如郑贾之智也，眩于名，不知其实也。”

【今译】

应侯说：“郑人把没有经过琢磨的玉叫做璞，周国人把没有经过腌制的老鼠叫做朴。一个周国人怀里揣着朴来到郑地的商人那里，问他：‘想买朴吗？’郑地商人说：‘想买。’周国人拿出他的朴。郑人看了一下，却是老鼠，于是推辞不买。如今平原君以为自己贤能的美名传遍天下，然而却贬谪赵武灵王在沙丘做臣子，天下各国的君主却还尊崇他，这样看来，天下各国的君主还不如郑地的商人有智慧呢。他们被表面的名称所迷惑，根本不知道实际情况。”

### 天下之士合从相聚于赵

【原文】

天下之士合从相聚于赵，而欲攻秦。秦相应侯曰：“王勿忧也，请令

【今译】

天下的士人在赵国相聚，谋划合纵策略，想进攻秦国。秦国相国应



Han.”

### **Marquis Ying Said That People in Zheng Called Unprocessed Jade Pu**

Marquis Ying said, “People in the state of Zheng call unprocessed jade Pu. People of the state of Zhou call unmarinated dead rats Pu (these two Pus are of different meanings although they have the same pronunciation in Chinese). Once a person from Zhou carrying some Pu encountered a merchant from Zheng. He asked the merchant, ‘Do you want to buy some Pu?’ The merchant replied, ‘Oh, yes.’ Then the man showed his Pu. The merchant looked at it and found that it was a dead rat, so he refused to purchase it. Nowadays, Lord Pingyuan considers himself famous all over the world due to his wisdom and capability. However, he degraded King Wuling of the state of Zhao, made him stay in the area of Shaqiu and regard him as one of the court officials of his successor, or the new sovereign. Nevertheless, sovereigns in the world still respect him very much. Hence, sovereigns in the world are indeed not as intelligent as the merchant from the state of Zheng. They are confused by inflated names and titles but have no idea of reality.”

### **Scholars of the World Met in Zhao to Plan Hezong**

In order to launch a concerted attack on the state of Qin,

### 【原文】

废之。秦于天下之士非有怨也，相聚而攻秦者，以己欲富贵耳。王见大王之狗，卧者卧，起者起，行者行，止者止，毋相与斗者，投之一骨，轻起相牙者，何则？有争意也。”于是唐雎载音乐，予之五（十）[千]金，居武安，高会，相与饮，谓：“邯郸人谁来取者？”于是其谋者固未可得于也，其可得与者，与之昆弟矣。

“公与秦计功者，不问金之所之，金尽者功多矣。今令人复载五（十）[千]金随公。”唐雎行至武安，散不能三千金，天下之士大相与斗

### 【今译】

侯说：“大王不要担忧！请让我解散他们。秦国跟天下的士人并没有什么怨仇，他们互相勾结来谋划进攻秦国，只是因为自己想获得富贵的缘故。大王请观察一下您的狗，它们有的卧着，有的站着，有的在走动，有的不动，没有互相争斗的。如果把一根骨头扔到它们中间，它们很容易就起来互相撕咬，为什么？是因为有了争夺的心思。”于是唐雎用车载着乐队，带上五千镒黄金，在武安停留下来，摆下盛大的宴席，请士人们饮酒。他说：“邯郸的人中有谁来取金子？”那些谋划合纵的人本来就不可能得到黄金，那些得到黄金的人跟秦国结成了兄弟之交。

（应侯对唐雎说：）“秦国评估您的功劳，不管把金子给了谁，只要把金子都分发完了就算功劳卓著。如今再派人用车装载五千镒黄金跟您一起（去那里分发）。”唐雎来到武安，还不等把三千镒黄金散发完，天下



scholars of the world held a meeting in the state of Zhao to plan the strategy of Hezong. Marquis Ying, the prime minister of Qin, approached the king of Qin and said, "Please don't worry, Your Majesty. Please allow me to thwart them. Regarding the relationship between our state of Qin and scholars of the world, I am sure that they are not bitter towards us. The reason why they have met together to plan to attack us lies in the fact that they hope to gain power and wealth for themselves by doing so. Your Majesty, please take a look at your dogs. Some are lying on the ground. Some are standing still. Some are walking around. Some are motionless. They live in peace. However, if you throw a bone into the kennel, they will bite and fight each other for it. Why? Because they all want to seize the bone." Then the king of Qin sent Tang Ju to Zhao along with a musical band and five thousand *yi* of gold. Tang Ju sojourned in Wu'an, gave a luxurious banquet and invited all the scholars. Then he asked them, "Of those from Handan, who is going to accept the gold?" So, those taking the lead in advocating Hezong and therefore conspiring against Qi certainly didn't get the gold. All that obtained the gold became friendly to Qin as if they were brothers.

(Marquis Ying told Tang Ju,) "Your contribution to the state is judged by how much gold you have distributed, and we don't care who the recipients are. The more gold you give away, the more meritorious you are. Now I am going to send someone to accompany you there again along with another five thousand *yi* of gold." Tang Ju arrived in Wu'an again. Even

【原文】

矣。

【今译】

的士人们就相互争斗起来了。

### 谓应侯曰君禽马服乎

【原文】

谓应侯曰：“君禽马服乎？”曰：“然。”“又即围邯郸乎？”曰：“然。”“赵亡，秦王王矣，武安君为三公。武安君所以为秦战胜攻取者七十余城，南亡郢、郢、汉中，禽马服之军，不亡一甲，虽周、[君、]昌望之功，亦不过此矣。赵亡，秦王王，武安君为三公，君能为之下乎？虽欲无为之下，固不得之矣！秦尝攻韩邢，困于上党，上党之民皆返为赵。天下之民不乐为秦民之日固久矣！今攻赵，北地入燕，东地入齐，南地入楚、魏，则秦

【今译】

（韩国和赵国的使者苏代）对应侯说：“武安君白起活捉了马服君的儿子赵括吗？”应侯说：“是的。”“又立即围困邯郸了吗？”应侯说：“对。”“赵国灭亡以后，秦王就会称王了，武安君也会贵为三公。武安君为秦国击败并占领的城邑有七十多座，在南边攻克了郢、郢与汉中，活捉马服君的军队，秦军却没有损失一个士卒，周公、召公与吕望的功劳也不过如此。如果赵国灭亡了，秦王称王，武安君做了三公，您能甘心屈居在他之下吗？不想在他之下，也是做不到的！秦国曾经进攻韩国的陘邑，围困上党，上党的百姓都返回到赵国了。天下老百姓不愿意做秦国的子民本来就有很长时间了！如今进攻赵国，赵国战败后，北边的领土



before he gave away three thousand *yi* of gold, scholars from all over the world started to vie with each other for gold.

### **Su Dai Asked Marquis Ying Whether or Not Lord Wu'an Had Captured the Son of Lord Mafu**

Su Dai asked Marquis Ying, "Has Lord Wu'an captured the son of Lord Mafu?" "Yes." "Did he immediately besiege Handan after that?" "Yes." "If the state of Zhao is ruined, the king of the state of Qin will unify the whole world and address himself as King. Lord Wu'an will also become one of the Three Dukes. Lord Wu'an has defeated and occupied more than seventy cities and towns for the state of Qin. He ruined the capital of Yan, the capital of Ying and Hanzhong in the south. He badly defeated the troops of the state of Zhao under the leadership of Lord Mafu. However, his own troops didn't suffer any casualties at all. People like Duke Zhou, Duke Zhao and Lü Wang couldn't be more meritorious than him! If Zhao is ruined, the king of Qin will address himself as King, and Lord Wu'an will become one of the Three Dukes. How can you tolerate the fact that you will become less powerful and influential than him? Although you cannot bear it, there is nothing you can do about it! Once Qin attacked Xing of the state of Han and besieged Shangdang. However, all the people of Shangdang escaped to the nearby territory belonging to the state of Zhao. For a long time, people all over the world avoided being subjects of the state of Qin! Now if you attack the state of Zhao, the northern



【原文】

所得(不一)[无]几何。故不如因而割之,(因)[毋]以为武安功。”

【今译】

将归燕国,东边的领土将归齐国,南边的领土将归楚国和魏国,那秦国所得到的就非常有限了。所以不如(不开战而)趁机割取赵国的土地,不要再让武安君立功了。”

## 应侯失韩之汝南

【原文】

应侯失韩之汝南。秦昭王谓应侯曰:“君亡国,其忧乎?”应侯曰:“臣不忧。”王曰:“何也?”曰:“梁人有东门吴者,其子死而不忧。其相室曰:‘公之爱子也,天下无有,今子死而不忧,何也?’东门吴曰:‘吾尝无子,无子之时不忧;今子死,乃即与无子时同也,吾奚忧焉?’臣亦尝为子,为子时不忧;今亡汝南,乃与即为梁余子同也,臣何为忧?”

【今译】

应侯失掉了在韩国汝南的封地。秦昭王问应侯道:“您失掉了自己的封地,是不是很忧伤?”应侯说:“我不忧伤。”秦昭王问道:“为什么?”应侯说:“魏国有一个叫东门吴的人,他的儿子死了他却不忧伤。他的家臣问他:‘您对自己儿子的疼爱,天下没有人能比得上。如今儿子死了却不感到忧伤,这是什么原因?’东门吴说:‘我以前没有儿子,没有儿子的时候我不感到忧伤;如今儿子死了,就跟原先没有儿子的时候是一样的了,我有什么值得忧伤的?’我也曾经没有封地,没有封地的时候不感到忧伤;如今汝南没有了,就跟魏国的东门吴的情形是一样的,我为什么要感到忧伤呢?”



territory of Zhao will be seized by the state of Yan, the eastern areas will be taken over by the state of Qi, and the southern areas will be occupied by the states of Chu and Wei. Thus the state of Qin will only gain very little. So, you'd better take occasion to give up military action and ask Zhao to cede some land to Qin. Thus you can avoid this contribution being attributed to Lord Wu'an."

### Marquis Ying Lost His Fief in Runan of Han

Marquis Ying lost his fief located in the area of Runan of state of Han. King Zhao of the state of Qin asked Marquis Ying, "Now you have lost your fief. Are you worried about it?" Marquis Ying said, "I don't worry about it at all." The king asked, "Why?" Marquis Ying replied, "Once in the state of Wei, there was a person named Dongmen Wu. His son died, but he didn't appear melancholy at all. A man helping him care for his family asked him, 'No one in the world takes better care of his son that you did. Now your son is dead, but you are not melancholy. Why?' Dongmen Wu said, 'Well, previously, I experienced a time without a son (referring to the time before his son was born). I was not melancholy at that time. Now my son has died, so life is the same as before my son was born. Why should I be sad now?' I didn't have any fief before. At that time, I was not worried. Now even though I lost Runan, I am in a position similar to that of Dongmen Wu. Life is still the same compared to the time when I didn't possess any fief. Why should I worry



### 【原文】

秦以为不然，以告蒙傲曰：“今也寡人一城围，食不甘味，卧不便席。今应侯亡地而言不忧，此其情也？”蒙傲曰：“臣请得其情。”

蒙傲乃往见应侯，曰：“傲欲死！”应侯曰：“何谓也？”曰：“秦王师君，天下莫不闻，而况于秦国乎？今傲势得为秦王将，将兵。臣以韩之庸也，显逆踪，夺君地，傲尚冀生？不若死。”应侯拜蒙傲曰：“愿委之卿。”蒙傲以报于昭王。

自是之后，应侯每言韩事者，秦王弗听也，以其为汝南虏也。

### 【今译】

秦昭王认为他的话没有道理，就告诉了蒙傲，说：“如今，如果我的—座城邑被包围了，我就会觉得吃饭也不香，睡觉也不安稳；如今应侯失去了封地却还说不忧伤，这是他真实的想法吗？”蒙傲说：“请让我打探他的真实想法。”

于是蒙傲前往拜见应侯，说：“我要死了！”应侯问道：“这是什么意思？”蒙傲说：“秦王把您当作自己的老师，天下人没有不知道的，何况秦国人呢？现在我势必要做秦王的大将，带兵出征。我认为韩国这样的小国却如此忤逆，抢夺了您的封地，我怎么还能活下去？不如死了算了。”应侯拜谢蒙傲说：“我愿意把收复封地一事委托给您！”蒙傲把这个情况报告给了秦昭王。

从此以后，每次应侯谈到跟韩国有关的事情，秦昭王都不听他的，以为他是为了收复汝南封地。

## 秦攻邯郸

### 【原文】

秦攻邯郸，十七月不下。庄谓王稽曰：“君何不赐军吏乎？”王稽曰：

### 【今译】

秦国军队进攻邯郸，经过十七个月仍没有攻克。有一个名字叫庄



about it?"

The king didn't agree with him, so he told Meng Ao about it. He said, "As for me, whenever one of my cities or towns is besieged by an enemy army, I always worry about it very much. I can neither enjoy my meals nor sleep well. Now Marquis Ying has lost his fief, but he said he didn't worry about it at all. Is this his true feelings?" Meng Ao said, "Well, I will find out his true feelings."

Meng Ao then went to visit the marquis and said, "I want to die!" Marquis Ying said, "Why did you say that?" Meng Ao said, "The king of our state of Qin regards you as his mentor. Everyone in the world knows it, needless to say the people of the state of Qin. Now as a Commander-in-Chief appointed by the king of our state of Qin, I should command our troops to attack enemy states. Han is a small and weak state. How dare it act so disobediently and take over your fief? I'd rather choose to die." Marquis Ying bowed towards Meng Ao and said, "Please reoccupy my fief for me!" Meng Ao told King Zhao about this.

After that, whenever Marquis Ying talked about something relative to the state of Han, King Zhao of Qin wouldn't listen to him, because he thought that the marquis was only trying to reoccupy his fief in Runan.

### **The Troops of Qin Attacked Handan**

The troops of Qin attacked Handan but they didn't occupy it even after seventeen months. A man called Zhuang

【原文】

“吾与干也，不用人言。”庄曰：“不然！父之于子也，令有必行者，必不行者。曰‘去贵妻，卖爱妾’，此令必行者也；因曰‘毋敢思也’，此令必不行者也。守阊姬曰：‘其夕，某懦子内某士。’贵妻已去，爱妾已卖，而心不有。欲教之者，人心固有。今君虽幸于王，不过父子之亲；军吏虽贱，不卑于守阊姬。且君擅主轻下之日久矣。闻‘三人成虎，十夫（桀）[揉]椎。众口所移，毋翼而飞’。故曰，不如赐军吏而礼之。”王稽不听。军吏穷，果恶王稽、杜挚以反。

【今译】

的人对王稽说：“您何不赏赐官兵呢？”王稽说：“我只听大王的，用不着别人多说话。”庄说：“这是不对的。即使是父亲对于儿子，有些命令是一定要执行的，有些是一定不能执行的。假如父亲对儿子说‘休了你珍贵的老婆，卖掉你心爱的小妾’，这个命令是一定要执行的；如果再对他说‘不许思念她们’，这个命令是一定不能执行的。看守阊里大门的老太婆对别人说：“那天晚上，一个年轻女人招进一个男人。”自己珍贵的老婆已经休掉了，自己心爱的小妾已经卖掉了，但心中不能不思念她们。每个人心中可能都会有想要诬陷别人的念头。现在虽然大王非常喜欢您，那也比不上父亲与儿子之间的亲情；官兵地位虽然卑贱，可也不比守门的老太婆低下。况且，您凭借着大王对您的宠爱而轻视您的部下已经很长时间了。我听说：“三个人造谣，能把没有老虎的地方也说成有老虎。十个人弯一根木椎，可以把它弄曲。从很多人嘴巴里散布出来的谣言，没有翅膀也可以高飞。”所以说，您不如犒赏官兵并且对他们以礼相待。”王稽不听庄的建议。官兵处在山穷水尽的地步，果然诬陷王稽和杜挚造反。





told Wang Ji, "Why not reward the officers and men?" Wang Ji said, "I only follow the king's order and won't listen to anyone else." Zhuang said, "I don't think you are right. A son can surely follow some orders issued by his father. But there are some orders that cannot be followed any way. If the father said, 'Get rid of your cherished wife and sell your beloved concubine', this order can be followed. However, if the father orders further, 'You should not miss them', this order can definitely not be carried out. The old female porter says, 'A young woman takes back a young man at night.' After the cherished wife is divorced and the beloved concubine is sold, it is not possible for the son to forget them totally. And it is natural for human beings to spread rumours to attack others. Even though the sovereign cherishes you very much, the relationship between you two is not as close as that of son and father. Even though your officers and men are powerless, they are not inferior to the old female porter. Moreover, you have looked down upon your inferiors for a long time because the sovereign regards you highly. I heard that 'if three people say there is a tiger in a place, others will believe there is really a tiger. If ten people bend a tree-trunk, it will become crooked. Rumours spread by many people can fly high in the sky even though they don't have wings'. So I said that you'd better reward your officers and men." Wang Ji didn't listen to him. When the officers and men were at the end of their tether, they spread a rumour that Wang Ji and Du Zhi were going to rebel.

The king of Qin was very angry and wanted to sentence

### 【原文】

秦王大怒，而欲兼诛范雎。范雎曰：“臣，东鄙之贱人也，开罪于（楚、）魏，遁逃来奔。臣无诸侯之援，亲习之故，王举臣于羁旅之中，使职事。天下皆闻臣之身与王之举也。今遇惑或与罪人同心，而王明诛之，是王过举显于天下，而为诸侯所议也。臣愿请药赐死，而恩以相葬。王必不失臣之罪，而无过举之名。”王曰：“有之。”遂弗杀而善遇之。

### 【今译】

秦王非常愤怒，想连范雎也一并处死。范雎说：“我本来是东部地区的一个贫贱的人，得罪了魏国后，逃跑出来投奔大王。我没有诸侯的援助，也没有亲朋好友的同情可以依靠。大王把我从羁旅中提拔起来，让我主持国家大事，天下的人都听说了我的身世和大王对我的提拔。如今我被人蒙蔽，跟罪犯王稽一条心，如果大王公开处死我，天下人都明白大王提拔我是错误的，您也会成为诸候议论的对象。我愿意请求服毒自尽，请恩准按照相国的标准为我举行葬礼。这样大王既追究了我的罪责，又没有错误地提拔人才的名声。秦王说：“有道理。”没有处死范雎，却对他更好了。

## 蔡泽见逐于赵

### 【原文】

蔡泽见逐于赵，而入韩、魏，遇夺釜鬲于陈。闻应侯任郑安平，王稽，皆负重罪，应侯内惭，乃西入秦。将见昭王，使人宣言以感怒应侯，

### 【今译】

蔡泽被赵国驱逐出境，于是他到了韩国和魏国。在途中，他的锅和鬲都被人抢走了。他听说应侯范雎所举荐的郑安平、王稽等人都犯了重罪，应侯内心觉得很惭愧，便西行来到秦国。谒见秦昭王时，他先提



Fan Ju to death along with Wang Ji and Du Zhi. Fan Ju said, "I am from the east and used to be a person of low status. I offended the state of Wei and fled from Wei to Qin for shelter. I didn't have any support from other sovereigns, nor was I backed by any relatives or old friends. Your Majesty appointed me to a powerful position and asked me to manage government affairs. People all over the world know my *background and your elevation of me*. Now I am hoodwinked by the offenders and share the same accusation with them. If you openly sentence me to death, you will simply show people all over the world that you elevated me wrongly, and you be derided by other sovereigns. I'd rather ask your permission to let me take poison to kill myself. But please assure me that my funeral be held according to the standard for a prime minister. Thus you won't miss the chance to punish my misdeed, and will also avoid being accused of elevating a wrong person." The king said, "Your argument seems reasonable." So he not only didn't sentence Fan to death, but treated him better.

### **Cai Ze Was Driven Out of Zhao**

Cai Ze was driven out of Zhao, so he went to Han and Wei. His cooking pots were plundered in the way. He heard that people recommended by Marquis Ying such as Zheng Anping and Wang Ji had committed severe crimes and the marquis felt very sorry in his heart because of that. So he travelled westward to Qin. He was going to visit King Zhao,



### 【原文】

曰：“燕客蔡泽，天下骏雄弘辩之士也。彼一见秦王，秦王必相之而夺君位。”

应侯闻之，使人召蔡泽。蔡泽入，则揖应侯。应侯固不悦，及见之，又倨。应侯因让之，曰：“子常宣言代我相秦，岂有此乎？”对曰：“然。”应侯曰：“请闻其说。”蔡泽曰：“吁！何君见之晚也？夫四时之序，成功者去。夫人生手足坚强，耳目聪明圣知，岂非士之所愿与？”应侯曰：“然。”蔡泽曰：“质仁大义，行道施德于天下，天下怀乐敬爱，愿以为君王，岂不辩智之期与？”应侯曰：“然。”蔡泽复曰：“富贵显荣，成理万物，万物各得其所；生命寿长，终其年而不夭伤；天下继其统，守其业，传之无穷，名实

### 【今译】

人公开发表言论来激怒应侯，说：“燕国的客人蔡泽是天下最为俊杰、勇敢、能言善辩的士人。他一见到秦王，秦王就一定任用他为相国而剥夺您的职务。”

应侯听说这件事，就派人召见蔡泽。蔡泽来到应侯那里，就向应侯作揖。应侯心里本来就不高兴，等见到蔡泽本人，又发现他很傲慢。应侯就谴责他道：“你曾经公开宣称要取代我说秦国的相国，难道真的有这么回事吗？”蔡泽回答说：“是这样的。”应侯说：“请让我听听你这样说的根据是什么。”蔡泽说：“哎！您的见识怎么如此短浅啊。四时更替，完成任务后就要引身而退。人一生下来就手脚坚强有力，耳聪目明，圣明智睿，这难道不是士人所希望的吗？”应侯说：“是的。”蔡泽说：“本性仁爱，坚持正义，在天下推行道义与福祉，使天下人喜欢、爱戴他，愿意把他当作君王，难道不是有口才有智慧的人所期待的吗？”应侯说：“是的。”蔡泽又说：“博得富贵，显达与荣耀，善于治理万物，使万物各得其所；使生命得以长寿，尽享天年而不夭折或者受到意外的伤害；使天下人继承自己的传统，固守自己的业绩，让它们无限期地流传下去；使



but he sent someone to openly make an announcement to irritate Marquis Ying as follows: "Cai Ze, a guest from Yan, is the most talented and persuasive talker in the world. Once he meets the king of Qin, the king will definitely appoint him to be prime minister and dismiss you from office."

When Marquis Ying heard that, he sent someone to ask Cai Ze to pay a visit to him. When Cai Ze arrived at Marquis Ying's place, he just clasped his hands and bowed to the marquis. Marquis Ying was angry with him. It was the first time he met Cai, but Cai behaved very arrogantly. Marquis Ying reprimanded him, "It is said that you have openly announced that you are going to replace me to be prime minister. Is that true?" Cai Ze said, "Yes, it's true." Marquis Ying said, "Please explain it to me." Cai Ze said, "Oh, you are not provident at all! The four seasons come in turn, and each season fades away after performing its function. Don't all scholars hope that they are born with excellent hearing and eyesight, physically strong and spiritually wise?" Marquis Ying said, "Yes, that's right." Cai Ze said, "Don't all the wise and persuasive talkers desire to adhere to the principles of benevolence and righteousness, extend Tao, make beneficial policy all over the world, have people admire and respect them, and willing to regard them as rulers?" Marquis Ying said, "Yes, that's right." Cai Ze continued, "As to obtaining wealth, power, fame and putting a myriad things in order, having longevity, enjoying innate lifespan and avoiding dying young, making sure that the great undertaking can come down endlessly and the high reputation

## 【原文】

芴种，泽流于世，弥之而毋绝，与天下终。岂非道之符而圣人所谓吉祥善事与？”应侯曰：“然。”泽曰：“昔秦之商君，楚之吴起，魏之大夫种，其卒亦可愿矣。”应侯知蔡泽之欲困己以说，复曰：“何为不可？夫公孙鞅事老公，极身毋二，尽公不还私，信赏罚以政治，竭智能，示情素，蒙怨讟，欺旧交，虏魏公子卬，卒为秦将，破敌平，占地千里；吴起事悼王，使私不害公，谗不蔽忠，言不取苟合，行不取苟容，行义不固毁誉，必有伯主强国，不辞祸凶；大夫种事越王，主离困辱，悉忠而不解，主虽亡绝，

## 【今译】

名与实都非常完美，惠及千秋万代，被人称赞而永不止息，与天地相始终。这难道不符合道的主旨，不是圣人所谓的吉祥和善事吗？”应侯说：“是的。”蔡泽说：“像秦国的商君，楚国的吴起，魏国的大夫种，他们最终也可以说是如愿以偿了。”应侯意识到蔡泽打算让自己处于理屈词穷的境地以说服自己，就接着说道：“怎么不可以呢？公孙鞅侍奉秦孝公，终生没有二心；秦公办事，没有任何私心；赏罚公允，使国家达到大治；竭尽自己的智慧与才能，表示自己的一片忠心，为了国家，宁愿自己蒙受怨讟与指责，甚至欺骗了自己的老朋友，俘虏了魏国的公子卬，最终为秦国执掌了统帅大权，打败敌军，夺得了近千里的土地。吴起侍奉楚悼王，使得个人利益不敢损害公家利益，谗言不能陷害忠良，不取说苟合的话，不做苟且取宠的事；推行正义从不在乎别人的毁誉，一心一意地争取让自己的君主成为霸主，让自己的国家发展壮大，为此不回避任何灾祸与凶险。大夫种侍奉越王，在自己的主子身处困境，蒙受耻辱的



can be maintained and remembered by all the forthcoming generations, aren't these things in accordance with the essentials of Tao and addressed as auspicious and kind deeds by sages?" Marquis Ying said, "Yes, that's right." Cai Ze said, "As for the lord of Shang of Qin, Wu Qi of Chu, and Zhong, a high-ranking court official of Yue, we can say that these people had fulfilled their wishes." Marquis Ying realized that Cai Ze was going to outwit him, so he said, "Of course we can say that. Gongsun Yang (the name of the lord of Shang) served King Xiao of Qin with perfect loyalty. He was very selfless, dispensed rewards and punishments impartially and put the state in order. He served the king tooth and nail and showed his deep feelings towards the state. He would rather hear all dissatisfaction and denouncement by himself. He also cheated his old friend for the sake of his state. As a result, he held Childe Ang of Wei captive, defeated his troops and seized one thousand *li* of land from Wei. When Wu Qi was serving at the court of King Dao of Chu, under his supervision, no one could take advantage of the state for selfish purposes and no slander could defame the loyal people. He always expressed himself truthfully and did everything he considered right. He complied with the principle of righteousness and overlooked all praise and blame. In order to build a most powerful state, he would do anything to help the sovereign and strengthen the state even though he might find himself in trouble or danger. When Zhong was serving the king of Yue, he treated the king heart and soul even though the king was in hot water and suffered

### 【原文】

尽能而不离，多功而不矜，贵富不骄怠。若此三子者，义之至，忠之节也。故君子杀身以成名，义之所在，身虽死，无憾悔，何为不可哉？”蔡译曰：“主圣臣贤，天下之福也；君明臣忠，国之福也；父慈子孝，夫信妇贞，家之福也。故比干思，不能存殷；子胥知，不能存吴；申生孝，而晋惑乱。是有忠臣孝子，国家灭乱，何也？无明君贤父以听之。故天下以其君父为戮辱，怜其臣子。夫待死而后可以立忠成名，是微子不足仁，孔子不

### 【今译】

时候，也毫不懈怠地竭尽忠心；尽管自己的主子濒临绝境，也寸步不离，竭尽所能地侍奉他；屡建功勋而不居功自傲，显贵、富有而不骄傲怠慢。像他们这三个人，是最为忠义的了。所以君子牺牲自己的生命来成就美名，为了追求正义，牺牲生命也不会感到遗憾或后悔，怎么不可以呢？”蔡译说：“君主圣明，臣子贤能，是天下人的福分；国君英明，臣子忠心，是一个国家的福分；父亲慈祥，儿子孝顺，丈夫诚信，妻子忠贞，是一个家庭的福分。所以，即使比干忠心耿耿，也不能使殷朝免于灭亡；即使伍子胥智慧，也不能使吴国免于灭亡；即使申生孝顺，晋国也不免出现混乱。因此，即使有忠臣和孝子，国家还是灭亡或发生混乱，这是什么原因呢？因为没有英明的君主和贤明的父亲来听从他们的意见。所以天下人都唾弃那些昏庸的君主和父亲，而同情他们的大臣和儿子。如果要等到自己死后才能够树立自己的忠诚和成就自己的美名，因此微子启不足以称得上是仁人，孔子不足以称得上是圣人，管仲不足以称



humiliation. He tried his best to work for the king and did not leave him even though the king was on the verge of being overthrown. He didn't appear proud even though he was very meritorious. He was not arrogant even though he was extremely powerful and wealthy. These three people were extremely righteous and loyal. So, gentlemen gain a high reputation at the cost of their own lives. They will do anything to uphold righteousness and will not regret it. Why can't we say that they have fulfilled their wishes?" Cai Ze said, "If an emperor is sage and his high-ranking court officials are capable, this is good luck for people all over the world. If a sovereign is wise and his high-ranking court officials are loyal, this is good luck for people all over the state. If the father is kind, the son dutiful, the husband honest and the wife chaste, this is good fortune for a family. However, even though Bi Gan was loyal, he could not prevent the Yin Dynasty from being toppled. Even though Wu Zixu was wise, he could not prevent Wu from being destroyed. Even though Shen Sheng was dutiful, he could not stop the disorder in Jin. Therefore, a state might also be ruined or find itself in disorder even though it has loyal court officials and dutiful sons. What's the reason? Because there is no wise sovereign or capable father to listen to them. As a result, people all over the world will deride the sovereign and the father but show their sympathy to the loyal officials and dutiful sons. If a high reputation could only be gained because of loyalty after one lost his life, Weizi Qi may have not been benevolent enough, Kongzi may have not been sage enough,

### 【原文】

足圣，管仲不足大也。”于是应侯称善。

蔡泽得少间，因曰：“商君、吴起、大夫种，其为人臣，尽忠致功，则可愿矣。闻天事文王，周公辅成王也，岂不亦忠乎？以君臣论之，商君、吴起、大夫种，其可愿孰与闻天、周公哉？”应侯曰：“商君、吴起、大夫种不若也。”蔡泽曰：“然则君之主慈仁任忠，不欺旧故，孰与秦孝公、楚悼王、越王乎？”应侯曰：“未知何如也。”蔡泽曰：“王固亲忠臣，不过秦孝、越王、楚悼。君者为主，正乱、批患、折难、广地、殖谷、富国、足家、强主，威盖海内，功垂万里之外，不过商君、吴起、大夫种。而君之禄位贵盛，私

### 【今译】

得上伟大。”于是应侯称赞他说得非常有道理。

蔡泽稍微休息了一会儿，又说：“商君、吴起和大夫种，他们为人臣子，竭尽忠诚，建立功勋，可以说是如愿了。闻天侍奉周文王，周公辅佐周成王，难道不也是忠心耿耿吗？从君臣关系的角度来说，商君、吴起和大夫种跟闻天和周公相比，谁更能实现自己的愿望呢？”应侯说：“商君、吴起和大夫种比不上闻天和周公。”蔡泽说：“那么您的君主在仁慈、任用忠臣、不欺骗老朋友等方面比起秦孝公、楚悼王和越王，又如何呢？”应侯说：“我不知道如何。”蔡泽说：“您的君主固然亲近忠臣，但在这方面还是比不上秦孝公、楚悼王和越王。在为君主平定叛乱，排解仇患，排除困难，扩张领土，种植作物，使得国家富裕、家庭自足、君主势力强大，威名超过天下所有诸侯，功劳昭著于万里之外等方面，您远比不上



and Guan Zhong may have not been great enough." Thus Marquis Ying admired Cai's argument.

Cai Ze had a rest, then he continued, "As high-ranking court officials, the lord of Shang, Wu Qi and Zhong had served their sovereigns with loyalty and made great contributions. They can be regarded as having fulfilled their wishes. Didn't Hong Yao and Duke Zhou also served King Wen and King Cheng with loyalty respectively? Regarding the relationship between sovereigns and their court officials, which group do you think were more close to their sovereigns, the lord of Shang, Wu Qi and Zhong, or Hong Yao and Duke Zhou?" Marquis Ying said, "The lord of Shang, Wu Qi and Zhong were not so close to their sovereigns as the latter." Cai Ze said, "As far as kindness, benevolence, appointing loyal officials to powerful positions and not cheating old friends are concerned, what do you think of your sovereign in comparison with King Xiao of Qin, King Dao of Chu and King Gou Jian of Yue?" Marquis Ying said, "I don't know." Cai Ze said, "It is true that your sovereign is also close to loyal court officials. But he is not better than King Xiao of Qin, King Dao of Chu and King Gou Jian of Yue in this respect. You have put down rebellions, settled problems and rid your sovereign of troubles. You have also enlarged the territory and produced more grain, enriched both your state and the people and strengthened your sovereign. You are the most powerful person in the world, and your contribution is known by people living more than ten thousand *li* away. Nonetheless, you are not as meritorious as



### 【原文】

家之富，过于三子，而身不退，窃为君危之。语曰：‘日中则移，月满则亏。’物盛则衰，天之常数也；进退，盈虚，变化，圣人之常道也。昔者，齐桓公九合诸侯，一匡天下，至葵丘之会，有骄矜之色，畔者九国；吴王夫差无敌于天下，轻诸侯，凌齐、晋，遂以杀身亡国；夏育、太史卬叱呼骇三军，然而身死于庸夫。此皆乘至盛不及道理也。夫商君为孝公平权衡，正度量，调轻重，决裂阡陌，教民耕战，是以兵动而地广，兵休而国富，故

### 【今译】

上商君、吴起和大夫种。但是您在俸禄的优厚，职位的尊贵以及私人的财富上都超过了这三个人，却不知道功成身退，我暗地里为您感到不安啊。有的话说：“正午的太阳达到最高点后就会偏移，月亮圆了以后就会出现亏缺。”事物的发展在达到顶点之后都会出现衰退，这是上天的定数（自然规律），前进与后退、生长与消亡，事物的发展变化是圣人熟知的道理。从前，齐桓公九次会盟诸侯，一举匡正天下，到葵丘会盟的时候，脸上有骄傲的神色，于是有九个国家背叛了他。吴王夫差天下无敌，轻视其他诸侯，欺凌齐国与晋国，于是落得自己被杀，国家灭亡的下场。夏育、太史卬大喊一声，三军都会震慑，然而他们却死在普通人手中。这些都是达到极盛却不懂物极必反的道理而招致灭亡的刑子。商君为孝公统一度量衡，校正各种量具衡器，调整赋税的轻重，废除井田的分界，重新划分土地，教百姓耕田、作战，因此，一度将战争状态扩



the lord of Shang, Wu Qi and Zhong. However, your salary is much higher than theirs, your position is more powerful, and your family is much richer. You still want to maintain your position and have no plan to resign. I personally consider it dangerous for you. It is said in a saying, 'The sun will descend after it reaches the highest point at noon. The moon will wane after it becomes full.' It's natural that things will develop in an opposite direction after they reach a zenith. Sages consider advancing and retreating, developing and waning the ever-changing situation of everything according to the fixed rules of the world. Previously, Duke Huan of Qi held nine meetings attended by all the states' sovereigns and put the world in good order. During the meeting in Kui Qiu, he had an arrogant look on his face. As a result, nine states turned against him. Fu Chai, the former king of Wu, was invincible all over the world. He looked down upon other states' sovereigns, and rode roughshod over Qi and Jin. As a result, he was killed and his state was destroyed. When Xia Yu and Qi, the Grand Historian, shouted, the officers and men of all the army would be terrified. However, these two persons lost their lives at the hands of some ordinary people. When these people were full-blown, they didn't know how to restrain themselves. That's why they all ended up as failures. The lord of Shang adjusted all the weights and measures for King Xiao of Qin, reallocated the land, taught the people the right methods of farming and also trained the soldiers. Hence, every time the troops of Qin were dispatched out of the state, they would occupy some land.

### 【原文】

秦无敌于天下，立威诸侯。功已成，遂以车裂。楚地持戟百万，白起率数万之师，以与楚战，一战举郢、郢，再战烧夷陵，南开蜀、汉，又越韩、魏攻强赵，北坑马服，诛屠四十余万之众，流血成川，沸声若雷，使秦业帝。自是之后，赵、楚慑服，不敢攻秦者，白起之势也。身所服者，七十余城。功已成矣，赐死于杜邮。吴起为楚悼王无能，废无用，捐不急之官，罢私门之请，一楚国之俗，南攻杨越，北并陈、蔡，破横散从，使驰说之士无所开其口，功已成矣，卒支解。大夫种为越王垦草创邑，辟地殖谷，率国

### 【今译】

张相地，无战事的时候国家就会富足，所以秦国天下无敌，在诸侯中树立了威信。大功告成后，商君却被处以车裂。楚国有一百万手持武器的士兵，白起率领一支几万人的军队与楚军交战，一战攻克了郢与郢，再战则焚烧了夷陵，向南兼并了蜀、汉，又越过韩国和魏国进攻强大的赵国，向北活埋马服君赵括，屠杀了四十多万赵军，血流成河，吼声如雷，使秦国成就了帝业。从此以后，赵国和楚国都被震慑住了，不敢进攻秦国，这都是白起的威势所致。他自己攻克了七十多座城邑，大功告成后，却在杜邮被赐死。吴起为楚悼王罢免无能的官吏，废除无用的官吏，删减不急需的官员，杜绝私人请托，匡正楚国的风俗，向南攻克杨越，向北兼并陈国与蔡国，破坏连横，解散合纵，使得到处奔走游说的人无法可说。大功告成后，却被肢解。大夫种为越王开垦草地，创建城



And the state would be enriched when there was no war. So Qin became the most powerful state, and was admired by other states' sovereigns. After he had made such great contributions, the lord of Shang was killed with the Che Lie penalty. Chu had more than one million soldiers. Bai Qi led tens of thousands of soldiers to confront the troops of Chu, and occupied Yan and the capital of Ying during the first battle. They set Yiling on fire during the second battle. Then they annexed Shu and Han in the south. After that, they marched through Han and Wei to attack the strong and powerful Zhao. They buried Zhao Kuo, the lord of Mafu, alive and slaughtered more than four hundred thousand soldiers. The blood flowing on the ground converged into a river, and the enemy soldiers roared as loudly as thunder out of pure fear. Thus Qin unified the world. From then on, Zhao and Chu submitted to Qin's authority and they never dared to attack Qin again because of Bai Qi. Bai Qi occupied more than seventy cities and towns altogether. After such great achievements were accomplished, he was sentenced to death in Duyou. When Wu Qi served at King Dao's court, he dismissed all the incapable and useless officials from office. He ended private recommendation for promoting officials and unified Chu's customs. He attacked Yangyue in the south, annexed Chen and Cai, and broke Hezong and Lianheng. Thus the persuasive talkers no longer had any chance to air their arguments. After such great contributions were made, Wu Qi was dissected. Zhong, the high-ranking court official of Yue, reclaimed grassland, built new cities and towns,

### 【原文】

方士，上下之力，以禽劲吴，成霸功。句践终梃而杀之。此四子者，成功而不去，祸至于此。此所谓信而不能诘，往而不能反者也。范蠡知之，超然避世，长为陶朱。君独不观博者乎？或欲分大投，或欲分功，此皆君之所明知也。今君相秦，计不下席，谋不出廊庙，坐制诸侯，利施三川，以实宜阳，决羊肠之险，塞太行之口，又斩范、中行之途，栈道千里于蜀、汉，使天下皆畏秦。秦之欲得矣，君之功极矣。此亦秦之分功之时也！如是不退，则商君、白公、吴起、大夫种是也！君何不以此时归相

### 【今译】

邑，开垦田地，种植庄稼，率领四方的士民，上上下下齐心协力，制服强大的吴国，帮助越国成就了霸业。但句践最终还是背叛了他，并且将他处死。这四个人，功业建立后却不辞掉官职，终于酿成这样的大祸。这就是所谓的能伸而不能屈，只知前进而不知后退。范蠡知道这个道理，遂超脱于世俗之外，长久地做他的陶朱君。您难道没有看过赌博的人吗？他们有的试图孤注一掷，有的试图瓜分赢家的钱财，这些都是您非常清楚的。如今您做秦国的相国，不用离开自己的座位就能制定计策，不需走出朝堂就能出谋划策，坐着就能控制诸侯，施加利益给三川，以充实宜阳，切断险阻的羊肠小道，堵塞太行山的关口，又斩断了范和中行的道路，修筑千里栈道，直达蜀、汉，使得天下各国都惧怕秦国。秦国的愿望实现了，您的功劳也达到了极致，这也是秦国人想要瓜分功劳的时候了。如果现在不全身而退，就会落得跟商鞅、白起、吴起、大夫种一



cultivated fields to grow more crops, led scholars and people from all four directions to conquer Wu and established one of the most powerful states of his time. Finally, Gou Jian betrayed him and sentenced him to death. These four people didn't resign after they had made great contributions. That's why they lost their lives. That is the so-called knowing how to exert oneself but not understanding the importance of giving way at the right time, knowing how to advance but not understanding when to retreat. Fan Li was the one who knew this. So he resigned on his own initiative and remained the lord of Taozhu for the rest of his life. Haven't you observed the gamblers, Sire? Some gamblers put all their eggs in one basket, and some want to share the winners' income over the game. I am sure that you know this. Now you are the prime minister of Qin. You draft all the tactics without leaving your seat, make important decisions without stepping out of your residence. You can control other sovereigns at ease. Even remote places such as Sanchuan can benefit from your policy and your influence also reaches Yiyang. You have cut the narrow meandering paths and blocked the pass of Mount Taihang. You have also barred the roads to Fan and Zhongxing. Moreover, you have built a road leading to Shu and Han. Thus you have made all other states fear the power of Qin. All the wishes of Qin have been realized, and your *contribution to the state has reached the zenith*. It is also the time that others in the state want to share your achievements. If you don't resign now, you will meet the same fate as the lord of Shang, Bai Qi, Wu Qi and Zhong. Why not give up



### 【原文】

印，让贤者而授之？必有伯夷之廉，长为应侯，世世称孤，而有乔、松之寿。孰与以祸终哉？此则君何居焉？”应侯曰：“善。”乃延入坐，为上客。

后数日，入朝，言于秦昭王曰：“客新有从山东来者蔡泽，其人辩士。臣之见人甚众，莫有及者，臣不如也。”秦昭王召见，与语，大说之，拜为客卿。应侯因谢病，请归相印。昭王强起应侯，应侯遂称笃，因免相。昭王新说蔡泽计画，遂拜为秦相，东收周室。

蔡泽相秦王数月，人或恶之，惧诛，乃谢病归相印，号为刚成君。秦

### 【今译】

样的下场。您何不现在就归还相国的大印，让给贤能的人？您必定会博得伯夷那样的廉洁美名，可以长久地做应侯，子孙世世代代都能继承这个爵位，您还会跟王子乔、赤松子一样长寿。比起终结于灾祸，哪个更好呢？您打算怎么办呢？”应侯说：“说得好。”于是请蔡泽落座并把他视为上客。

过了几天，应侯上朝拜见秦王，对秦王说：“最近有一个从山东来的客人叫蔡泽，这个人能言善辩。我见过的人很多，没有比得上蔡泽的，我也不如他。”秦昭王召见蔡泽，跟他交谈，非常欣赏他，封他为客卿。于是应侯推说自己有病，请求归还相印。秦昭王强迫他处理政事，应侯就说自己病得厉害，于是就被免掉相国的职务。昭王新近非常欣赏蔡泽的计策与谋划，于是任命蔡泽为秦国相国，向东吞并了周王室。

蔡泽在秦国做了几个月的相国，有人很讨厌他，他担心自己被杀，于是推说有病，归还了相国的大印，被称为刚成君。蔡泽在秦国呆了十



your official stamp and devolve it upon other wise and able people immediately? Thus you will be praised as clean-handed as Bo Yi. You can maintain your title of Marquis Ying and can also pass it down to your offspring. Moreover, you can enjoy longevity like Wang Ziqiao and Chi Songzi did. Isn't this much better than suffering a bloody end? What do you think of my advice?" Marquis Ying said, "Very good." He then asked Cai Ze to sit down and regarded him as an honoured guest.

A few days later, Marquis Ying went to the court to see the king. He told King Zhao, "Recently, a new guest named Cai Ze came from the east side of the mountain. This person is a very skilful advisor. I have met many people, but no one can match Mr Cai. Even I am not as talented as him." King Zhao called Cai in and had a talk with him. The king appreciated Cai so much that he appointed him to be guest official.

Then Marquis Ying pretended to be ill and asked to resign. King Zhao forced him to continue to work. But the marquis said that he was badly ill. So he was dismissed from office. King Zhao cherished the plans and arguments of Cai Ze very much, so he appointed Cai to be the new prime minister. Then they took over the territory of the Zhou Dynasty in the east.

After Cai Ze had been in office for about ten months, some people hated him. He was afraid that he might be killed, so he pretended to be ill and gave up the official stamp. He was called Lord of Gangcheng. Cai stayed more



**【原文】**

十余年，昭王、孝文王、庄襄王，卒事始皇帝。为秦使于燕，三年而燕使太子丹入质于秦。

**【今译】**

多年，先后侍奉过秦昭王、孝文公、庄襄王，最后侍奉秦始皇。他替秦国出使燕国，三年后，燕国把太子丹送到秦国做人质。



than ten years in Qin and served King Zhao, King Xiao Wen, King Zhuang Xiang and finally he served Emperor Qin Shi Huang (the first emperor of the Qin Dynasty). He was sent on a diplomatic mission to the state of Yan. Three years later, Yan sent its crown prince to Qin as a hostage (to show its sincerity to Qin).



## 卷六 秦 四

### 秦取楚汉中

#### 【原文】

秦取楚汉中，再战于蓝田，大败楚军。韩、魏闻楚之困，乃南袭至邓，楚王引归。后三国谋攻楚，恐秦之救也，或说薛公：“可发使告楚曰：‘今三国之兵且去楚，楚能应而共攻秦，虽蓝田岂难得哉！况于楚之故地？’楚疑于秦之未必救己也，而今三国之辞（去）[云]，则楚之应之也必劝，是楚与三国谋出秦兵矣，秦为知之，必不救也，三国疾攻楚，楚必

#### 【今译】

秦国占领了楚国的汉中，又在蓝田开战，严重挫败楚国军队。韩国和魏国听说楚国被击败，就从南面袭击楚国，一直攻打到邓邑，楚王撤回军队。之后韩国、齐国和魏国谋划攻打楚国，担心秦国会营救楚国。有人游说薛公田文说：“可以派一个使者告诉楚国说：‘如今三国联军即将撤离楚国，如果楚国能应允一起进攻秦国，即使是蓝田也不难收复啊！何况以前属于楚国后来又被别国占领的地区？’楚国怀疑秦国未必一定援救自己，而如今三国军队声称要撤离，那楚国一定会欣然同意跟它们联合进攻秦国。这样一来，楚国就跟这三个国家一起谋划出兵进攻秦国了。秦国知道了，一定不会营救楚国。三国军队迅速攻打楚国，



**Book 6**

**The Fourth Volume on Qin**

**Qin Seized Hanzhong from Chu**

The state of Qin occupied the area of Hanzhong of the state of Chu. Then the troops of Qin launched an attack on the troops of Chu again in Lantian and defeated them very badly. The states of Han and Wei took occasion to encroach on the territory of Chu from the south and their allied forces soon approached the county of Deng. The king of Chu had to order his troops to retreat from Lantian. After that, three states—Qi, Han and Wei—planned to attack Chu together. However, they feared that Qin might come to Chu's rescue. Someone had a talk with Tian Wen, also known as the lord of the area of Xue, and said, "You can send an emissary to tell Chu, 'Now the allied forces of our three states will retreat from Chu. If you agree to join us in attacking Qin, surely you can easily reoccupy the area of Lantian. Needless to say, you will take back the territory ceded to other states as well.' Chu has been doubting that Qin might send troops to rescue it. Now if the three states announce that they are about to withdraw their allied forces, surely it will willingly agree to join them in attacking Qin. So Chu is conspiring against Qin along with these three states. If Qin knows this, it will definitely refuse to send troops for Chu's reinforcement. Then our three states can launch an attack on Chu

### 【原文】

走秦以急，秦愈不敢出。则是我离秦而攻楚也，兵必有功。”

薛公曰：“善。”遂发重使之楚，楚之应之果劝。于是三国并力攻楚，楚果告急于秦，秦遂不敢出兵。大臣有功。

### 【今译】

楚国吃紧了一定会投靠秦国，秦国就更加怀疑它而不敢出兵了。这样我们就可以离间楚国跟秦国的关系而攻打楚国，出兵定能建立战功。”

薛公说：“好。”于是派重要的使臣到楚国去，楚国果然欣然同意。于是韩国、齐国和魏国齐心协力攻打楚国，楚国果然向秦国告急求援，秦国最终不敢派兵营救。三国大获全胜，立下战功。

## 薛公入魏而出齐女

### 【原文】

薛公入魏而出齐女。韩春谓秦王曰：“何不取为妻？以齐、秦劫魏，则上党秦之有也。齐、秦合而立负芎，负芎立，其母在秦，则魏，秦之县也已！氓欲以齐、秦劫魏而困薛公，佐欲定其弟，臣请为王因氓与佐也。”

### 【今译】

薛公田文出任魏国相国后，把魏王从齐国娶的妃子休了。韩春对秦王说：“何不娶被休的齐国女子为妻？凭借着齐国和秦国来攻打魏国，那上党就属于秦国了。齐国和秦国联合起来拥立负芎为魏国君主，负芎即位了，他的母亲在秦国，那么魏国不过就成了秦国的一个县而已！氓想凭借齐国和秦国来进攻魏国并使薛公陷入困境，佐想巩固他



immediately. Chu will definitely ask Qin for help due to its critical situation. However, Qin will become more distrustful towards Chu and therefore won't dispatch troops for Chu's rescue. Thus we can cast a bone between Qin and Chu. Then we can take military action against Chu, which will surely lead to a great victory."

The lord of Xue said, "Good idea." Then he sent an important emissary to inform Chu about joining the allied forces to attack Qin. Chu agreed as expected. Then the three states launched a concerted attack on Chu with horse and foot. Chu asked Qin for help, but Qin didn't dare commit its troops. The allied forces defeated Chu badly and gained a great victory.

### **After the Lord of Xue Became Prime Minister of Wei, He Persuaded the King of Wei to Divorce an Imperial Concubine from Qi**

After Tian Wen, the lord of Xue, became prime minister of the state of Wei, he persuaded the king of Wei to divorce his imperial concubine from the state of Qi. Han Chun told the king of the state of Qin, "Why not marry her yourself? Thus you can unite with Qi to attack Wei. As a result, the area of Shangdang will belong to Qin. Then Qi and Qin can build up an alliance and support Fu Zhou. If Fu Zhou is enthroned as the new sovereign of Wei, Wei will simply become a province of Qin because his mother is in Qin. Childe Min is about to unite with Qi and Qin to attack Wei and make

### 【原文】

魏惧而复之，负芻必以魏毁世事秦。齐女入魏而怨薛公，终以齐奉事王矣。”

### 【今译】

弟弟的权位，请让我为大王借助魏国权位的力量。魏国恐惧了就会重新把齐国女子接回去，负芻定会率领魏国终生侍奉秦国；齐国女子回到魏国后怨恨薛公，最终也会让齐国侍奉大王的。”

## 三国攻秦

### 【原文】

三国攻秦，入函谷。秦王谓楼缓曰：“三国之兵深矣，寡人欲割河东而讲。”对曰：“割河东，大费也；免于国患，大利也。此父兄之任也，王何不召公子池而问焉？”

王召公子池而问焉，对曰：“讲亦悔，不讲亦悔。”王曰：“何也？”对

### 【今译】

齐国、韩国和魏国的军队一起进攻秦国，攻入了函谷关。秦王对楼缓说：“三国联军已经深入我国了，我想割让河东地区跟它们讲和。”楼缓回答说：“割让河东，我们付出得太多了；但能使得国家免除祸患，又是十分有利的。这是秦国王族的责任啊，大王为什么不把公子池召来问问他的意见呢？”

秦王把公子池召来问他这件事，公子池回答道：“讲和会后悔，不讲和也会后悔。”秦王问道：“这是什么意思？”公子池回答说：“大王割让河



trouble for the lord of Xue. Childe Zuo hopes to consolidate his brother's power. So please allow me to win over the two of them on your behalf, Your Majesty. Wei will be scared and therefore will invite the former imperial concubine from Qi back. Thus Fu Zhou will lead the state of Wei to submit to you in his lifetime. After the woman from Qi goes back to Wei, she will be very bitter towards the lord of Xue. Finally, Qi will also be at Your Majesty's service."

### **Allied Forces of Qi, Han and Wei Launched an Attack on Qin**

The allied forces of the states of Qi, Han and Wei launched a concerted attack on the state of Qin and they approached the Hangu Valley. The king of Qin discussed the situation with Lou Huan and said, "Now the allied forces of those three states have marched deep into our state. I want to cede Hedong (referring to the territory east of the Yellow River) to make peace with them." Lou Huan suggested, "Well, it is a great loss if we cede Hedong to them. On the other hand, ceding Hedong can avoid a severe problem. From this point of view, it is a big advantage for us. You should tackle this problem with the help of your close relatives. Why not call in Childe Tuo and ask for his advice?"

The king called in Childe Tuo, told him about the problem and asked him for instructions. Childe Tuo replied, "If you make peace with them, you will regret. If you don't, you will also regret." The king asked, "What do you mean by



### 【原文】

曰：“王割河东而讲，三国虽去，王必曰：‘惜矣！三国且去，吾特以三城从之。’此讲之悔也。王不讲，三国入函谷，咸阳必危，王又曰：‘惜也！吾爱三城而不讲。’此又不讲之悔也。”王曰：“钧吾悔也，宁亡三城而悔，无危咸阳而悔也。寡人决讲矣。”卒使公子池以三城讲于三国，[三国]之兵乃退。

### 【今译】

东来讲和，三国虽然会撤军，大王却一定会说：‘太可惜了！三国联军即将要撤离了，我却送给它们三座城邑。’这是讲和带来的后悔。大王如果不讲和，三国联军攻入函谷关，咸阳必定出现危急，大王又会说：‘太可惜了！我因为吝惜三座城邑而没有跟它们讲和。’这又是不讲和带来的后悔。”秦王说：“反正都会后悔，宁肯后悔失掉三座城邑，也不要后悔让咸阳陷入危急。我决定讲和了。”最终派公子池拿三座城邑跟三国讲和，三国联军才撤退了。

## 秦昭王谓左右

### 【原文】

秦昭王谓左右曰：“今日韩、魏，孰与始强？”对曰：“弗如也。”王曰：“今之如耳，魏齐，孰与孟尝、芒卯之贤？”对曰：“弗如也。”王曰：“以孟

### 【今译】

秦昭王问身边的人：“现在的韩国和魏国有没有当初强大？”他身边的人回答说：“比不上当初强大。”昭王又问道：“如今的如耳和魏齐跟孟尝君和芒卯比起来，谁更贤能呢？”身边的人回答说：“他们不如孟尝君



saying that?" Childe Tuo replied, "Well, if you make peace with these three states at the cost of Hedong, the allied forces will withdraw. However, you will definitely say, 'What a pity! I ceded three counties to them just at the time they were about to withdraw.' That's why I said you would regret if you made peace with them. On the other hand, if you cannot reach a ceasefire with them, the allied forces will march through the Hangu Valley and approach the capital of Xianyang. Then the capital will be in severe danger. So you will say, 'What a pity! I should have reached a truce with them at the cost of those three counties.' That's why I said you would also regret if you didn't make peace with them." The king said, "I see, whatever decision I make, I will regret. So I would rather regret losing those three counties than causing any severe threat to the capital of Xianyang. I have made up my mind to make peace with them." Finally, the king sent Childe Tuo to present three counties of Hedong to the three states to make peace with them. As a result, the allied forces withdrew.

### **King Zhao of Qin Asked the People Around Him**

King Zhao of Qin asked the people around him, "Regarding the two states of Han and Wei, are they stronger and more powerful than before?" "They are not as strong and powerful as before," they replied. The king asked further, "Do you think Ru Er and Wei Qi are wiser in comparison with the lord of Mengchang and Mang Mao?" "They are not as

【原文】

云、芒卯之贤，帅强韩、魏之兵以伐秦，犹无奈寡人何也！今以无能之如耳、魏齐，帅弱韩、魏以攻秦，其无奈寡人何亦明矣！”左右皆曰：“甚然。”

中期推琴对曰：“（三）[王]之料天下过矣！昔者六晋之时，智氏最强，灭破范、中行，帅韩、魏以围赵襄子于晋阳。决晋水以灌晋阳，城不沉者三板耳！智伯出行水，韩康子御，魏桓子骖乘。智伯曰：‘始，吾不知水之可亡人之国也，乃今知之。汾水利以灌安邑，绛水利以灌平阳。’魏桓子肘韩康子，康子履魏桓子，躐其踵。肘、足接于车上，而智氏分

【今译】

和芒卯。”昭王说：“凭着孟尝君和芒卯的才干，他们率领强盛时期的韩国和魏国的军队攻打秦国，也不能把我怎么样！如今如耳、魏齐等无能之辈率领已经削弱了的韩国和魏国的军队进攻秦国，他们不能把我怎么样，也是很明显的了。”周围的人都说：“太对了。”

中期把琴放在一边回答说：“大王对天下形势估计错了。从前在韩氏、赵氏、魏氏、范氏、智氏、中行氏这六个晋国最有权势的大臣和相国当权的时候，智氏最为强大，消灭了范氏和中行氏，又率领韩国和魏国的军队在晋阳包围了赵襄子。掘开晋水的堤防来淹晋阳，城墙只差六尺就被完全淹没了。智伯出去巡视水势，韩康子驾车，魏桓子陪乘。智伯说：‘开始，我还不知道可以用水来消灭别的国家呢，直到现在才知道。用汾水来淹没安邑很方便，用绛水来淹没平阳也很方便。’魏桓子用胳膊肘撞了撞韩康子，韩康子用脚踩了踩魏桓子，踩在他的脚后跟上。当他们在车上用胳膊肘和脚互相示意的时候，智氏被瓜分的命运





wise as the latter," they answered. The king said, "Wise as the lord of Mengchang and Mang Mao were, they led the troops of the then much more powerful Han and Wei to attack our state, but posed no threat to me. Now Ru Er and Wei Qi are less capable, and yet they are going to lead the troops of the now less powerful Han and Wei to launch military action against my state. Apparently, they cannot pose any threat to me either!" All the people around him said, "That's totally right."

Zhong Qi put his qin (referring to a kind of musical instrument) aside and said, "You are wrong to estimate the situation of other states that way, Your Majesty. Among all the six powerful and influential families in Jin—the Hans, Zhaos, Weis, Zhis, Fans and Zhongxings, the Zhis once were the most powerful and influential. They destroyed the Fans and Zhongxings and then led the troops of Han and Wei to attack Zhao and besieged Zhao Xiangzi in Jinyang. Then they broke the dyke of the Fenshui River to submerge the city of Jinyang. Only the top six *chi* of the protective wall was above the water surface. Marquis Zhi went out to view the floodwater. Han Kangzi drove the carriage for him and Wei Huanzi accompanied him by his side. Marquis Zhi said, 'I didn't know we can ruin other states with water. But now I know. It is very convenient to submerge Anyi with the water of the Fenshui River, and submerge Pingyang with that of the Jiangshui River.' Wei Huanzi touched Han Kangzi with his elbow. Han Kangzi touched Wei Huanzi with his foot and stepped on Wei's heel. When they were touching each other

### 【原文】

矣！身死国亡，为天下笑。今秦之强，不能过智伯，韩、魏虽弱，尚贤在晋阳之下也。此乃方其用肘、足时也，愿王之勿易也！”

### 【今译】

就已经决定了。智伯自己丢了性命，国家灭亡，成为天下人的笑料。如今秦国的强盛比不上智伯，韩国和魏国虽然被削弱，但却比在晋阳城下的时候要强大。这正是人们准备通过胳膊肘和脚互相示意、覬覦秦国的时候，希望大王不要大意啊。”

## 楚魏战于陔山

### 【原文】

楚、魏战于陔山。魏许秦以上洛，以绝秦于楚。魏战胜，楚败于南阳。秦賁赂于魏，魏不与。管浅谓秦王曰：“王何不谓楚王曰：‘魏许寡人以地，今战胜，魏王倍寡人也。王何不与寡人遇？魏畏秦、楚之合，必与秦地矣。是魏胜楚而亡地于秦也；是王以魏地德寡人，秦之楚者多资

### 【今译】

楚国和魏国在陔山交战。魏国许诺把上洛送给秦国，来断绝秦国跟楚国的关系。魏国军队战胜了，楚国军队在南阳被挫败。秦国向魏国索要它许诺的土地，魏国不给。管浅对秦王说：“大王不如让人对楚王说：‘魏国曾经答应给我土地，如今在战争中获胜了，魏王就不履行对我许下的诺言了。大王何不跟我会晤？魏国害怕秦国会跟楚国联合起来，一定会给秦国土地。魏国战胜了楚国，却割让土地给秦国；大王您



with elbow and foot, the Zhis had been doomed to be carved up. Marquis Zhi lost his life. His state was destroyed and he was also derided by people all over the world. Now Qin is not as strong as Jin was at Marquis Zhi's time. Even though Han and Wei are not as powerful as before, they are still stronger than they were at the time Zhao Xiangzi was surrounded in Jinyang. This is right the time for people to contact each other with gesticulations to conspire against you. Your Majesty, please beware!"

### **The Troops of Chu and Those of Wei Engaged in Battle near Mount Xing**

The troops of the state of Chu and those of the state of Wei engaged in battle near Mount Xing. In order to make the state of Qin cut off its ties with Chu, Wei promised to cede Shangluo to Qin. Then the troops of Wei won the war and defeated the troops of Chu in Nanyang. Qin asked Wei for the land it had promised. However, Wei didn't keep its word. Guan Qian told the king of Qin, "Why not send a message to the king of the state of Chu as follows: 'Wei has promised to give me some land. However, after it won the war, the king of Wei didn't keep his word to me. Your Majesty, why not arrange a meeting between the two of us? Thus Wei will fear that our two states might unite with each other to conspire against it. Then it will definitely give me the land. So, Wei will cede its land to Qin even though it won the war against Chu. Moreover, Your Majesty will also do me a big favour by

### 【原文】

矣。魏弱，若不出地，则王攻其南，寡人绝其西，魏必危。”秦王曰：“善。”以是告楚。楚王扬言与秦遇，魏王闻之，恐，效上洛于秦。

### 【今译】

用魏国的土地嘉惠我，秦国也会送给楚国一份厚礼的。魏国现在已经被弱了，如果它不肯给我土地，那大王就派兵从南面进攻它，我从西面攻击它，魏国必定危急了。”秦王说“好主意”，就把这番话告诉了楚国，楚王扬言要跟秦王会晤，魏王听说了，非常担心，就把上洛献给了秦国。

## 楚使者景鲤在秦

### 【原文】

楚使者景鲤在秦，从秦王与魏王遇于境。楚怒，秦(合)[令]周(最)[取](为)[谓]楚王曰：“魏请无与楚遇而合于秦，是以鲤与之遇也。弊邑之于与遇善之，故齐不合也。”楚王因不罪景鲤而德周、秦。

### 【今译】

楚国使者景鲤在秦国随从秦王参加了跟魏王在边境上举行的会晤，因此楚王很愤怒。秦国让周(最)[取]对楚王说：“魏国要求不跟楚王会晤而跟齐国和秦国联合，因此才让景鲤参加会晤。郢国对于参加会晤的成员很是友好，所以齐国不跟秦国联合了(因为怀疑楚国和秦国交好)。”因此楚王不怪罪景鲤，而且很感激周(最)[取]和秦国。



forcing Wei to cede me the land because of our meeting. I will give you a very generous gift in return. Wei is exhausted now due to the war. If it refuses to cede the land, you can attack it from the south. I will attack it from the west. Accordingly, Wei will be in danger. ” The king of Qin said, “Good idea. ” Then he sent this message to Chu. The king of Chu declared that he would meet the king of Qin in person. When the king of Wei heard that, he was scared. So he ceded Shangluo to Qin.

### **Jing Li, an Emissary from Chu, Stayed in Qin**

Jing Li, an emissary from the state of Chu, was in the state of Qin. He accompanied the king of Qin and participated in the meeting between the kings of the states of Qin and Wei held at the border of these two states. Chu was angry with him. Qin had Zhou Ju send a message to the king of Chu as follows: “The state of Wei wouldn’t meet with the king of Chu but wanted to unite with the states of Qi and Qin. Therefore, the king of Qin arranged for Jing Li to attend this meeting. We have treated every participant very well. As a result, Qi thought that Qin and Chu have established a very close relationship with each other. So Qi refused to ally with Qin. ” For this reason, the king of Chu not only didn’t blame Jing Li, but also was very grateful to Zhou Ju and the state of Qin.



## 楚王使景鲤如秦

### 【原文】

楚王使景鲤如秦。客谓秦王曰：“景鲤，楚王（使景）所甚爱，王不留之以市地。楚王听，则不用兵而得地；楚王不听，则杀景鲤，更（不）与不如景鲤（留）[者市]。是便计也。”秦王乃留景鲤。

景鲤使人说秦王曰：“臣见王之权轻天下，而地不可得也！臣之来使也，闻齐、魏皆且割地以事秦。所以然者，以秦与楚为昆弟国。今大王留臣，是示天下无楚也，齐、魏有何重于孤国也？楚知秦之孤，不与地而外结交诸侯以图，则社稷必危，不如出臣。”秦王乃出之。

### 【今译】

楚王派景鲤出使秦国。有个客人对秦王说：“景鲤是楚王非常钟爱的人，大王不如将他扣留下来要挟楚国割让土地给我们。如果楚王肯答应，不需用兵就能得到土地；如果楚王不答应，就杀了景鲤，再跟才敢不如景鲤的人打交道。这是一条妙计。”于是秦王就扣留了景鲤。

景鲤派人对秦王说：“我看大王这么做，会使自己在天下失势，而且也不能得到土地。我来出使的时候，听说齐国和魏国都在割让土地奉送给秦国。他们之所以这么做，是因为秦国和楚国如同兄弟。如今大王把我扣留下来，是告诉天下人秦国断绝了跟楚国的交情。齐国和魏国为什么还会重视一个孤立的国家呢？楚国得知秦国孤立了，就不会给秦土地，而会结交其他国家以图谋秦国，那样您的国家就危险了。不如放我走吧。”于是秦王便将他释放了。

## 秦王欲见顿弱

### 【原文】

秦王欲见顿弱，顿弱曰：“臣之义不参拜。王能使臣无拜，即可矣；

### 【今译】

秦王想召见顿弱，顿弱说：“我的原则是不向君主行参拜之礼。如



### **Chu's King Sent Jing Li on a Diplomatic Mission to Qin**

Chu's king sent Jing Li on a diplomatic mission to Qin. A guest told Qin's king, "Jing Li is cherished by the king of Chu very much. You'd better detain him and trade him for land from Chu, Your Majesty. If Chu's king agrees with you, you can win land without launching any military action against it. If he doesn't agree, we can kill Jing Li and then negotiate with those who are inferior to him. This is a good idea." The king of Qin then detained Jing Li.

Jing Li sent someone on his behalf to tell the king, "I can foresee that your power will be weakened and you will not gain any land. When I was on the way here, I heard that both Qi and Wei were going to cede some land to Qin to please you. They did so because they knew that Chu and Qin were brother states. Now Your Majesty has detained me, which simply tells people all over the world that Qin has cut off diplomatic relations with Chu. How can Qi and Wei attach importance to an isolated state if this is the case? When Chu knows that Qin is isolated, it will definitely not give you any land. On the other hand, it will unite with other states to conspire against Qin. Thus your state will be in danger. You'd better set me free." The king of Qin then released him.

### **Qin's King Wanted to Call in Dun Ruo**

The king of the state of Qin wanted Dun Ruo to pay a

### 【原文】

不，即不见也。”秦王许之。于是顿子曰：“天下有〔有〕其实而无其名者，有无其实而有其名者，有无其名又无其实者，王知之乎？”王曰：“弗知。”顿子曰：“有其实而无其名者，商人是也。无把铤推耨之势，而有积粟之实，此有其实而无其名者也。无其实而有其名者，农夫是也。解冻而耕，暴背而耨，无积粟之实，此无其实而有其名者也。无其名又无其实者，王乃是也！立为万乘，无孝之名；以千里养，无孝之实。”秦王愕然而怒。

顿弱曰：“山东战国有六，威不掩于山东而掩于母，臣窃为大王不取

### 【今译】

果大王能允许我不参拜，就可以了；如果不允许，就不去见他。”秦王允许了。于是顿弱说：“天下有的人有其实而无其名，有的无其实而有其名，有的无其名又无其实，大王知道吗？”秦王说：“不知道。”顿弱说：“有其实而无其名的，是商人。他们无需挥动锄头劳作，却有实实在在的粮食储备，这就是有其实而无其名。无其实而有其名的，是农民。春天解冻的时候就开始耕田，脊背暴晒在阳光下除草，却没有积存的余粮，这就是无其实而有其名。无其名又无其实的，就是大王您啊！被拥立为万乘大国的君主，却没有孝敬母亲的美名；用方圆千里的土地奉养自己，却没有孝顺的实际行动。”秦王勃然大怒。

顿弱说：“山东有六个实力强大的国家，大王的威势不能用来制服它们，却用来压制自己的母亲，我私下认为大王这么做是不可取的。”秦



visit to him, but Dun Ruo said, "According to my own rule, I don't bow in front of any sovereign. If His Majesty allows me to adhere to this rule, I will see him. If not, I won't see him." The king agreed that Dun Ruo needed not bow to him. So Dun Ruo went to see him and said, "Among people all over the world, some own substantial wealth but don't have titles, some don't own substantial wealth but have titles, some neither own substantial wealth nor have titles. Your Majesty, do you know this?" The king said, "I don't know that." Dun Ruo said, "Well, those owning substantial wealth but having no titles are merchants. They don't need to work in the fields themselves. However, they have plenty of grain stored at home. So they are the ones who own substantial wealth but don't have titles. Those not owning substantial wealth but having titles are farmers. They work hard to plough the fields after it thaws. Their backs are baked in the sun. However, they don't have any grain stored at home. So they are the ones who don't own substantial wealth but have titles. The one who neither owns substantial wealth nor has a title is Your Majesty! Having been appointed to be sovereign of a state with ten thousand chariots, you do not enjoy the high reputation of being a dutiful son. Although supported by the produce of one thousand square *li* of land, you don't take any concrete action to practice filial piety." The king of Qin was irritated and became very angry towards Dun Ruo.

Dun Ruo continued, "There are six powerful states located east of Mount Xiao. However, instead of overcoming them, you only focus on conquering you own mother. I

### 【原文】

也。”秦王曰：“山东之（建）[战]国可兼与？”顿子曰：“韩，天下之咽喉；魏，天下之胸腹。王资臣万金而游，听之韩、魏，入其社稷之臣于秦，即韩、魏从。韩、魏从而天下可图也。”秦王曰：“寡人之国贫，恐不能给也。”顿子曰：“天下未尝无事也，非从即横也。横成，则秦帝；从成，即楚主。秦帝，即以天下恭养；楚王，即王虽有万金，弗得私也。”

秦王曰：“善。”乃资万金，使东游韩、魏，入其将相；北游燕、赵，而杀

### 【今译】

王说：“山东地区强大的国家可以兼并吗？”顿弱说：“韩国是天下的咽喉，魏国是天下的心腹。大王资助我一万镒黄金，让我去游说韩国和魏国，使它们听从我的建议，让它们握有重权的大臣到秦国来为官，这样韩国和魏国就服从了。韩国和魏国服从后，就可以图谋天下各国了。”秦王说：“我的国家太穷，恐怕不能给你这么多金子。”顿弱说：“天下没有太平的时候，各国之间不是合纵就是连横。连横成功了，秦国就能称帝；合纵成功了，楚国就能称王。秦国称帝了，就可以用全天下来供养自己；楚国称王了，那大王即使有一万镒黄金，也不能独自占有了。”

秦王说：“说得好。”于是资助顿弱一万镒黄金，让他向东去游说韩国和魏国的国君，让它们的大将军和相国都到秦国做官；向北游说燕国



personally think that you should not do so.” The king of Qin said, “Can I really annex those states located east of Mount Xiao?” Dun Ruo said, “Regarding the state of Han, it is the throat of the world. The state of Wei is the heart of the world. If you support me with ten thousand *yi* of gold, I will visit the states of Han and Wei and persuade them to take my advice, to allow their most powerful, highest-ranking court officials to work for our state. Thus Han and Wei will also submit to you. If this is the case, we can take further steps to conquer other states of the world.” The king said, “My state is too poor to present you with such a huge amount of gold.” Dun Ruo said, “The states of the world will never live in peace. They will either practice Hezong or advocate Lianheng. If those advocating Lianheng succeed, our state will be able to unify the world and you will become Di. If those practicing Hezong succeed, the state of Chu will unify the world and its sovereign will become King. If you become Di, you will be supported by all the states in the world. If the sovereign of Chu becomes King, even if you have ten thousand *yi* of gold, you cannot keep it to yourself (since it will be claimed by the King).”

The king said, “I see.” Then he presented Dun Ruo with ten thousand *yi* of gold and sent him to travel to the east to persuade the sovereigns of the states of Han and Wei. Because of Dun Ruo’s efforts, Han and Wei sent their chief generals and prime ministers to work for the government of the state of Qin. Dun Ruo also went to the north to persuade the sovereigns of the states of Yan and Zhao. As a result, Li

【原文】

李牧。齐王入朝，四国必从，顿子之说也。

【今译】

和赵国，杀死了李牧。齐王到秦国来朝拜，这四个国家完全听从秦国，是顿弱说服了它们的缘故。

## 顷襄王二十年

【原文】

顷襄王二十年，秦白起拔楚西陵，或拔鄢、郢、夷陵，烧先王之墓。王徙东北，保于陈城。楚遂削弱，为秦所轻。于是白起又将兵来伐，楚人有黄歇者，游学博闻，襄王以为辩，故使于秦。

说昭王曰：“天下莫强于秦、楚。今闻大王欲伐楚，此犹两虎相斗而

【今译】

顷襄王二十年，秦国将领白起攻克了楚国的西陵，又占领了鄢、郢、夷陵，焚烧了先王的坟墓。顷襄王迁徙到东北地区，在陈城勉强自保。于是楚国就削弱了，被秦国所轻视。于是白起再次率领军队前来讨伐。

楚国有个叫黄歇的人，曾经到各地游学，见识广博。顷襄王认为他能言善辩，所以就让他出使秦国。

黄歇游说秦昭王道：“天下各国中最为强大的就是秦国和楚国。如今我听说大王要攻打楚国，这好比是两虎相斗，反而让劣狗趁它们斗得



Mu was sentenced to death. The king of the state of Qi went to the state of Qin in person to show his respect and obedience. The states of Han, Wei, Yan and Zhao all submitted to Qin wholeheartedly due to Dun Ruo's endeavours.

### **Twenty Years After King Qingxiang of Chu Came into Power**

Twenty years after King Qingxiang of the state of Chu came into power, Bai Qi, the general in command of the army of the state of Qin, occupied Xiling of the state of Chu. Then the troops of Qin occupied Yan, Ying and Yiling, and set fire to the mausoleums of Chu's deceased sovereigns. King Qingxiang escaped to the northeast part of Chu and stayed in Chencheng. Thus the state of Chu was greatly weakened and was therefore denigrated by the state of Qin. As a result, Bai Qi led the troops of Qin to invade the state of Chu again.

In the state of Chu, there was a person named Huang Xie. Having travelled to many places and studied with various teachers, Huang was a very knowledgeable person. King Qingxiang regarded him very highly, so he sent Huang to the state of Qin on a diplomatic mission.

Huang Xie said to the king of the state of Qin, "Among all the states of the world, Chu and Qin are the most powerful. Recently, I heard that Your Majesty was about to invade the state of Chu. If this is the case, it is like two tigers fighting each other and providing the chance for a mongrel



【原文】

驽犬受其弊，不如善楚。臣请言其说。臣闻之：‘物至而反，冬夏是也。致至而危，累棋是也。’今大国之地半天下，有二垂，此从生民以来，万乘之地未尝有也。先帝文王、庄王，王之身，三世而不接地于齐，以绝从亲之要。今王（三）使（盛）〔成〕桥守事于韩，成桥以北入燕。是王不用甲，不申威，而（出）〔得〕百里之地。王可谓能矣！王又举甲兵而攻魏，杜大梁之门，举河内，拔燕、酸枣、虚、桃人，楚、（燕）〔魏〕之兵云翔不敢校。

【今译】

疲惫不堪之际把它们打败，您不如跟楚国交好。请让我说说自己的观点。我听说：‘物极必反，季节由冬到夏的变化就是如此。事物发展到了极致就会出现危机，把棋子摆在一起就是如此。’如今贵国领土广大，占据半个天下，又拥有西北边陲。自从有人类以来，万乘大国还没有拥有如此广大领土的。已经故去的君主文王、庄王，还有大王您自己，历经三代都不忘致力于占领韩国和魏国的土地，从而把秦国领土扩展到跟齐国接壤，来从根本上切断力主合纵的国家的联系。如今大王派成桥到韩国监视它的举动，成桥把北方属于燕国的土地割给秦国。这样一来，无需用兵，无需动武，就占有了方圆百里的土地。大王可以说是很有能力的！大王又派兵进攻魏国，堵塞了大梁的城门，攻克了河内，夺得了燕、酸枣、虚、桃人，楚国和魏国的军队四散逃离而不敢跟秦军交战。大王的功劳也很多了！大王让士卒休养了两年，然后重新用兵，占



dog to take advantage of their exhaustion after the fight to defeat them (that is, if Chu and Qin engage in a war, the states of Han and Wei will take advantage of both of them). You'd better establish good relations with Chu. Please let me explain this to you. I have heard that 'things will develop in an opposite direction after they reach an extreme. That's why summer will ultimately take the place of winter. Things will be in a perilous position after they reach their zenith. That's why the chessmen will topple if too many of them are piled up vertically.' Now your state owns a half of the world's territory. You also possess the two most remote areas. In history, no other state with ten thousand chariots has been so vast as the state of Qin. Aiming at cutting off relations among those states practicing Hezong, both our deceased sovereigns, King Wen and King Zhuang, and Your Majesty yourself have not forgotten to enlarge the territory of Qin to make it adjacent to the state of Qi. This endeavour has already lasted for three generations. At present, you have appointed Cheng Qiao as spy to collect information on the state of Han. Cheng Qiao has taken over the areas in the north that used to belong to the state of Yan for Qin. Without resorting to forces to exhibit your power, you have gained one hundred *li* of land. Hence, Your Majesty can really be considered very capable! Later, you sent troops to invade the state of Wei, blockaded the gate of the capital of Liang, and occupied the areas of Henei, Yan, Suanzao, Xu and Taoren. At that time, the troops of Chu and Wei were scattered and fled because they didn't dare confront the

### 【原文】

王之功亦多矣！王（申）[休甲]息众二年，然后复之，又取蒲、衍、首垣，以临仁，平兵，小黄、济阳要城，而魏氏服矣。王又割濮、磨之北属之燕，断齐、（秦）[韩]之要，绝楚、魏之脊，天下五合六聚而不敢救也。王之威亦憊矣！王若能持功守威，省攻伐之心而肥仁义之诚，使无复后患，三王不足四，五伯不足六也！

“王若负人徒之众，（材）[仗]兵甲之强，一毁魏氏之威，而欲以力臣天下之主，臣恐有后患。《诗》云：‘靡不有初，鲜克有终。’《易》曰：‘狐濡其尾。’此言始之易、终之难也。何以知其然也？智氏见伐赵之利，而不

### 【今译】

领了蒲、衍、首垣，来逼近仁与平丘，又围困了小黄和济阳，然后魏国就投降了。又割取了濮与磨以北的土地，使得秦国跟燕国接壤，切断了齐国跟韩国的联系，杜绝了楚国跟魏国之间的交通要道。天下各国五次联合、六次会晤却不敢派兵管教，大王的威力也达到极点了！大王如果能保持住这些功劳，守护好自己的威势，减少攻伐的心思而致力于推行仁义，为自己消除后患，就足以跟三王、五霸相提并论了。

“大王如果依仗人力的众多，武器、铠甲的精良，专心毁掉魏国的势力，并且用武力征服天下各国君主，我担心这么做会有后患。《诗经》中说：‘任何事情开头都不错，但很少有能够善终的。’《易经》中说：‘狐狸过河，会弄湿尾巴。’这是说开头很容易，但是善终却很难。我怎么知道



formidable army of Qin. Hence, Your Majesty can really be considered very meritorious. Then Your Majesty ordered your troops to enjoy a two-year period of relaxation. After that, you dispatched them out of your state again and they occupied Pu, Yan and Shouyuan, approached Ren and Pingqiu, and besieged Xiaohuang and Jiyang. As a result, the state of Wei surrendered to you. Then you gained the territory north of Pu and Mo. Thus you cut off the ties between the state of Qi and the state of Han. Besides, you also blocked off the most important path between the state of Chu and the state of Wei. Other states' sovereigns tried to ally with each other for five times and held six meetings to discuss the situation. However, they didn't dare send troops to rescue those states from your threat. Hence, your power also reached its zenith! If you can maintain both your achievements and your power, constrain your desire to invade other states and focus on sincerely practicing the principles of benevolence and righteousness, you will be free from trouble. If this is the case, you can really be regarded as an equal to the Three King Ancestors or the Five Lord-protectors.

“However, if you hope to rely on your huge population, formidable troops and excellent weapon to destroy the state of Wei and then conquer other states' sovereigns by force, I am afraid that you will be in trouble. It is said in *Shijing*, ‘At the beginning, almost everything looks fine. However, few undertakings will result in final success.’ It is said in *Yijing*, ‘A fox trying to cross a river will wet his tail.’ These sentences mean that it is always easy to start something, but

### 【原文】

知榆次之祸也，吴见伐齐之便，而不知干隧之败也。此二国者，非无大功也，设利于前，而易患于后也。吴之信越也，从而伐齐，既胜齐人于艾陵，还为越王禽于三江之浦。智氏信韩、魏，从而伐赵，攻晋阳之城，胜有日矣，韩、魏反之，杀智伯瑤于凿台之上。今王妒楚之不毁也，而忘魏楚之强[韩]魏也。臣为大王虑而不取。《诗》云：‘大武远宅不涉。’从此

### 【今译】

是这样的呢？从前智伯只看到攻打赵国所带来的好处，而不知道自己将有被杀死后埋葬在榆次的灾祸。吴国看到讨伐齐国的便利，却不知道自己将会会在干隧被挫败。这两个国家并非没有卓越的战功，只因为它们贪图前面的利益，而容易遭受后患啊。吴王夫差相信了越国，从而攻打齐国，在艾陵战胜了齐国军队，却反而在三江岸上被越王擒获。智伯相信了韩国和魏国，从而攻打赵国，进攻晋阳城，没几天就要取胜了，韩国和魏国却背信弃义，在凿台将智伯瑤杀死了。如今大王嫉妒楚国没有亡国，却忘记了灭掉楚国会增强韩国和魏国的力量。为大王着想，我认为这是不可取的。《诗经》中说：‘不要派大军长途跋涉去进攻远处的国家。’由此看来，楚国是秦国的援国，邻近的国家才是秦国的敌人。



difficult to finish it successfully. How do I know this? Previously, Marquis Zhi realized that it could be very advantageous to invade the state of Zhao. However, he couldn't foresee that he himself would lose his life and then be buried in Yuci. The king of Wu realized that it could benefit his state considerably to attack the state of Qi. However, he didn't know that he would be defeated in Gansui. It was not that these two states had not made great contributions. Nonetheless, they were so covetous that they only paid attention to the profit they might gain through their military actions and totally overlooked the aftermath of their actions. Once, the king of the state of Wu trusted the king of the state of Yue and therefore launched an attack on the state of Qi. After his troops defeated those of Qi in Ailing, he himself was captured by the king of Yue on the bank of the Sanjiang River. Marquis Zhi trusted the states of Han and Wei and therefore invaded the state of Zhao. His troops launched an assault on the city of Jinyang and Jinyang would yield in a few days. Unexpectedly, Han and Wei turned against Marquis Zhi and killed him in Zaotai. Now Your Majesty are worrying about not having ruined the state of Chu. However, you have overlooked a very important fact that if Chu is ruined, the states of Han and Wei will benefit from it as a result. I personally think that you should not do that. It is said in *Shijing*, 'You should not send your troops to march a long distance to attack a state located in a very remote area.' From this point of view, the state of Chu should be an ally of Qin. On the other hand, the

【原文】

观之，楚国，援也；邻国，敌也。《诗》云：‘他人有心，予忖度之。跃跃兔，遇犬获之。’今王中道而信韩、魏之善王也，此正吴信越也！臣闻：‘敌不可易，时不可失。’臣恐韩、魏之卑辞虚患，而实欺大国也。此何也？王既无重世之德于韩、魏，而有累世之怨矣。韩、魏父子兄弟接踵而死于秦者，(百)[累]世矣。本国残，社稷坏，宗庙隳，刳腹折颐，首身分离，暴骨草泽，头颅僵仆，相望于境；父子，老弱系虏，相随于路，鬼神狐祥无所食，百姓不聊生，族类离散，流亡为臣妾，满海内矣。韩、魏之

【今译】

《诗经》中说：‘别人有什么心思，我能揣摩出来。狡兔不停地奔跑，遇到猎犬就会被它捕获。’如今大王半路上听信韩国和魏国，以为它们善待您，这正跟吴国相信越国的情形是一样的。我听说：‘敌人不会改变，机会不能错失。’我担心韩国和魏国实际上在用谦卑的话语和虚假的心思欺骗贵国。为什么呢？大王对韩国和魏国非但没有累世的恩德，反而有好几代的怨恨。韩国和魏国的父子兄弟接连不断地死在秦军手里，已经有好几代了。自己的国家被攻，社稷神位被毁坏，祖宗神庙被塌，人们被剖开肚子、折断下巴，身首分家，骨头暴露在草泽中，头颅跌落在地上，这样的情形在他们国内到处都可以见到。父亲和儿子、老人和病弱者都被捆绑起来，路上的俘虏络绎不绝，鬼神狐妖都没有什么吃的东西了，民不聊生，家破离散，流亡到别处做仆役，海内到处都是这样的人啊。韩国和魏国不被灭掉，就是秦国最大的忧患。如今大王却要



neighbouring states should be considered your enemies. It is also said in *Shijing*, 'If others want to conspire against me, I can read their minds. Although a sly hare might run quickly, it will be caught by a hound.' Now if you believe that the states of Han and Wei are committed to establishing good relations with you, you will repeat the same mistake committed by the king of Wu in trusting the king of Yue. I have heard that one cannot change his enemies' innermost attitude towards him, and he shouldn't miss any opportunity. I am afraid that Han and Wei are cheating you with flattery and fabricated stories. Why? Well, your state of Qin hasn't done any favours to these two states. On the contrary, you have born grudges between each other for generations. The people of Han and Wei have been constantly slaughtered by the troops of Qin. Their states have been ruined. The shrines of the deities of their states have been demolished. Their ancestral temples have been destroyed. Their bellies have been sliced and their chins have been broken. Their heads have been cut from the bodies. Their bones have been left to oblivion in the wild. Their skulls have been thrown on the ground. Such phenomena are very common in these states. Fathers and sons are captured and endless groups of captives are forced to move to other places. Under such circumstances, even deities and ghosts are starving to death. The masses have no means to live. Many clans are dispersed. People flee to other places and are forced to become servants or slaves. Hence, if the states of Han and Wei are not destroyed, they will pose a great threat to the



### 【原文】

不亡，新社稷之忧也。今王之攻楚，不亦失乎？

“(是)[且]王攻楚之日，则恶出兵？王将借路于仇讎之韩、魏乎？兵出之日而王忧其不反也，是王以兵资于仇讎之韩、魏。王若不借路于仇讎之韩、魏，必攻[随]阳右壤。随阳右壤，此皆广川大水，山林谿谷不食之地，王虽有之，不为得地。是王有毁楚之名，无得地之实也。且王攻楚之日，四国必应悉起应王。秦、楚之构而不离，魏氏将出兵而攻留、方与、铎、胡陵、殽、萧、相，故宋必尽。齐人南面，泗北必举。此皆平原四通膏腴之地也，而王使之独攻。王破楚于以肥韩、魏于中国而劲齐。

### 【今译】

进攻楚国，不是错误的吗？

“再说大王进攻楚国的时候，从哪里出兵？大王准备向韩国和魏国这两个敌国借道吗？出兵那天，大王就要担心军队（遭到韩国和魏国阻截袭击而）不能返回秦国了。这样一来，大王就是在把自己的兵力白白送给韩、魏这两个敌国了。大王如果不向韩国和魏国这两个敌国借道，就一定会攻打随阳西部地区。随阳西部地区到处是大川大河，山林、深谷，不能生产粮食。大王即使占领了它，也不能用于耕种。这样一来，大王就空有摧毁楚国的虚名，而实际上得不到土地！再说大王进攻楚国的时候，韩国、赵国、魏国和齐国一定会同时响应，一起入侵大王的国家。秦军和楚军交战，魏国将派兵进攻留、方与、铎、胡陵、殽、萧、相等地方，所以宋国的土地一定会被侵占光。齐国军队向南进攻，定会占领泗水以北的地区。这些地方都是平原，四通八达，土壤肥沃，而大王却让它们独自侵占了。大王攻破楚国来让韩国和魏国在中原地区得到实



state of Qin. Now Your Majesty is planning to attack the state of Chu. Isn't this an impractical policy?

“On the day you launch the attack on the state of Chu, which path would you choose for your military force? Are you going to let them traverse the enemy states of Han and Wei? If this is the case, you should be in great fear that your army might be beaten by the troops of these two states and therefore not be able to return to Qin. This will lead to the worst destruction of your army by giving the enemy states of Han and Wei this great chance. If your troops don't march through Han and Wei, you should definitely issue the order for them to occupy the west part of Suiyang. The west part of Suiyang is ravined and mountainous. It is too barren to grow crops. So even if you seize it, you will not benefit from it at all. Moreover, you will bear the notoriety of ruining the state of Chu. Besides, if you dispatch your troops to attack the state of Chu, the states of Han, Zhao, Wei and Qi will also take action. If the troops of Chu and Qin are still engaged, the king of Wei will send his troops to attack Liu, Fangyu, Zhi, Huling, Dang, Xiao and Xiang. As a result, all the territory of the state of Song will be occupied. The troops of Qi will launch an attack southwards and thus the areas north of the Sishui River will be occupied. All these aforementioned areas are plains, very fertile and with roads extending in all directions. But Your Majesty will provide your enemies the chance to occupy these areas themselves. Thus Your Majesty will benefit the states of Han and Wei located in the central part of China and also strengthen the state of Qi by



### 【原文】

韩、魏之强，足以校于秦矣；齐南以泗为境，东负海，北倚河，而无后患。天下之国，莫强于齐。齐、魏得地葆利，而详事下吏，一年之后，为帝若未能，于以禁王之帝有余。夫以王壤土之博，人徒之众，兵革之强，一举(众)[事]而注(地)[怨]于楚，诎令韩、魏归帝重于齐，是王失计也！

“臣为王虑，莫若善楚。秦、楚合而为一(临以)[以临]韩，韩必授首。王襟以山东之险，带以河曲之利，韩必为关中之候。若是，王以十(成)[万戎]郑，梁氏寒心，许、鄢陵婴城，上蔡、召陵不往来也。如此，而

### 【今译】

息，并且壮大齐国的实力。韩国和魏国强盛起来，就足以跟秦国抗衡了；齐国南部以泗水为国界，东边濒临大海，北边倚仗黄河，就没有任何后顾之忧了，那样天下各国中就没有哪个能比齐国更强大的了。齐国和魏国得到了土地，保全了利益，就会周密谋划勾结大王的臣子。一年以后，它们虽然不能称帝，却也足以阻止大王称帝了。凭借大王国土的广大、人口的众多、兵力的强大和武器的精良，却一举与楚国结怨，从而让韩国和魏国支持齐王称帝，从而抬高齐国的地位，这样大王就失策了！

“为大王着想，不如跟楚国交好。楚国和秦国军队联合起来逼近韩国，韩国定会俯首听命。大王以崤山以东的险阻为屏障，掌握黄河沿岸的利益，韩国必定会成为秦国的‘关内侯’了。如果是这样，大王派十万大军驻扎在韩国的邲都，魏国就会不寒而栗；包围许和鄢陵，就能切断



destroying the state of Chu. As a result, Han and Wei will become powerful enough to confront the military forces of your state of Qin. In addition, the state of Qi will be free from trouble too, because it will have the Sishui River as its southern border, bounded by the sea in the east and bordered by the Yellow River in the north. Thus no other state will be as powerful as the state of Qi. Not only will the states of Qi and Wei gain some territory, and be able to maintain the benefit they obtain, but they will try to buy off Your Majesty's court officials. If this is the case, one year later, although Qi and Wei might not be able to declare themselves Dis, they will become powerful enough to prevent you from unifying the world and proclaiming yourself Di. Depending on Your Majesty's vast territory, huge population, formidable military forces and excellent weapons, you are going to provoke the hostility of the state of Wei by attacking it. On the other hand, you will make Han and Wei to submit to Qi and therefore consolidate Qi's power tremendously. This is impolitic of Your Majesty.

“For Your Majesty's sake, I think it would be better to establish good relations with the state of Chu. If Qin and Chu ally with each other to attack Han, Han will certainly yield. If Your Majesty can take over the natural fortresses east of Mount Xiao and maintain the advantage provided by those areas along the bank of the Yellow River, Han will definitely become dependent upon Qin. If this is the case, you can station one hundred thousand soldiers in the capital of Zheng of the state of Han. Then the state of Wei will be very



### 【原文】

魏亦关内侯矣。王一善楚，而关内二万乘之主注地于齐，齐之右壤可拱手而取也。是王之地，一（任）[经]两海，要绝天下也。是燕、赵无齐、楚，[齐、楚]无燕、赵也。然后危动燕、赵，持齐、楚，此四国者，不待痛而服矣。”

### 【今译】

魏国跟上蔡和召陵地区的联系。这样一来，魏国也成了秦国的‘关内侯’了。大王一旦跟楚国交好，关内两个万乘大国的领土就会跟齐国接壤，齐国西部地区就垂手可得了。这样大王的领土就能连接起西海与东海，切断天下各国的联系，燕国和赵国跟齐国和楚国之间的联系就被切断了。然后震慑住燕国和赵国，操纵起齐国和楚国，这四个国家还不等到派兵进攻就已经屈服了。”

## 或为六国说秦王

### 【原文】

或为六国说秦王曰：“土广不足以为安，人众不足以为强。若土广者安，人众者强，则桀、纣之后将存！昔者，赵氏亦尝强矣。曰赵强何

### 【今译】

有人为六国游说秦王说：“领土广大不足以保障国家的安宁，人口众多不足以保障国家的强大。假如说领土广大国家能安宁，人口众多国家就强大，那桀和纣的后代就应该继续存在！从前，赵国也曾经很强大。说赵国有多强大？它向左可以制服齐国，向右可以制服魏国。制

scared. If your troops besiege Xu and Yanling, you can easily cut off Wei's communication with Shangcai and Zhaoling. So, Wei will also become a dependency of Qin. As soon as you build good relations with the state of Chu, you can take control of these two big states with ten thousand chariots each. Therefore, your state will become adjacent to the state of Qi. Thus you can easily seize the western part of Qi. As a result, your territory will stretch from the East Sea to the West Sea, and you can block off the communication of other states. Accordingly, the states of Yan and Zhao can no longer reach the states of Qi and Chu, and vice versa. Then you can suppress Yan and Zhao and manipulate Qi and Chu. These four states will submit to you even before you take any military action against them."

### **Someone Offered Suggestions to Qin's King on Behalf of the Six States Located East of Mount Xiao**

On behalf of the Six States located east of Mount Xiao, someone went to consult with the king of the state of Qin and said, "Although you might have a vast territory, it is not enough to ensure the safety of your state. Although you might have a huge population, it is not enough to ensure the great might of your state. Suppose a state with a vast territory would always be safe, and a state with a huge population would always be powerful, the offspring of Jie and Zhou would have been in power! Previously, the state of Zhao was very powerful. How powerful used Zhao to be? Well, it



【原文】

若？举左案齐，举右案魏。仄案万乘之国二，国千乘之宋也。筑刚平，卫无东野，刍牧薪采，莫敢窥东门。当是时，卫危于累卵，天下之士相从谋曰：‘吾将还其委质，而朝于邯郸之君乎？’于是天下有称伐邯郸者，莫不令朝行。魏伐邯郸，因退为逢泽之遇，乘夏车，称夏王，朝为天子，天下皆从。齐太公闻之，举兵伐魏，壤地两分，国家大危。梁王身抱质执璧，请为陈侯臣，天下乃释梁。郢威王闻之，寝不寐，食不饱，帅天下百

【今译】

服两个拥有一万辆战车的大国，如同压制拥有一千辆战车的宋国一样。赵国占领了刚平，卫国失掉了东部的土地，放牧打柴的人都不敢出东门。正当那时，卫国非常危急。天下士人集合起来商量道：‘难道我们将要朝拜邯郸的君主吗？’于是天下有声称讨伐赵国的，都号令他们第二天一早出发。魏国攻下邯郸，然后魏王退兵，跟各国诸侯在逢泽会晤，自己乘坐着中原地区的车子，自称为中原王，率领各国朝拜周天子，各国君主都跟随他前行。齐太公听说了这件事，派兵攻打魏国，魏国的领土被分为两半，国家十分危急。魏王亲自怀抱抵押品、拿着美玉，请求向齐国称臣，天下各国才放过了魏国。楚威王听说了这件事，睡不着





conquered the state of Qi on its left flank and suppressed the state of Wei on its right flank. It defeated these two states with ten thousand chariots each as if they were only states with one thousand chariots like the small Song. Zhao also occupied Gangping, and therefore the state of Wei lost control over its eastern territory. As a result, people didn't dare go to these areas to graze animals or collect firewood. At that time, the state of Wei was in severe danger. Then scholars all over the world converged to discuss the situation and said, 'Do we really have no choice but to devote ourselves to working for the sovereign of the state of Zhao?' Hence, if somebody among them advocated attacking Handan, the rest would follow him, announcing that they would take military action the next morning. After the troops of the state of Wei conquered Handan, the king of Wei returned and held a meeting to meet other states' sovereigns in Fengze. He went there in a well decorated carriage made in the central part of China. He proclaimed himself king of central China and asked his peers to go to the court of the sovereign of the state of Zhou to worship the Son of Heaven (nominally, the sovereign of Zhou was still considered Son of Heaven). All the other sovereigns followed him. When Duke Tai of the state of Qi heard of this, he sent his troops to attack the state of Wei. Thus Qi occupied half of the territory of Wei and therefore put the state of Wei under severe threat. The king of Wei presented a hostage and a precious jade in person to the sovereign of Qi and expressed his hope of being regarded as a dependency of Qi. So other states of the world



### 【原文】

姓以与申缚遇于泗水之上，而大败申缚。赵人闻之，至枝桑；燕人闻之，至格道。格道不通，平陆绝。齐战（败）[则]不胜，谋则不得，使陈毛释剑搢，委南听罪，西说赵，北说燕，内喻其百姓，而天下乃（齐释）[释齐]。于是夫积薄而为厚，聚少而为多，以同言郢威王于侧纣之间。臣岂以郢威王为政衰谋乱以至于此哉？郢为强，临天下诸侯，故天下乐伐之也。”

### 【今译】

觉，吃不好饭，率领天下各国联军跟齐国将领申缚指挥的军队在泗水岸边交战，严重挫败了申缚的军队。赵国听说后，派兵出征到枝桑；燕国听说后，派兵出征到格道。格道不能通行，平陆被阻断。齐国在战斗中不能取胜，谋划不能实现，就派陈毛解下佩剑、摘掉帽子，到南方请罪，并派人向西游说赵国、向北游说燕国停止进攻齐国，在国内做百姓的工作，天下各国这才放过了齐国。于是天下士人又逐渐聚合起来，共同谋划讨伐楚威王。我难道是以为楚威王因为政治衰败、策略混乱才到了这个地步吗？楚国强大，高居于天下各国之上，所以天下各国才乐意讨伐它。”



stopped attacking Wei. When King Wei of the state of Chu heard of this, he couldn't sleep well, nor could he enjoy his meals. So he led allied forces consisting of people from various states to confront Shen Fu, the general of the state of Qi, on the bank of the Sishui River. The allied forces defeated Shen Fu's army badly. When the king of the state of Zhao heard of this, he ordered his troops to march to Zhisang. When the king of the state of Yan heard of this, he ordered his troops to march to Gedao. Thus Gedao was blockaded and Pinglu was besieged. The state of Qi couldn't win the war, nor could it implement its strategies. Taking off his sword and hat, Chen Shi was sent to the south to apologize to Chu. Qi also sent emissaries to the state of Zhao in the west and the state of Yan in the north respectively to implore these two states to stop their aggression against Qi. In addition, it appeased the people in the state. Then other states in the world gave up aggression against Qi. After that, more and more scholars converged to conspire against King Wei of the state of Chu. Do I really think King Wei deserved to be attacked because he had pursued tyrannical policies or put his state into chaos? The state of Chu was very powerful and therefore overwhelmed other states in the world. So other states willingly launched concerted attacks against it."



## 卷七 秦 五

### 谓秦王曰

#### 【原文】

谓秦王曰：“臣窃惑王之轻齐易楚，而卑畜韩也。臣闻：‘王兵胜而不骄，伯主约而不忿。’胜而不骄，故能服世；约而不忿，故能从邻。今王广德魏、赵而轻失齐，骄也；战胜宜阳，不恤楚交，忿也。骄忿，非伯主之业也。臣窃为大王虑之而不取也！”

“《诗》云：‘靡不有初，鲜克有终。’故先王之所重者，唯始与终。何

#### 【今译】

有人对秦王说：“大王轻视齐国，怠慢楚国而且鄙视韩国，我私下对此感到疑惑！我听说：‘能够称王的人即使在战争中取得胜利也不会骄傲，能够称霸的人会收敛自己而不结怨。’取得胜利却不骄傲，所以能够让世人佩服；收敛自己而不结怨，所以能让邻国服从自己。如今大王给魏国和赵国施加大量的恩惠，而轻慢齐国，这就是骄傲；在宜阳一战中取得胜利，而不顾惜跟楚国的交情，这就是结怨。骄傲和结怨都不能成就霸主大业。我私下为大王着想，认为这么做是不可取的！”

“《诗经》中说：‘任何事情都有一个良好的开端，但很少能有美好的

**The Fifth Volume on Qin**

**Someone Had a Talk with Qin's King**

Someone had a talk with the king of the state of Qin and said, "I am confused by the fact that Your Majesty looks down upon the state of Qi, pays no attention to the state of Chu and attaches no importance to the state of Han. I heard that a sovereign capable of unifying the world and becoming King wouldn't be arrogant although he might have won a great victory. A sovereign able to establish a most powerful state and become Lord-protector would behave himself and avoid being at enmity with other states. He should not be arrogant after a great victory, so people all over the world would admire him. He behaving himself and avoiding incurring enmity, neighbouring states would submit to him. Now Your Majesty has given many generous favours to the states of Han and Wei. However, you don't pay any attention to damaging relations with the state of Qi. That's your arrogance. You have won a victory in Yiyang, but you don't attach importance to establishing good diplomatic relations with the state of Chu. Thus you may provoke Chu's enmity towards you. If you are both arrogant and stimulate enmity, you cannot establish a most powerful state. I personally think that Your Majesty shouldn't act that way!

"It is said in *Shijing*, 'All undertakings have good





### 【原文】

以知其然？昔智伯瑤残范、中行，围逼晋阳，卒为三家笑；吴王夫差柄越于会稽，胜齐于艾陵，为黄池之遇，无礼于宋，遂与句践禽，死于干隧；梁君伐楚胜齐，制赵、韩之兵，驱十二诸侯以朝天子于孟津，后子死，身布冠而拘于（秦）[齐]。三君非无功也，能始而不能终也。今王破宜阳，残三川，而使天下之士不敢言；雍天下之国，徙两周之疆，而世主不敢交阳

### 【今译】

结局。”因此以前的君主所看重的就是事情的开端与结局。怎么知道是这样的呢？从前智伯瑤残害范氏，中行氏，围困晋阳，最终却成为韩国、赵国和魏国的笑柄；吴王夫差曾经把越王囚禁在会稽，在艾陵战胜了齐军，在黄池会盟诸侯的时候，对宋国君主无礼，于是宋国伙同越王句践将夫差擒获，夫差死在了干隧；魏国君主挫败楚国，战胜齐国，控制了赵国和韩国的兵力，驱遣十二个国家的君主到孟津朝拜天子，后来他的太子被杀死，自己穿戴着粗布衣冠被扣押在齐国。以上这三个君主并没有功劳，他们能有好的开端，但是不能善终。如今大王攻破了宜阳，摧毁了三川，并使得天下的士人都不敢多作议论，占有天下的国家，徙东，西周迁移边界，但其他国家的君主却不教在阳侯要塞会盟；占据了



beginnings, but few end up in success.' So, sovereigns in ancient times would pay a lot of attention to both the beginning and the end of every undertaking. How do I know this? Well, previously, Marquis Zhi, whose name was Yao, uprooted the Fans and Zhongxings and besieged the city of Jinyang. However, he finally was defeated by the three states of Han, Zhao and Wei and derided by the people of the world. Fu Chai, the former king of the state of Wu, confined Gou Jian, the king of the state of Yue, in Kuaiji, defeated the troops of the state of Qi in Ailing, and summoned other states' sovereigns to participate in a meeting held by him in Huangchi. But he offended the state of Song at this meeting. Due to his discourtesy, the king of Song united with Gou Jian and captured him. Then he was killed in Gansui. The king of the state of Wei destroyed the state of Chu and conquered the state of Qi. He defeated the troops of both the state of Zhao and the state of Han. He also led the sovereigns of twelve states to worship the Son of Heaven in Mengjin. However, his crown prince lost his life. He himself was forced to wear ordinary cotton clothes and was detained in the state of Qin. Regarding these aforementioned three sovereigns, it is not that they were not meritorious. They simply couldn't maintain their efforts till the end. Now Your Majesty have occupied Yiyang and ruined Sanchuan. Scholars in the world dare not argue about this. You have taken over many states in the world and forced the two Zhous to rearrange their borders. Other states' sovereigns dare not meet at the Yangzhou Fortress to exchange their views on the current

### 【原文】

侯之寡，取黄棘，而韩、楚之兵不敢进。王若能为此尾，则三王不足四，五伯不足六；王若不能为此尾，而有后患，则臣恐诸侯之君，河、济之士，以王为吴、智之事也！

“《诗》云：‘行百里者，半于九十。’此言末路之难[也]。今大王皆有骄色，以臣之心观之，天下之事，依世主之心，非楚受兵，必秦也。何以知其然也？秦人援魏以拒楚，楚人援韩以拒秦，四国之兵敌，而未能复战也。齐、宋在绳墨之外以为权，故曰：‘先得齐、宋者（伐秦）[成]。’秦

### 【今译】

黄棘，但是韩国和楚国却不敢派兵迎击。大王如果能够善终，就足以跟三王、五霸相提并论了；大王如果不能善终，就会有后患，我担心其他国家的君主，黄河、济水沿岸的士人就会对大王做出吴王夫差以及智伯遇到的那样的事情啊！

“《诗经》中说：‘行百里者，半于九十。’这是说最后的那段路很难坚持下去啊。现在大王满是骄傲的神色，从我自己的角度来看目前天下的形势，按照其他国家君主的心思，他们不是联合起兵进攻楚国，就是进攻秦国。怎么知道是这样的呢？秦国援助魏国来抗击楚国，楚国援助韩国来抗击秦国。这四个国家的兵力势均力敌，因而不能继续交战。齐国和宋国置身局外，却是举足轻重的。所以说：‘首先争取到齐国和



situation. You have occupied Huangji, but the states of Han and Chu dare not send their troops to confront yours. If Your Majesty can maintain these achievements and keep on making great efforts till the end, you can be as powerful and successful as the Three King Ancestors and the Five Lord-protectors. On the contrary, if you cannot do this, you will be in trouble. If this is the case, I am afraid that other states' sovereigns and scholars living along the banks of the Yellow River and the Jishui River will conspire against Your Majesty and put you in the same position as Fu Chai and Marquis Zhi previously experienced.

"It is said in *Shijing*, 'If a person heading for one destination located one hundred *li* away gives up after he has marched ninety *li*, there is no difference between he and those who give up halfway.' This saying shows that it is very difficult to attain a goal especially when one reaches the last phases of his undertaking. Recently, Your Majesty appeared very arrogant. According to my opinion of the current world situation, other states' sovereigns will launch concerted attacks either on the state of Qin or on the state of Chu. How do I know this? Look, the people of Qin are ready to support the state of Wei in confronting the state of Chu. The people of Chu are prepared to assist the state of Han in fighting your state. These four states cannot engage because the military forces of both sides counterbalance each other. On the other hand, the states of Qi and Song simply keep out of this contest. Therefore, due to their potential influence, they should not be overlooked. Hence, it is said, 'Whoever can



### 【原文】

先得齐，宋，则韩氏铄；韩氏铄，则楚孤而受兵也。楚先得齐，则魏氏铄；魏氏铄，则秦孤而受兵矣。若随此计而行之，则两国者必为天下笑矣！”

### 【今译】

宋国的就能成事。’如果秦国先争取到齐国和宋国，韩国就会削弱。韩国削弱了，楚国就会因孤立无援而受到进攻。如果楚国首先争取到齐国和宋国，魏国就会削弱。魏国削弱了，秦国就会因孤立无援而受到进攻。如果依照这一计策行事，秦国和楚国就必定要有一方失败而被天下人耻笑。”

## 秦王与中期争论

### 【原文】

秦王与中期争论，不胜。秦王大怒，中期徐行而去。或为中期说秦王曰：“悍人也，中期！适遇明君故也，向者遇桀、纣，必杀之矣！”秦王因不罪。

### 【今译】

秦王跟中期辩论，没有取胜。秦王十分恼火，中期不慌不忙地走了。有人为中期游说秦王说：“中期真是个鲁莽的人！他刚好遇到了圣明的君主，要是遇到像桀、纣那样的君主，一定会把他杀了！”于是秦王不再怪罪中期。

## 献则谓公孙消

### 【原文】

献则谓公孙消曰：“公，太后之尊者也，数伐有功，所以不为相者；

### 【今译】

献则对公孙消说：“您在大臣们当中是非常受尊敬的，几次带兵出征都立下战功。之所以没有被任命为相国，是因为太后不喜欢您的样



win over Qi and Song first will win the war. ' If Qin wins over Qi and Song first, the state of Han will weaken. If Han is weak, the state of Wei will become isolated and therefore suffer aggression. If Chu wins over Qi and Song first, the state of Wei will weaken. If Wei is weak, the state of Qin will become isolated and therefore suffer aggression. If this is the case, either the state of Qin or the state of Chu will be defeated and derided by people all over the world. "

### **Qin's King and Zhong Qi Had a Dispute**

The king of the state of Qin had a dispute with Zhong Qi (a persuasive talker) but failed to beat him. So the king became very angry. However, Zhong Qi walked out of the king's palace leisurely. On Zhong Qi's behalf, someone went to the king and said, "Look, what an obtrusive man Zhong Qi is! He is lucky to be under the leadership of such a wise sovereign. If he lived in Jie or Zhou's times, he would have definitely been sentenced to death!" Due to this talk, the king forgave Zhong Qi.

### **Xian Ze Had a Talk with Gongsun Xiao**

Xian Ze had a talk with Gongsun Xiao and said, "Look, you are a very respectable high-ranking court official. You have commanded in several wars and made great contributions to the state. The reason why you haven't been appointed to be prime minister of our state is that the queen mother

### 【原文】

太后不善公也。(辛)[半]戎者,太后之所亲也,今亡于楚,在东周。公何不以秦、楚之重,资而相之于周乎?楚必便之矣。是(辛)[半]戎有秦、楚之重,太后必悦公,公相必矣。”

### 【今译】

故。(辛)[半]戎是太后所亲近的人,如今从楚国逃亡后,住在东周。您何不凭借着秦国和楚国的势力,资助他做东周的相国呢?楚国也定会给予方便的。这样,(辛)[半]戎就可以以秦国和楚国为靠山,您也一定会博得太后欢心,您就一定能做相国了。”

## 楼昫约秦魏

### 【原文】

楼昫约秦、魏,魏太子为质。纷强欲败之,谓太后曰:“国与还者也,败秦而利魏,魏必负之。负秦之日,太子为粪[土]矣!”太后坐王而泣。王因疑于太子,令之留于酸枣。楼子患之。昭衍为周之梁,楼子告之。

### 【今译】

楼昫撮合秦国跟魏国结盟,让魏国太子到秦国去做人质。纷强想破坏这件事,就对魏国太后说:“盟国之间的关系是反复无常的。如果有能够破坏秦国并且有利于魏国的事情,魏国一定会背信弃义的。魏国背叛秦国的那天,太子就要化为粪土了!”太后坐在魏王面前哭泣。于是魏王对于让太子到秦国做人质一事怀有疑虑,命令太子停留在酸枣。楼昫很担心。刚好昭衍为东周出使魏国,楼昫就把这事告诉了昭



dislikes you. Remember Mi Rong? He is a close relative of the queen mother. He has been residing in the state of East Zhou since he fled from the state of Chu. Why not help him obtain the position of prime minister of East Zhou through the influence and might of both our state and the state of Chu? Chu will certainly help you realize this goal. Thus Mi Rong can benefit from the power of Qin and Chu. In that case, the queen mother will be very happy with you. As a result, you will definitely be appointed to be the new prime minister. ”

### Lou Wu Allied Qin with Wei

Lou Wu built an alliance between the state of Qin and the state of Wei. He also wanted to send the crown prince of Wei to Qin as a hostage. Fen Qiang wanted to destroy the ties between these two states, so he told Wei's queen mother, “Due to the ever-changing situation, the relationship between allied states is unreliable. As soon as Wei finds that it is possible to cause damage to Qin and benefit itself at the same time, Wei will breach any agreement with Qin. On the day Wei betrays Qin, the crown prince will lose his life!” The queen mother sat before the king and cried. So the king of Wei wondered whether or not it was a correct decision to send the crown prince to Qin. He ordered the crown prince to sojourn in Suanzao and await further instructions. Lou Wu was afraid that his plan might fail. Zhao Yan, an emissary from the state of East Zhou, happened to visit the state of

### 【原文】

昭衍见梁王，梁王曰：“何闻？”曰：“闻秦且伐魏。”王曰：“为期与我约矣。”曰：“秦疑于王之约，以太子之留酸枣而不之秦。秦王之计曰：‘魏不与我约，必攻我。我与其处而待之见攻，不如先伐之。’以秦强，折节而下与国，臣恐其害于东周。”

### 【今译】

衍。昭衍拜见魏王时，魏王问道：“听到什么情况没有？”昭衍说：“听说秦国即将攻打魏国。”魏王说：“秦国已经跟我们约定好结盟的日期了！”昭衍说：“秦国对跟大王的约定表示怀疑，这是因为太子逗留在酸枣而不前往秦国的缘故。秦王的计谋是：‘假如魏国不跟我们结盟，就一定会进攻我国。我与其等着让它来进攻，不如我先攻打它。’凭借秦国的强大，屈尊跟盟国联合，我担心它会损害东周。”

## 濮阳人吕不韦贾于邯郸

### 【原文】

濮阳人吕不韦贾于邯郸，见秦质子异人，归而谓父曰：“耕田之利几倍？”曰：“十倍。”“珠玉之赢几倍？”曰：“百倍。”“立国家之主赢几倍？”曰：“无数。”曰：“今力田疾作，不得暖衣余食。今建国立君，泽可以遗

### 【今译】

濮阳人吕不韦在邯郸做生意，看到在赵国做人质的秦国王子异人，回到家中对他的父亲说：“种地的利润能有几倍？”他的父亲回答说：“有十倍。”（吕不韦又问：）“贩卖珍珠玉器的赢利有多少倍？”父亲说：“一百倍。”（吕不韦接着问：）“拥立一个国家的君主，赢利是多少倍？”父亲说：“无数倍。”吕不韦说：“如今我们辛辛苦苦地耕田种地，也不能穿暖吃



Wei on a diplomatic mission. Lou Wu told him about the situation. When Zhao Yan went to see the king of Wei, the king asked him, "Do you have any new information?" Zhao Yan said, "I heard that the state of Qin is about to attack your state." The king said, "We have already made arrangements with Qin on building an alliance between our two states." Zhao Yan said, "However, Qin doubts that Your Majesty will keep your words, because the crown prince is now staying in Suanzao instead of going to Qin. The king of Qin thinks, 'If Wei refuses to build up an alliance with us, it will definitely attack us. So I will attack it first rather than taking action after it invades us. 'Powerful as the state of Qin is, it allows itself to forge alliances to launch attacks on other states. I am afraid that it might also pose a threat to our state. "

**Lü Buwei, a Man from Puyang, Was Doing Business in Handan**

Lü Buwei, a man from Puyang, was doing business in Handan and saw Prince Yiren who stayed in Zhao as Qin's hostage. Lü Buwei went home and asked his father, "How much more money can one make compared with the amount he invests in farming?" "Ten times." "How much more can be gained by trading pearls and jade?" "One hundred times." "How much more can be gained by establishing a state or enthroning a sovereign?" "That's beyond measure." Lü Buwei said, "Well, we work hard in the fields to grow crops, but

### 【原文】

世。愿往事之。”

秦王子异人质于赵，处于屠城。故往说之，曰：“子侯有承国之业，又看母在中。今子无母子中，外托于不可知之国，一旦倍约，身为粪土。今子听吾计事，求归，可以有秦国。吾为子使秦，必来请子。”乃说秦王后弟阳泉君曰：“君之罪至死，君知之乎？君之门下无不居高尊位，太子门下无贵者。君之府藏珍珠宝玉，君之骏马盈外厩，美女充后庭。王之春秋高，一旦山陵崩，太子用事，君危于累卵，而不寿于朝生！说有可以一切，而使君富贵千万岁，其宁于太山四维，必无危亡之患矣。”阳泉君

### 【今译】

说：“有点余粮，如果现在建立一个国家，树立一个国君，子孙后代就可以享用我们的恩泽。我想做这件事。”

秦国王子异人在赵国做人质，住在聊城。吕不韦特意前往聊城对她说：“子侯具备继承王位的基础，还有他的母亲在宫中帮助他。如今您没有母亲在宫中，又托身于一个不可知的国家，一旦秦国和赵国背弃盟约，你就会化为粪土。如果您根据我的安排行事，请求回到秦国，就可以拥有秦国。我为您出使秦国，秦国一定会来请您回国。”

于是吕不韦对秦王后的弟弟阳泉君说：“您已经犯下了死罪，您自己知道吗？您手下的人个个都身居高官显职，太子手下的人却没有一个显贵的。您的府库里藏满珍珠、宝贝与美玉，马厩里充斥着骏马，后院里住满美女。大王年事已高，一旦哪天与世长辞，太子执政，您的形势就会非常危险，不可能活到第二天。有一个办法可以让您享受千万年的富贵，稳如泰山，一定会消除一切危险和忧患。”阳泉君离开自己的



still don't have enough to eat and wear. We have no surplus food at all. If we can establish a state or enthrone a sovereign, we can benefit our offspring. I am going to do that."

Prince Yiren of Qin was a hostage to Zhao and lived in Liaocheng. Lü Buwei went there on purpose to say to him, "Zixi has the right to take over the regime. His mother also stays in the palace. Your mother is not in the palace, and you are now living in a very unreliable state. Once the two states—Zhao and Qin—break faith with each other, you will lose your life. If you listen to my advice and follow my suggestions to ask for permission to go back to Qin, you can take over the regime. I am going to Qin to negotiate with the king for you. Qin will definitely invite you to go back."

Lü Buwei then went to persuade the lord of Yangquan, the brother of Qin's queen, and said, "Due to your misconduct, you can be sentenced to death. Don't you know that? All your relatives and friends hold very powerful and high positions. But those of the crown prince are of no power at all. Your private depots are full of pearls, treasures and precious jade, your stalls are full of swift horses, and your houses are full of beautiful concubines. The king is very old. Once he dies, the crown prince will take over the regime. As a result, you will find yourself in danger. If this is the case, you won't be able to live till the next day. But if you use my stratagem, you can maintain your wealth and power for tens of thousands of years to come. You will be as safe as Mount Tai and free from danger and trouble." The lord of Yangquan left



### 【原文】

避席，“请闻其说。”不韦曰：“王年高矣，王后无子。子侯有承国之业。（士）[杜]仓又辅之。王一日山陵崩，子侯立，（士）[杜]仓用事，王后之门，必生蓬蒿！子异人，贤材也，弃在于赵，无母于内，引领西望，而愿一得归。王后诚请而立之，是子异人无国而有国，王后无子而有子也。”阳泉君曰：“然。”人说王后，王后乃请赵而归之。

赵未之遣。不韦说赵曰：“子异人，秦之宠子也，无母于中，王后欲取而子之。使秦而欲屠赵，不顾一子以留计，是抱空质也。若使子异人归而得立，赵厚送遣之，是不敢倍德畔施，是自为德讲。秦王老矣，一日晏驾，虽有子异人，不足以结秦。”赵乃遣之。

异人至，不韦使楚服而见，王后悦其状，高其知，曰：“吾楚人也。”

### 【今译】

座位，请吕不韦给他解释这么说的根据。吕不韦说：“大王年事已高，王后没有儿子，子侯有继承王位的基础，又有杜仓辅佐他。一旦哪天大王去世了，子侯继位，杜仓执掌国政，王后门前一定会生满野草了。王子异人非常贤德而有才能，他被遗弃在赵国，宫里也没有母亲，他伸长脖子向西张望，希望有朝一日能够回归秦国。如果王后能请回他并且将他立为太子，这样一来，王子异人本来没有国家也可以拥有国家了，王后本来没有儿子也可以有儿子了。”阳泉君说：“说得对。”于是去劝说王后，王后请求赵国让王子异人回国。

在赵国没有把异人送回去之前，吕不韦对赵国说：“王子异人是秦王非常宠爱的儿子，他在宫中没有母亲了，王后想收他为儿子。假使秦国想攻打赵国，不会因为顾及一个儿子而放弃这个计划，那这个人质就没有任何实际的意义了。假如让王子异人回国并且得以立为太子，赵国奉上丰厚的礼品送他回国，他一定不敢背叛赵国的恩德，定会因此而与赵国交好。秦王老了，一旦去世，赵国虽然有异人作为人质，也不足以结交秦国。”于是赵国遣送异人回国。

异人回到秦国后，吕不韦让他穿上楚地的衣服去拜见王后。王后



his seat and asked Lü Buwei to explain it to him. Lü Buwei said, "Now the king is very old. The queen doesn't have her own son. Zixi is qualified to take over the regime, and Du Cang is also there to help him. Once the king dies, Zixi will be enthroned, and Du Cang will be there to manage government affairs. Thus the queen will be estranged. Prince Yiren is a wise and able person. He has been discarded in Zhao, and his mother has died. He is longing for the west (referring to Qin) and looking forward to coming back to Qin. If the queen can invite him back and enthrone him as crown prince, Prince Yiren will have a state even if he had no state previously, and the queen will have a son even though she had no son before." The lord of Yangquan said, "You are right." The lord went to inform the queen. Then the queen asked Zhao to send the prince back to Qin.

Before Zhao sent Yiren back, Lü Buwei went to persuade Zhao, "Prince Yiren is the most cherished son of Qin's king. His mother is dead. The queen wants to adopt him. Suppose Qin wanted to attack Zhao, it would not change its decision because of one prince. Therefore, it is of no use to keep the hostage. If you send Prince Yiren back, he will be enthroned. Why not send him back to Qin along with generous gifts? Thus he will be grateful to you and therefore, will establish good relations with Zhao. Qin's king is very old. Once he dies, even if you might keep Prince Yiren here, it is not enough to maintain good relations with Qin." So Zhao sent Yiren back.

Yiren arrived in Qin. Lü Buwei dressed him in a suit of

### 【原文】

而自子之，乃变其名曰楚。王使子蒲，子曰：“少奔捐在外，尝无师傅所教学，不习于诵。”王罢之，乃留止。闻曰：“陛下尝轶车于赵矣，赵之豪桀得知名者不少。今大王反国，皆西面而望。大王无一介之使以存之，臣恐其皆有怨心。使边境早闭晚开。”王以为然，备其计。王后劝立之。王乃召相，令之曰：“寡人子莫若楚。”立以为太子。

子楚立，以不韦为相，号曰文信侯，食蓝田十二县。王后为华阳太后，诸侯皆致秦邑。

### 【今译】

很欣赏他的外表与装扮，认为他很有智慧，说：“我来自楚国啊。”并且认他为儿子，给他改名叫“楚”。秦王让他诵读诗书，他说：“我从小被抛弃在外国，不曾有老师教我学习经书，我不习惯读书。”秦王不再勉强他。他还是留下来。过了一会儿，他说：“陛下曾经在赵国作过停留，得以结交了不少赵国的豪杰。如今大王回国，他们都向西凝望。大王没有派一个使者去问候他们，我担心他们心中会有些不满。不如命令边境早闭晚开，加强戒备。”秦王认为他说得有道理，惊叹他的心计。王后劝秦王立他为太子。于是秦王召来相国，命令他对全国下令说：“我的儿子中没有谁能比得上楚。”把楚立为了太子。

子楚即位后，任命吕不韦为相国，赐号文信侯，封给他蓝田十二个县作为采邑。王后被封为华阳太后，各国诸侯都进献城邑给秦国。



the Chu area. The queen loved his appearance and considered him very intelligent. She said, "I came from Chu." And she looked upon him as her own son. She also changed his name into "Chu". The king asked the prince to read something. The prince said, "I have been discarded in the distance since I was a child. There was no tutor there to teach me, so I am not used to reading." The king gave up, but the prince still stayed there and didn't leave. After a while, he said, "Your Majesty, previously, you paid a visit to Zhao and met many outstanding people in Zhao. They have been concerned about the situation in the west (referring to the state of Qin) since you came back. However, you have not sent even one messenger to express your regards towards them. I am afraid that they might feel enmity towards you. So please order the guards to open the border pass later in the morning and lock it earlier in the evening (referring to keeping on high alert)." The king thought this was a good idea and wondered at his schemes. The queen persuaded the king to enthrone him as crown prince. The king then called in the prime minister and asked him to issue an order to the state as follows: "Among all my sons, no one is as good as Chu." Chu was enthroned to be crown prince.

After Prince Chu took over the state, he appointed Lü Buwei to be his prime minister, proclaimed him Marquis Wenxin and conferred on him twelve counties of the Lantian area. The queen was proclaimed Queen Mother of Huayang. All other states ceded some cities and towns to Qin.

## 文信侯欲攻赵

### 【原文】

文信侯欲攻赵以广河间，使刚成君蔡泽事燕，三年而燕太子质于秦。文信侯因请张唐相燕，欲与燕共伐赵，以广河间之地。张唐辞曰：“燕者，必径于赵，赵人得唐者，受百里之地！”文信侯去而不快。少庶子甘罗曰：“君侯何不快甚也？”文信侯曰：“吾令刚成君蔡泽事燕，三年而燕太子已入质矣。今吾自请张卿相燕，而不肯行。”甘罗曰：“臣行之。”文信君叱去曰：“我自行之而不肯，汝安能行之也？”甘罗曰：“夫项橐生七岁而为孔子师，今臣生十二岁于燕矣！君其试臣，奚以遽言叱也？”

### 【今译】

文信侯打算进攻赵国，来扩展河间地区的领土。他派刚成君蔡泽侍奉燕国，三年后，燕国就把太子送到秦国做人质。于是文信侯安排张唐到燕国做相国，目的是想跟燕国一起攻打赵国，来扩展河间的土地。张唐推辞说：“去燕国，一定要途径赵国，赵国人抓获我的，就能得到一百里土地的封赏！”文信侯很不高兴地走了。文信侯年少的家臣甘罗问他：“您怎么这样不高兴呢？”文信侯说：“我命令刚成君蔡泽侍奉燕国，三年后，燕国就把太子送来做人质了。刚才我亲自劝说张唐做燕国的相国，他却不肯去。”甘罗说：“我能让他去。”文信侯呵斥他道：“我亲自让他去，他都不肯，你怎能说服他前往？”甘罗说：“项橐七岁就做了孔子的老师，如今我已经有十二岁了，您可以让我试试，为什么马上就呵斥我？”



### Marquis Wenxin Planned to Invade Zhao

Marquis Wenxin (or Lü Buwei) of the state of Qin planned to invade the state of Zhao to enlarge Qin's territory located in the area of Hejian. So he sent Cai Ze, also known as Lord Gangcheng, to work for the government of the state of Yan. Three years later, Yan sent its crown prince as a hostage to Qin to prove its loyalty towards Qin. Then in order to ally with the state of Yan to invade the state of Zhao and enlarge the territory in Hejian, Marquis Wenxin asked Zhang Tang to serve as prime minister of the state of Yan. But Zhang Tang rejected this and said, "If I go to the state of Yan, I will have to pass through the state of Zhao. If someone in Zhao captures me, he will be rewarded with one hundred square *li* of land." Marquis Wenxin was very unhappy and left. Gan Luo, the marquis' private boy servant, asked Marquis Wenxin, "Why are you looking so unhappy, Sire?" Marquis Wenxin said, "I sent Lord Gangcheng to work for the state of Yan. Three years later, Yan sent its crown prince here as a hostage. I just asked Zhang Tang to serve as prime minister of the state of Yan, but he rejected me." Gan Luo said, "I can persuade him to go to Yan." Marquis Wenxin scolded him, "I have begged him in person. But he doesn't want to go there. How can you change his mind?" Gan Luo said, "Well, Xiang Tuo became Kongzi's tutor at the age of seven. Now I am already twelve years old. You can at least let me have a try. Why did you

### 【原文】

甘罗见张唐，曰：“卿之功，孰与武安君？”唐曰：“武安君战胜攻取，不知其数；攻城堕邑，不知其数。臣之功不如武安君也。”甘罗曰：“卿明知功之不如武安君与？”曰：“知之。”“应侯之用秦也，孰与文信侯专？”曰：“应侯不如文信侯专。”曰：“卿明知为不如文信侯专与？”曰：“知之。”甘罗曰：“应侯欲伐赵，武安君难之，去咸阳七里，绞而杀之。今文信侯自请卿相燕，而卿不肯行，臣不知卿所死之处矣！”唐曰：“请因偏子而行。”令库具车，厩具马，府具币，行有日矣。甘罗谓文信侯曰：“借臣车五乘，请为张唐先报赵。”

见赵王，赵王郊迎。谓赵王曰：“闻燕太子丹之入秦与？”曰：“闻

### 【今译】

甘罗去见张唐，说：“您的功劳跟武安君比起来，谁的多？”张唐说：“武安君战无不胜，攻无不取，打的胜仗不计其数，所攻取的城邑也不计其数。我的功劳比不上武安君。”甘罗问：“您清楚地知道自己的功劳比不上武安君吗？”张唐说：“知道。”“应侯在秦国掌权，跟文信侯比起来，谁的权力更大？”张唐说：“应侯比不上文信侯权势大。”甘罗说：“您很清楚地知道应侯的权势比不上文信侯吗？”张唐说：“知道。”甘罗说：“应侯想攻打赵国，武安君刁难他，应侯就在离咸阳七里远的地方把武安君绞死了。如今文信侯亲自请您做燕国的相国，您却不肯去，我不知道您将会在哪里丧命呢！”张唐说：“我就听你的话去吧。”他命令车库备好车子，马厩备好马，府库备好钱财，很快就要出发了。甘罗对文信侯说：“借给我五辆车子，请让我先替张唐通报赵国。”

甘罗前去拜见赵王，赵王亲自到郊外迎接他。甘罗对赵王说：“您听说燕国太子丹到秦国去了吗？”赵王说：“听说了。”“听说张唐要做燕



just scold me immediately?"

Gan Luo then went to see Zhang Tang and asked him, "Comparing your contributions with those of Lord Wu'an, who is more meritorious?" Zhang Tang said, "Lord Wu'an won numerous battles and occupied innumerable towns and cities. I am not as meritorious as he was." Gan Luo asked further, "Are you sure that you are not as meritorious as Lord Wu'an?" "Yes, I am sure." "Comparing the power of Marquis Ying with that of Marquis Wenxin, who is more powerful in our state?" "Marquis Ying is not as powerful as Marquis Wenxin." "Are you sure that Marquis Ying is not as powerful as Marquis Wenxin?" "Yes, I am sure." Gan Luo said, "Previously, Marquis Ying wanted to invade the state of Zhao. But Lord Wu'an disagreed with him. As a result, Lord Wu'an was hung at a place seven *li* away from the capital of Xianyang. Now Marquis Wenxin has asked you to serve as prime minister of the state of Yan in person. But you refused to do so. I don't know where you will lose your life!" Zhang Tang said, "I will listen to you and go to Yan, boy." Then Zhang Tang had carriages, horses, money and other gifts prepared and was ready to go to Yan in a few days. Gan Luo told Marquis Wenxin, "Please lend me five carriages and allow me to report on Zhang Tang's journey to the king of the state of Zhao."

Gan Luo left to meet the king of Zhao, and the king came to the suburbs to welcome him in person. Gan Luo asked the king, "Have you heard that the state of Yan has sent Childe Dan, its crown prince, to our state?" The king said, "Yes, I



### 【原文】

之。”闻张唐之相燕与？”曰：“闻之。”“燕太子入秦者，燕不欺秦也；张唐相燕者，秦不欺燕也。秦、燕不相欺，则伐赵，危矣！燕、秦所以不相欺者，无异故，欲攻赵而广河间也。今王赍臣五城以广河间，请归燕太子，与强赵攻弱燕。”赵王立割五城以广河间，归燕太子。赵攻燕，得上谷三十六县，与秦什一。

### 【今译】

国的相国了吗？”赵王说：“听说了。”“燕国太子到了秦国，表明燕国没有欺骗秦国；张唐做燕国的相国，表明秦国没有欺骗燕国。秦国和燕国不互相欺骗，就会攻打赵国，那您的国家就危险了！燕国和秦国之所以不互相欺骗，没有别的原因，只是想进攻赵国来扩展河间的土地。如果大王现在能送给我五座城邑来扩展河间的土地，我就请求秦国遣送回燕国太子，跟强大的赵国一起起兵进攻弱小的燕国。”赵王立即割让了五座城邑来扩大秦国在河间的领地，秦国遣送回燕国太子。赵国进攻燕国，夺得上谷地区三十六个县，送给秦国十一个。

## 文信侯出走

### 【原文】

文信侯出走，与司空马之赵，赵以为守相。秦下甲而攻赵。

### 【今译】

文信侯被驱逐出咸阳，与他的手下司空马来到赵国，赵国任用司空马为代相国。秦国派兵进攻赵国。



have.” “Have you heard that Zhang Tang will become prime minister of the state of Yan?” The king said, “Yes, I have.” “Yan has sent its crown prince to Qin. It shows that Yan won’t cheat Qin. Zhang Tang is going to serve as prime minister of Yan. It shows that Qin won’t cheat Yan either. Now that the states of Qin and Yan don’t cheat each other, they will launch concerted attacks on the state of Zhao. In that case, your state will be in severe danger. The reason why Qin and Yan won’t cheat each other is very simple. It lies in the fact that they want to enlarge their territory in Hejian by invading Zhao. Now if Your Majesty can give me five cities to enlarge our territory in Hejian, I will ask Qin to send Yan’s crown prince back. Then we can unite with your powerful state to invade the weak Yan.” The king of Zhao immediately ceded five cities to enlarge Qin’s territory in Hejian. Qin sent the crown prince back to Yan. The state of Zhao attacked the state of Yan and seized thirty-six counties located in the area of Shanggu. After that, Zhao also ceded eleven of these counties to the state of Qin.

### **Marquis Wenxin Was Driven Out of the Capital of Xianyang**

Marquis Wenxin was driven out of the capital of Xianyang of the state of Qin. Sikong Ma, one of the marquis’ assistants, went to the state of Zhao. The state of Zhao appointed him to be deputy prime minister. The state of Qin sent troops to invade the state of Zhao.

Sikong Ma consulted with the king of Zhao and said,

### 【原文】

司空马说赵王曰：“文信侯相秦，臣事之，为尚书，习秦事。今大王使守小官，习赵事。请为大王设秦、赵之战，而亲观其孰胜。赵孰与秦大？”曰：“不如。”“民孰与之众？”曰：“不如。”“金钱粟孰与之富？”曰：“弗如。”“国孰与之治？”曰：“不如。”“相孰与之贤？”曰：“不如。”“将孰与之武？”曰：“不如。”“律令孰与之明？”曰：“不如。”司空马曰：“然则大王之国百举而无及秦者，大王之国亡！”赵王曰：“卿不远赵，而悉教以国事，愿于因计。”司空马曰：“大王裂赵之半以赂秦，秦不接刃而得赵之半，秦必悦。内恶赵之守，外恐诸侯之救，秦必受之，秦受地而却兵，赵守半

### 【今译】

司空马游说赵王说：“文信侯做秦国相国的时候，我侍奉过他，做过尚书，很熟悉秦国的情况；如今大王让我做这个小官，我熟悉赵国的情况。请让我为大王假设秦国跟赵国交战的情形，来亲身体察一下哪一方能够取胜。赵国和秦国哪个强大？”赵王说：“赵国不如秦国。”“人口哪个更多？”赵王说：“赵国不如秦国。”“财富和粮食哪个国家更富足？”赵王说：“赵国不如秦国。”“哪个国家治理得更好？”赵王说：“赵国不如秦国。”“哪个国家的相国更贤明？”赵王说：“赵国不如秦国。”“哪个国家的将军更勇武？”赵王说：“赵国不如秦国。”“哪个国家的法律和政令更严明？”赵王说：“赵国不如秦国。”司空马说：“这么说，大王的国家各个方面都没有能比得上秦国的，大王的国家就要灭亡了！”赵王说：“您不辞辛苦远道来到赵国，悉心教导我如何处理国家大事，我愿意请您来谋划对策。”司空马说：“大王割让赵国一半的领土来贿赂秦国，秦国不需交战就得到赵国一半的国土，一定会很高兴。秦国憎恶赵国内部的防



“During the time when Marquis Wenxin was prime minister of the state of Qin, I served him and was appointed to be Shangshu (the title of a kind of official). So I am familiar with the situation of the state of Qin. Now that Your Majesty has employed me, I am also familiar with the situation of the state of Zhao. Please let me explain the pre-war conditions between Qin and Zhao, and Your Majesty will see which side will win. Comparing our state with the state of Qin, which state is bigger?” “Zhao is not as big as Qin.” “Which state has a larger population?” “Zhao’s population is not as large as Qin’s.” “In terms of gold and grain, which state is more wealthy?” “Zhao is not as wealthy as Qin.” “Which state is better governed?” “Zhao is not as well governed as Qin.” “Whose prime minister is wiser and more capable?” “Zhao’s prime minister is not as wise and capable as Qin’s.” “Whose general is more valorous?” “Zhao’s general is not as valorous as Qin’s.” “Whose law is better established?” “Zhao’s law is not as well established as Qin’s.” Sikong Ma said, “Hence, the state of Qin is superior to Zhao in every aspect. Your state will soon be destroyed, Your Majesty!” The king of Zhao said, “In order to show me how to manage government affairs, you have travelled a long distance to my state. I would like to rely on you to draft a countermeasure against the invasion of the state of Qin.” Sikong Ma said, “If Your Majesty cedes a half of your territory to bribe Qin, Qin can gain a half of Zhao’s land without launching any attack on it. Certainly the king of Qin will be very happy. Qin hates the security measures in our state. Moreover, it also fears that

### 【原文】

国以自存。秦徼略以自强，山东必恐，亡赵自危，诸侯必惧。惧而相救，则从事可成。臣请[为]大王约从。从事成，则是大王名亡赵之半，实得山东以敌秦，秦不足亡！”赵王曰：“前日秦下甲攻赵，赵赂以河间十二县，地削兵弱，卒不免秦患。今又割赵之半以强秦，力不能自存，因以亡矣！愿卿之更计。”司空马曰：“臣少为秦刀笔，以官长而守小官，未尝为兵首，请为大王悉赵兵以遇。”赵王不能将。司空马曰：“臣效愚计，大王

### 【今译】

守，又担心别的国家援救赵国，一定会接受土地的。秦国接受土地后就会撤兵，赵国可以守住半壁江山，继续维持下去。秦国得到土地，壮大了自己的实力，山东各国必定会很恐惧，赵国若灭亡了，它们也会陷入危机，各国诸侯必定很害怕。他们害怕了就会互相救援，那合纵一事就能成功了。我请求为大王联合其他各国，合纵成功了，大王虽然名义上失掉了赵国一半的领土，实际上却能争取到山东各国一起来抗拒秦国，秦国定会灭亡了！”赵王说：“前些日子，秦国派兵进攻赵国，赵国拿河间地区的十二个县送给了它，土地被削弱，兵力薄弱，终究不免遭到秦国入侵。如今又要割让赵国领土的一半来壮大秦国，赵国就没有能力保存自己了，接着也就灭亡了！希望您再想个别的办法吧。”司空马说：“我年轻的时候在秦国做过书记类的事情，因为能够胜任，后来做了小官，从来没有带兵行过仗，请让我为大王率领赵国的军队来抵御秦军。”



other states might come to our rescue. So Qin will definitely accept the land we offer. If Qin accepts the land, it will withdraw its invading troops. Therefore, Zhao can keep the other half of its territory and thus prevent the state from being destroyed. Qin will be strengthened due to accepting our territory. Therefore, those states located east of Mount Xiao will be threatened by the power of Qin. If the state of Zhao is destroyed, they will also be in danger. So their sovereigns will become scared. Therefore, they will build an alliance to assist each other in case of need. Accordingly, this will provide a perfect chance for Hezong. Please let me forge an alliance with those states for Your Majesty. If we succeed, you might lose half of the state of Zhao, but you can win over those states located east of Mount Xiao to confront Qin together. If this is the case, Qin will be beaten!" The king of Zhao said, "Not long ago, the troops of Qin invaded my state. I ceded twelve counties in the area of Hejian to Qin. My territory has been greatly reduced and my military force is weak. We can not avoid Qin's aggression anyway. Now you suggest that I cede half of my state to strengthen the state of Qin. If this is the case, we will not be able to safeguard our state and it will be destroyed. Please draft another countermeasure for me." Sikong Ma said, "When I was young, I served as a kind of secretary in charge of writing down some records in Qin. Because I did a good job, I was appointed to another position of some power. However, I haven't yet commanded troops to fight any battles. Please let me lead all the officers and men of our state to confront the



### 【原文】

不用，是臣无以事大主，愿自请。”

司马去赵，渡平原。平原津令郭遗劳而问：“秦兵下赵，上客从赵来，赵事何如？”司马言其为赵王计而弗用，赵必亡。平原令曰：“以上客料之，赵何时亡？”司马曰：“赵将武安君，期年而亡；若杀武安君，不过半年。赵王之臣有韩仓者，以曲合于赵下，其交甚亲，其为人嫉贤妒功臣。今国危亡，王必用其言，武安君必死。”

韩仓果恶之，王使人代。武安君至，使韩仓数之，曰：“将军战胜，主

### 【今译】

赵王没有任用他做大将。司马说：“我献上自己愚蠢的计策，大王却不采用，这样我就没有什么能用来侍奉大王的了，自愿请求离开。”

司马离开赵国，路过平原津。平原津的长官郭遗慰劳他并问道：“秦国派兵进攻赵国，尊贵的客人从赵国来，赵国的情况怎样了？”司马说他为赵王谋划计策，但赵王却不采纳，赵国必定会灭亡。平原津的长官说：“按照您的预料，赵国什么时候会灭亡？”司马说：“如果赵国任用武安君为大将军，一年后就会灭亡；如果杀死了武安君，不出半年就会灭亡。赵王有个名叫韩仓的大臣，因为善于逢迎赵王，跟赵王的关系非常密切，这个人忌妒贤人和功臣。如今国家陷入危亡，赵王必定会听信他的话，武安君一定会丧命。”

韩仓果然败坏武安君，赵王让别人顶替了武安君的位置。武安君到来后，赵王让韩仓责备他，说：“将军在战争中获胜，大王赏赐将军战



troops of Qin." But the king of Zhao refused to appoint him to be Commander-in-Chief. Sikong Ma said, "I drafted some tactics for Your Majesty, but you didn't listen to me. So, it is of no use for me to stay here. Please let me leave the state of Zhao."

Sikong Ma left the state of Zhao. When he passed by the Pingyuan Ferry, Guo Yi, the officer in charge of the ferry, entertained him and asked him, "Qin has dispatched its troops to invade the state of Zhao, and you came from Zhao. What is the situation in Zhao?" Sikong Ma told him that he had drafted some strategies for the king of Zhao but the king didn't listen to him. He also predicted that Zhao would definitely be destroyed. The officer in charge of the Pingyuan Ferry asked him, "In your opinion, when will the state of Zhao be finished?" Sikong Ma said, "If Zhao appoints Lord Wu'an (whose name is Li Mu) to be Commander-in-Chief, it can survive for one year. If Lord Wu'an is sentenced to death, Zhao will be beaten within six months. The king of Zhao has a court official named Han Cang. He always panders to the king's wishes. They are very close to each other. However, Han Cang is very jealous of wise, capable and meritorious court officials. Now that the state is on the edge of destruction, the king will definitely take Han Cang's advice. Accordingly, Lord Wu'an will be executed."

Han Cang defamed Lord Wu'an as expected. The king dismissed Lord Wu'an and appointed someone else to take his post. When Lord Wu'an arrived at the palace, the king let Han Cang condemn him. Han Cang said, "General, after you



### 【原文】

觴将军，将军为寿于前而捍匕首，当死！”武安君曰：“纒病钩，身大臂短，不能及地，起居不敬，恐（惧）[获]死罪于前，故使工人为木（材）[杖]以接手。上若不信，纒请以出示。”出之袖中，以示韩仓，状如振握，纒之以布。“愿公人明之。”韩仓曰：“受命于王，赐将军死，不赦。臣不敢言。”武安君北面再拜赐死，缩剑将自诛，乃曰：“人臣不得自杀宫中！”（遇）[过]司马门，趣甚疾，出谡门也，右举剑将自诛，臂短，不能及，衔剑征之于柱以自刺。

武安君死五月，赵亡。平原令见诸公，必为言之曰：“嗟嗟乎！司空

### 【今译】

酒，将军上前为大王祝寿却携带了匕首，应当处死！”武安君说：“我患有钩体病，身材高大，胳膊短小。问候大王的起居，下拜时胳膊不能接触到地面，恐怕在大王面前犯下死罪，所以让工人做了一截木棍接在手臂上。大王如果不相信，请让我拿出来看看。”武安君把袖子里的木棍拿出来给韩仓看，木棍的形状像个门楣，用布缠着。（武安君说：）“请您向大王说明。”韩仓说：“我从大王那里接到命令，赐将军一死，不予赦免。我不敢去说了。”武安君向北拜了两下接受赐死的命令，抽出剑将要自杀，却说：“作为臣子，不能在宫中自杀。”他走出司马门时，走得飞快，出了棘门后，他用右手举起剑将要自杀，因胳膊太短，不能刺到自己，于是把剑舍在嘴里撞击柱子刺杀了自己。

武安君死后，过了五个月赵国就灭亡了。平原津的长官见到别的



won the war, His Majesty invited you for a drink. However, you secretly carried a dagger when you came up to the king to propose a toast to wish him longevity. You deserve to be sentenced to death!" Lord Wu'an said, "I suffer from rickets and therefore my body becomes very large but my arms remain very short. So, when I bow in front of His Majesty to show my respect, my arms cannot reach the ground. I am afraid that I might offend His Majesty and therefore be sentenced to death because of this faux pas. So I had two wood aids made and attached then to my arms. If His Majesty doesn't believe me, I will show him." Then he took out the wooden aids from his sleeves and showed them to Han Cang. The aid looked like a block of wood and was wrapped in some fabric. "Please explain this to His Majesty," (said Lord Wu'an.) Han Cang said, "I have taken the order from His Majesty to sentence you to death. It is also stated in the order that you shouldn't be absolved under any circumstances. I don't dare explain this to His Majesty." Lord Wu'an bowed towards the north to accept the order to be sentenced to death. Then he drew his sword and was about to kill himself. But he said, "As a court official, I shouldn't commit suicide in the palace!" He walked out of the Sima Gate quickly and then passed by the Jimen Gate. Then he raised his sword and was about to kill himself. However, his arm was too short to reach his neck. So he swallowed his sword and pressed the sword against a post. Thus he killed himself.

Five months after Lord Wu'an's death, the state of Zhao was ruined. Since then, whenever the officer in charge of the

### 【原文】

马!”又以为司空马逐于秦,非不知也;去赵,非不肖也。赵去司空马而国亡。国亡者,非无贤人,不能用也。

### 【今译】

官员,一定会说:“哎哟,司空马这个人哟!”他又认为司空马被秦国驱逐了,并非由于他不智慧;离开赵国,并非因为他没有才干。赵国在司空马离开后亡了国。国家之所以灭亡,并非因为没有贤能的人,而是因为不能任用他们。

## 四国为一

### 【原文】

四国为一,将以攻秦。秦王召群臣宾客六十人而问焉,曰:“四国为一,将以图秦,寡人屈于内,而百姓靡于外,为之奈何?”群臣莫对。姚贾对曰:“贾愿出使四国,必绝其谋,而安其兵。”乃资车百乘,金千斤,衣以其衣冠,〔舞〕〔带〕以其剑。姚贾辞行,绝其谋,止其兵,与之交,以报

### 【今译】

吴国、楚国、燕国和代国联合起来,将要进攻秦国。秦王把六十名大臣和宾客召集起来询问对策,说:“四个国家联合在一起,将要进攻秦国。我国国内财政空虚,百姓在外死伤惨重,该怎么办呢?”大臣们都不作回答。姚贾回答说:“我愿意出使这四个国家,一定能制止它们的军事计划,并且让它们停止出兵。”于是秦王资助姚贾一百辆车子、一千斤黄金,让他穿上秦王赐给的衣服、佩戴着秦王的宝剑出使。姚贾辞别秦王出发,果然制止了四个国家的军事计划,让它们停止出兵,并跟它们



Pingyuan Ferry met other officers or officials, he would tell them, "Oh, what a kind of man Sikong Ma is!" In this officer's opinion, although Sikong Ma was driven out of the state of Qin, it was not due to his lack of wisdom. Although he left the state of Zhao, he shouldn't be considered unworthy. After Sikong Ma left the state of Zhao, Zhao was ruined. The reason why a state is ruined is not that the state has no wise and capable people, but that these people are not properly employed.

#### Four States—Wu, Chu, Yan and Dai—Built an Alliance

Four states—Wu, Chu, Yan and Dai—built an alliance to launch a concerted attack on the state of Qin. The king of Qin called in sixty high-ranking court officials and guests to discuss the situation. He asked them, "Now these four states have built up an alliance to attack our state. However, my state depots are short of savings and my people are exhausted outside the state (due to warfare). What shall I do to deal with the situation?" None of them replied. Then Yao Jia replied, "Please send me on a diplomatic mission to visit these four states. I assure you that I can persuade them to give up their aggressive plans and not to send their troops to attack us." So the king presented Yao Jia with one hundred carriages and one thousand *jīn* of gold. He also gave Yao Jia his own clothes and sword. Yao Jia said good-bye and left. He made those states give up their aggressive plans, stop sending their invading troops, and also established good

### 【原文】

秦。秦王大悦，贾封千户，以为上卿。

韩非知之，曰：“贾以珍珠重宝，南使荆、吴，北使燕，代之间三年，四国之交未必合也，而珍珠重宝尽于内。是贾以王之权、国之宝，外自交于诸侯。愿王察之！且梁监门子，尝盗于梁，臣于赵而逐。取世监门子、梁之大盗、赵之逐臣，与同知社稷之计，非所以厉群臣也！”

王召姚贾而问曰：“吾闻子以寡人财交于诸侯，有诸？”对曰：“有。”王曰：“有何面目复见寡人？”对曰：“曾参孝其亲，天下愿以为子；子胥忠于君，天下愿以为臣；贞女工巧，天下愿以为妃。今贾忠王而王不知也，

### 【今译】

建立邦交，他还把这些情况汇报给秦王。秦王十分高兴，封给姚贾拥有一千户人家的采邑，并拜他为上卿。

韩非非议这件事道：“姚贾拿着珍珠和贵重的宝物，向南出使楚国和吴国，向北出使燕国和代国。三年过去了，这四个国家跟秦国的交情也未必有多深，然而国内的珍珠和贵重的宝物都耗费光了。这就是姚贾利用大王的权势和秦国的宝贝，为自己到外而拉拢、结交各国诸侯。希望大王明察此事！而且他做大梁城的守门人时，曾经在大梁偷窃东西，在赵国做官时被驱逐了。任用世代做守门人、曾为大梁城的大盗贼并且被赵国驱逐的人，跟他一起商讨国家大计，这样做不是激励群臣的办法！”

秦王召姚贾入宫，问他说：“我听说你拿了我的钱财结交各国诸侯，有过回事吗？”姚贾回答说：“有。”秦王说：“你还有什么脸面再来见我呢？”姚贾回答说：“曾参孝敬父母，天下人都愿意有这样的儿子；伍子胥忠于自己的君主，天下国君都愿意有这样的臣子；贞洁手巧的女子，天



relations with them. He reported these to Qin's king and the king was very happy with him. He conferred land with one thousand families on Yao Jia and appointed Yao Jia to be one of the highest-ranking court officials.

When Han Fei heard of this, he said, "Taking our pearls and precious treasures with him, Yao Jia visited the states of Chu and Wu in the south and the states of Yan and Dai in the north. Now three years have passed, but our relations with these four states are not really so good. On the other hand, we have lost almost all the pearls and precious treasures of our state. Yao Jia is merely buying off other states' sovereigns for his own sake with Your Majesty's power and our precious treasures. Please examine this, Your Majesty! In addition, Yao Jia used to be a porter in the capital of Liang of the state of Wei. He committed brigandage in the capital of Liang and was banished when he was serving in the government of the state of Zhao. Now you are making important decisions regarding our state affairs with such a person. This is not the correct way to encourage the court officials to devote themselves to the state!"

The king called in Yao Jia and asked him. "I heard that you have consorted with other states' sovereigns using my money. Is this true?" "Yes, that's true." "Don't you feel ashamed for doing so?" "Zeng Shen used to treat his parents very well, so people all over the world hope that their children can be as dutiful as Zeng Shen. Wu Zixu used to be very loyal to his sovereign, so sovereigns all over the world hope that their own court officials can be as loyal as Wu Zixu.

### 【原文】

贾不归四国，尚周之？使贾不忠于君，四国之主尚焉用贾之身？桀听谗而诛其良将，纣闻谗而杀其忠臣，至身死国亡。今王听谗，则无忠臣矣！”王曰：“子监门子，梁之大盗，赵之逐臣。”姚贾曰：“太公望，齐之逐夫，朝歌之屠屠，子良之逐臣，棘津之（讎不）[不讎]庸，文王用之而王；管仲，其鄙人之贾人也，南阳之弊幽，鲁之免囚，桓公用之而伯；百里奚，虞之乞人，传卖以五羊之皮，穆公相之而朝西戎；文公用中山盗，而胜于

### 【今译】

下男人都愿意有这样的妻子。如今我忠于大王，大王却不知道啊。假如我不归交这四个国家，那归交哪个国家呢？假设我不忠于大王，那哪个国家的君主怎么会任用我呢？桀听信谗言而杀死了自己的良将，纣听信谗言而杀死了自己的忠臣，以致自己丧命、国家灭亡。如今大王听信谗言，那您就没有忠臣了！”秦王说：“你本来是个守门人，是大梁城的大盗，是被赵国驱逐的官员。”姚贾说：“太公望是被齐国女人休掉的丈夫，是朝歌无能的屠夫，是被子良驱逐的家臣，是棘津没人买的佣工，文王任用他统一了天下；管仲是出身卑微的小商贩，是南阳没有任何地位的人，是被鲁国释放的囚犯，齐桓公任用他成就了霸业；百里奚是虞国的乞丐，被人用五张羊皮的价格卖掉，秦穆公任用他为相国，从而使



As for chaste and skillful wives, males all over the world hope that they will marry this kind of women. Now I am very loyal to Your Majesty, but you don't realize this. If I didn't establish good relations with those four states, which state do you think I should consort with? Suppose I were not loyal to Your Majesty, would the sovereigns of those four states have appointed me to important positions? Jie trusted slanderers and therefore killed his excellent generals. Zhou trusted slanderers and therefore killed his loyal court officials. As a result, not only did they themselves lose their lives, but their kingdoms were ruined. Now if Your Majesty also believes slanderers, you will lose the loyal court officials!" The king said, "You used to be a porter, a notorious thief in the capital of Liang and was also banished by the state of Zhao." Yao Jia said, "Lü Wang, also known as Duke Tai, was divorced by his wife from the state of Qi. He used to be an incapable slaughterer in Chao. He was exiled by Zi Liang and the people of Jinji refused to employ him as private servant. However, King Wen employed him and subsequently unified the whole world due to his help. Guan Zhong used to be a businessman with very low social status. He had no power at all when he was residing in Nanyang. Moreover, he was a prisoner set free by the state of Lu. However, Duke Huan of the state of Qi employed him and became one of the Lord-protectors because of his endeavours. Baili Xi used to be a beggar in the state of Yu. He was sold at a price of five sheepskins. However, Duke Mu of the state of Qin appointed him to be prime minister of his state and later the minority



### 【原文】

城濮。此四士者，皆有诟丑，大诽[于]天下，明主用之，知其可与立功。使若卞随、务光、申屠狄，人主岂得其用哉？故明主不取其污，不听其非，察其为己用。故可以存社稷者，虽有外诽者不听；虽有高世之名，无咫尺之功者不赏。是以群臣莫敢以虚愿望于上。”

秦王曰：“然。”乃可复使姚贾，而诛韩非。

### 【今译】

得西方少数民族部落都来朝拜；晋文公任用中山国的强盗，从而在城濮一战中取得胜利。这四个人都有污行，遭到天下人的严重非议，英明的君主起用他们，因为知道可以跟他们一起建功立业。假如人人都像卞随、务光、申屠狄那样，做君主的怎么能让它们为自己效力呢？所以英明的君主不管自己任用的人有什么污点，不听别人对他们有什么非议，只要明察他们能为己所用就可以了。所以能保全国家的君主，即使有人非议自己任用的臣子，他也不会听信；即便有人有盖世美名，如果没有任何功劳，也不对他们进行奖赏。因此群臣中没有人敢于对君主有非分之想。”

秦王说：“有道理。”于是重新任用姚贾为使者，并且处死了韩非。



peoples of the western areas submitted to Duke Mu as the result of Baili Xi's effort. Duke Wen of the state of Jin employed an infamous bandit from the state of Zhongshan and with his help won the battle of Chengpu. These aforementioned four scholars all had shortcomings and were defamed by the people of the world. However, wise sovereigns employed them because they knew that these people could make great contributions to their states. Suppose they were as pure as Bian Sui, Wu Guang and Shentu Di, how could they be employed by those sovereigns? Hence, a wise sovereign always overlooks the shortcomings of the people he employs and refuses to listen to slanderers attacking them as long as he knows that they will be able to make great contributions to the state. So, a wise sovereign will refuse to listen to imputations stirred up against the people who are able to safeguard the state. He will refuse to reward those who are not meritorious even if they enjoy the highest reputation. Accordingly, court officials won't dare demand advantage from him that is not deserved."

The king of Qin said, "What you said sounds reasonable." Then he reappointed Yao Jia as emissary and sentenced Han Fei to death.



## 卷八 齐 一

### 楚威王战胜于徐州

#### 【原文】

楚威王战胜于徐州，欲逐婴子于齐，婴子恐。张丑谓楚王曰：“王战胜于徐州也，盼子不用也。盼子有功于国，百姓为之用。婴子不善，而用申缚。申缚者，大臣与百姓弗为用，故王胜之也。今婴子逐，盼子必用。复整其士卒以与王遇，必不便于王也。”楚王因弗逐。

#### 【今译】

楚威王在徐州打了胜仗，想把田婴从齐国驱逐出去，田婴很担心。张丑对楚王说：“大王能在徐州一战中取胜，是因为齐国没有起用盼子的缘故。盼子对国家有功，百姓能为他所用。田婴跟盼子关系不好，因而起用了申缚。申缚这个人，大臣和百姓都不愿受他调遣，所以大王能战胜他。如今把田婴驱逐了，盼子必定会被起用。他重新整顿齐国军队来跟大王的军队交战，必定会对大王不利的。”于是楚王没有驱逐田婴。

### 齐将封田婴于薛

#### 【原文】

齐将封田婴于薛。楚王闻之，大怒，将伐齐，齐王有辍志。公孙闲

#### 【今译】

齐国打算把薛邑封给田婴。楚王听说了这件事，非常恼怒，将要攻



## Book 8

### The First Volume on Qi

#### King Wei of Chu Won the War in Xuzhou

King Wei of the state of Chu won the war against the state of Qi in Xuzhou. Then he was going to drive Tian Ying out of the state of Qi. Tian Ying was frightened. Zhang Chou had a talk with King Wei and said, "The reason why Your Majesty could win the war in Xuzhou lies in the fact that Qi didn't appoint Panzi to command its troops. Panzi has made great contributions to the state of Qi, and the people willingly take order from him. Panzi and Tian Ying are at odds with each other. So Tian Ying appointed Shen Fu to be Commander-in-Chief to command in this battle. As for Shen Fu, neither the high-ranking court officials nor the ordinary people would willingly take order from him. So Your Majesty can defeat him. Now if Tian Ying is banished, Panzi will be reemployed by the government of Qi. If he summons officers and men again to confront the troops of Your Majesty, it will definitely be disadvantageous to Your Majesty." Therefore, King Wei didn't drive Tian Ying out of the state of Qi.

#### Qi Intended to Confer Xue on Tian Ying

The king of Qi intended to confer Xue on Tian Ying. When Chu's king heard this news, he was very angry and

### 【原文】

曰：“封之成与不，非在齐也，又将在楚。闻说楚王，令其欲封公也又甚于齐。”晏子曰：“愿委之于子。”

公孙闾为谓楚王曰：“鲁、宋事楚而齐不事者，齐大而鲁、宋小。王独利鲁，宋之小，不悉齐大，何也？夫齐削地而封田婴，是其所以弱也，愿勿止。”楚王曰：“善。”因不止。

### 【今译】

打齐国。齐王准备放弃分封一事。公孙闾对田婴说：“赐封薛地能否成功，不在于齐国，而将在于楚国。我去游说楚王，让他想分封给您比齐国原想赐封的更大的土地。”田婴说：“我愿意把这件事交给您去办。”

公孙闾替田婴对楚王说：“鲁国和宋国侍奉楚国，而齐国却不侍奉楚国，是因为齐国强大而鲁国和宋国弱小的缘故。大王只是喜欢鲁国和宋国的弱小，而不讨厌齐国的强大，这是什么原因呢？如果齐国削割国土分封给田婴，它就会削弱啊。希望您不要制止此事。”楚王说：“好。”于是不再制止。

## 靖郭君将城薛

### 【原文】

靖郭君将城薛，客多以谏。靖郭君谓谒者：“无为客通。”齐人有请者，曰：“臣请三言而已矣。益一言，臣请烹！”靖郭君因见之。客趋而进，曰：“海大鱼。”因反走。君曰：“客有于此。”客曰：“鄙臣不敢以死为

### 【今译】

靖郭君将要在薛地修建城墙，很多门客劝他不要这么做。靖郭君对掌管接待宾客的官吏说：“不要为客人通报了。”齐国有人请求见靖郭君，说：“我只想献上三个字而已，如果多说一个字，请把我活活煮死！”靖郭君就接见了。客人快步走了进来，说：“海大鱼。”接着转身往回走。靖郭君说：“客人还有话要说吧。”客人说：“我不敢拿自己的生死当



offered to attack Qi. Qi's king wanted to give up this plan. Gongsun Han told Tian Ying, "Whether you can be conferred Xue or not doesn't depend on Qi but depends on Chu. I am going to persuade Chu's king for you and make him agree to give you some land larger than the area Qi originally offered." Tian Ying said, "Please do that for me." Gongsun Han told Chu's king, "The states of Lu and Song submit to you, but Qi doesn't, because Qi is strong while Lu and Song are small and weak. Are you satisfied with only taking advantage of small and weak states such as Lu and Song? Don't you hate Qi's might? If Qi cedes some land to Tian Ying, it will be weakened. Please don't prevent that." Chu's king said, "Good idea." He then stopped interfering in the matter.

### Lord Jingguo Was Going to Build a Protective Wall in Xue

Lord Jingguo was going to build a protective wall in the city of Xue. Many of his guests remonstrated with him. Lord Jingguo issued an order to the officer in charge of taking in his visitors, "Don't bring any more guests to me!" A man from the state of Qi wanted to see the lord. He promised, "Please allow me to say only three words to the lord. If I should speak one more word, please cook me alive." So Lord Jingguo agreed to meet him. The man quickly went to the lord's place and said, "Ocean. Big. Fish." Then he turned around and was about to leave. The lord stopped him and said, "You are holding something back." The man said, "I

### 【原文】

戏。”君曰：“亡，更言之。”对曰：“君不闻[海]大鱼乎？网不能止，钩不能牵，荡而失水，则蝼蚁得意焉。今夫齐，亦君之水也。君长有齐阴，奚以薛为？夫齐，虽隆薛之城到于天，犹之无益也。”君曰：“善。”乃辍城薛。

### 【今译】

儿戏。”靖郭君说：“不治你的罪，说吧！”客人回答说：“您没有听说过海里的大鱼的故事吗？用网不能捉住它，用鱼钩不能牵制它，而一旦跳跃到没有水的地方，就连螻蛄，蚂蚁都能战胜它了。如今齐国也是您的水啊。您已经拥有了齐国的荫庇，还要薛做什么？再说，即使把薛地的城墙修筑得跟天一样高，也没有什么用处！”靖郭君说：“说得好。”于是就停止在薛地修筑城墙。

## 靖郭君谓齐王

### 【原文】

靖郭君谓齐王曰：“五官之计，不可不日听也而数览。”王曰：“说五而厌之。”（今）[令]与靖郭君。

### 【今译】

靖郭君对齐王说：“五个政府部门的计划，不可不每天都听取并阅览几遍。”齐王说：“一说到这五个部门的事情，我就感到厌烦。”于是下令把这些事情都交给靖郭君处理。

## 靖郭君善齐貌辨

### 【原文】

靖郭君善齐貌辨。齐貌辨之为人也多疵，门人弗说。士尉以证靖

### 【今译】

靖郭君对齐貌辨非常好。齐貌辨这个人有很多毛病，靖郭君的门人不喜欢他。士尉因为这件事去劝靖郭君把齐貌辨打发走，靖郭君不



am in fear that I might lose my life." The lord said, "I will not punish you. Just express whatever you want to say." The man replied, "Haven't you heard of the story of an extremely large fish? It couldn't be caught with nets, nor could it be caught with hooks. However, if it left the water, it would be devoured by ants and mole crickets. As for the state of Qi, it is your ocean. You have already attained Qi's protection. Why do you still want the city of Xue? In addition, although you might have an extremely high protective wall built around the city of Xue, it would be of no use to you at all!" Lord Jingguo said, "I see." So he gave up his plan for building a protective wall in Xue.

### **Lord Jingguo Had a Talk with Qi's King**

Lord Jingguo had a talk with the king of the state of Qi and said, "Regarding the files of those five government departments, you should make the officials in charge report to you and also examine them yourself." The king said, "It is always tiresome to talk about this." Then he appointed Lord Jingguo to handle these government affairs for him.

### **Lord Jingguo Treated Qi Maobian Very Well**

Lord Jingguo used to treat Qi Maobian very well. Other guests of Lord Jingguo did not like Qi Maobian because he had many shortcomings. Lord Jingguo's Chief of Guards remonstrated with him and asked him to get rid of Qi



### 【原文】

郭君，靖郭君不听，士尉辞而去。孟尝君又窃以谏，靖郭君大怒，曰：“刳而类，破吾家，苟可嫌齐貌辨者，吾无辞为之。”于是舍之上舍，令长子御，旦暮进食。

数年，威王薨，宣王立。靖郭君之交，大不善于宣王，辞而之薛，与齐貌辨俱留。无几何，齐貌辨辞而行，请见宣王。靖郭君曰：“王之不说婴甚，公往，必得死焉。”齐貌辨曰：“固不求生也，请必行！”靖郭君不能止。

齐貌辨行至齐，宣王闻之，蹙怒以待之。齐貌辨见宣王，王曰：“子靖郭君之所听爱夫？”齐貌辨曰：“爱则有之，听则无有。王之方为太子之时，辨谓靖郭君曰：‘太子相不仁，过颐豕视，若是者（信）[倍]反。不

### 【今译】

听，士尉辞别靖郭君走了。孟尝君又私下里想劝说靖郭君辞退齐貌辨，靖郭君非常恼火，说：“我要全杀了你们。即使我倾家荡产，只要能让齐貌辨高兴，任何事情我都在所不辞。”于是靖郭君让齐貌辨住在自家最好的屋子里，命令自己的大儿子侍奉他，每天早晚都进献美味的食物。

几年过后，齐威王去世了，齐宣王即位。靖郭君跟齐宣王的关系十分不友好，依辞掉官职来到薛地，跟齐貌辨一起留在那里。没过多长时间，齐貌辨向靖郭君辞行，请求前去拜见宣王。靖郭君说：“大王非常不喜欢我，您去了一定会被处死的。”齐貌辨说：“我本来就打算活下去，请一定让我走吧。”靖郭君不能阻止他。

齐貌辨来到齐国，齐宣王听说他来了，满怀愤怒等待着他。齐貌辨拜见宣王，宣王说：“您就是靖郭君所言听计从并且宠爱有加的那个人吗？”齐貌辨说：“宠爱我倒是有这么回事，但说对我言听计从，那却是没有的事。大王您还在做大太子的时候，我就对靖郭君说：‘太子的面相不仁慈，他耳后见腮，而且眼睛向下斜视，这种长相的人恶毒勇敢，不如



Maobian. However, Lord Jingguo did not listen to him. The Chief of Guards was angry and left. Lord Mengchang persuaded Lord Jingguo secretly and asked him to get rid of Qi Maobian. Lord Jingguo was outraged. He shouted, "I will uproot you people if you speak ill of him again. I will do anything to please Qi Maobian, even at the cost of my fief!" He then prepared the best room in his house for Qi Maobian, sent his eldest son to serve him, and had good food sent to him punctually every day.

After a few years, King Wei died and King Xuan was enthroned. The relationship between King Xuan and Lord Jingguo was not so good, so the lord gave up his position at court and went to Xue together with Qi Maobian. After some time, Qi Maobian told Lord Jingguo that he was going to return to the court to see King Xuan. Lord Jingguo said, "The king is so dissatisfied with me that I am afraid that you might lose your life if you go to see him." Qi Maobian said, "I do not hope to survive. Please let me go." Lord Jingguo could not stop him.

Qi Maobian then left for the capital of Qi. King Xuan heard this information and waited for him angrily. Qi Maobian went to see King Xuan. The king asked him, "Aren't you the most beloved one of Lord Jingguo? Doesn't he always take your advice?" Qi Maobian said, "He is very good to me. However, he does not listen to me at all. Before you took over the throne, I said to him, 'I do not think that the crown prince is a kind person. He is cross-eyed and his ears are not situated correctly on his head. As far as I know, people with

### 【原文】

若废太子，更立卫姬婴儿郊师。靖郭君泣而曰：‘不可！吾不忍也。’若听辨而为之，必无今日之患也！此为一。至于薛，昭阳请以数倍之地易薛，楛又曰：‘必听之！’靖郭君曰：‘受薛于先王，最恶于后王，吾独谓先王何乎？且先王之庙在薛，吾岂可以先王之庙与楚乎？’又不肯听辨。此为二。”宣王太息，动于颜色，曰：“靖郭君之于寡人，一至此乎！寡人少，殊不知此。客肯为寡人来靖郭君乎？”齐貌辨对曰：“敬诺。”

靖郭君衣威王之衣冠，（舞）[带]其剑。宣王自迎靖郭君于郊，望之而泣。靖郭君至，因请相之。靖郭君辞，不得已而受。七日，谢病强辞。

### 【今译】

废黜太子，另立卫夫人的儿子郊师为太子。’靖郭君又接着说：‘不可以，我不忍心这么做。’如果他当时听我的话，按照我的意思做了，就必定没有今天的忧患了。这是他不听从我的意见的第一个例子。到了薛地以后，昭阳请求用比薛地大几倍的土地来交换薛地，我又说：‘一定按他的意思交换了。’靖郭君说：‘我从先王那里得到薛地，尽管后来的大王不喜欢我，但如果交换了薛地，我怎么跟先王交代啊！况且先王的庙在薛地，我怎么可以把先王的庙交给楚国呢？’又不肯听从我的意见。这是第二个例子。”宣王长长地叹了一口气，脸上是被感动了的神色，他说：“靖郭君对我竟然这么好啊！我年纪轻，太不了解这些事情。您肯替我把靖郭君请回来吗？”齐貌辨回答说：“遵命。”

靖郭君穿着威王赐的衣服，戴着威王赐的帽子，佩着威王赐的剑去了。宣王亲自到郊外迎接他，远远地看到他的身影就哭泣起来。靖郭君到达后，宣王请他做相国。靖郭君极力推辞，不得已接受了相位。七



this kind of countenance are ungrateful. So, we'd better oust him and appoint Jiao Shi, the son of Mrs Wei, as crown prince.' I saw tears running down Lord Jingguo's face. He cried, 'No, I cannot do that.' Should he have listened to me at that time, he would have certainly not been in trouble today. This is the first example to illustrate the fact that he does not listen to me. After he arrived in Xue, Zhao Yang (the general of the state of Chu) asked him several times to exchange Xue for a vast territory several times bigger than Xue. I told him, 'Agree to this offer.' However, Lord Jingguo said, 'No. I received Xue as a fief from our deceased king. Even though the present king dislikes me very much, how can I do that? Moreover, we have built a temple here in Xue to honour our deceased king. How can I give the ancestral temple to the state of Chu?' He did not listen to me again, and that is the second example." King Xuan was deeply moved by these words. He groaned and said, "Has Lord Jingguo served me so heart and soul? I am a fledgling and have not realized that. Would you please invite Lord Jingguo to return to my court?" Qi Maobian said, "Of course, I will do that for you."

Lord Jingguo arrived in the robe presented to him by King Wei. He wore the hat and sword given to him by the former king of Qi as well. King Xuan went to the outskirts of the capital to welcome him in person. He cried when he saw the lord approaching from a distance. He then invited Lord Jingguo to be prime minister of his government. Lord Jingguo refused many times, but was eventually forced to accept the

### 【原文】

靖郭君辞不得，三日而听。

当是时，靖郭君可谓能自知人矣！能自知人，故人非之不为用。此齐貌辨之所以外生乐患趣难者也。

### 【今译】

天后，他声称自己有病，竭力要求辞掉官职，三天后宣王才同意。

在那个时候，靖郭君可以说是能够了解他人了。能够了解他人，所以即使人人都非议齐貌辨，他也不中止跟齐貌辨的交情。这就是齐貌辨之所以把自己的生死置之度外，甘愿为他排忧解难的原因。

## 邯郸之难

### 【原文】

邯郸之难，赵求救于齐。田侯召大臣而谋，曰：“救赵，孰与勿救？”邹子曰：“不如勿救。”段干纶曰：“弗救，则我不利。”田侯曰：“何哉？”“夫魏氏兼邯郸，其于齐何利哉？”田侯曰：“善。”乃起兵，曰：“军于邯郸之郊。”段干纶曰：“臣之求利且不利者，非此也。夫救邯郸，军于其郊，是赵不拔而魏全也，故不如南攻襄陵以弊魏。邯郸拔而承魏之弊，是赵破而魏弱也。”田侯曰：“善。”乃起兵南攻襄陵。七月，邯郸拔。齐因承魏

### 【今译】

魏国进攻赵国的邯郸，赵国向齐国求救。齐威王召集大臣们商量，说：“援救赵国有利，还是不援救有利呢？”邹忌说：“不如不援救。”段干纶说：“不援救赵国，就对我国不利。”齐威王问道：“为什么呢？”（段干纶回答说，）“魏国兼并了邯郸，对齐国有什么好处？”齐威王说：“好。”于是派遣军队，说：“在邯郸郊外部署兵力。”段干纶说：“我所谓的追求利益且无不利，不是这个意思。营救邯郸，将军队驻扎在邯郸郊外，这样一来，赵国就不会被攻陷，魏国也能够保全实力。我们不如向南进攻襄陵，使魏国疲弊。邯郸被攻克后，我们趁着魏国军队疲惫不堪之际进攻魏国，这样既能攻破赵国又能削弱魏国。”齐威王说：“好。”于是派兵南下进攻





position. Ten days after he took office, he asked to retire due to illness. The king did not agree until three days later.

At that time, Lord Jingguo really was a person who knew how to understand others. Being able to know others, he would not change his mind because of other people's opposition. And that also explained why Qi Maobian risked his own life to defend the lord when he was in need.

### The War in Handan

The troops of Wei besieged Handan. Zhao asked Qi for help. King Wei of Qi called in his high-ranking court officials to discuss the situation. He said, "Should we assist Zhao or not?" Zou Ji said, "We'd better not help it." Duangan Lun said, "It is disadvantageous for our state if we don't assist Zhao." King Wei asked, "Why?" "What kind of benefit can we obtain if Wei occupies Handan?" "You are right," said King Wei. He then dispatched his troops and issued an order as follows: "Deploy the troops in the suburbs of Handan." Duangan Lun said, "What I consider advantageous or disadvantageous doesn't mean that. If we deploy our troops in Handan's suburbs to rescue it, Handan won't be occupied and Wei can maintain its military strength. It will be better to send our troops to march towards the south to attack Xiangling and thus make the enemy troops exhausted. If Handan is occupied and Wei's troops are exhausted, Zhao will be broken and Wei will be weakened." King Wei said, "Good idea." He then sent his troops to the south to attack

### 【原文】

之弊，大破之桂陵。

### 【今译】

襄陵。七个月后，邯郸被攻克。齐国军队因为利用了魏军疲惫不堪的时机，所以在桂陵将他们打得惨败。

## 南梁之难

### 【原文】

南梁之难，韩氏请教于齐。田侯召大臣而谋曰：“早救之，孰与晚救之便？”张丐对曰：“晚救之，韩且折而入于魏，不如早救之。”田臣思曰：“不可。夫韩、魏之兵未弊，而我救之，我代韩而受魏之兵，顾反听命于韩也。且夫魏有破韩之志，韩且见亡，必东怨于齐。我因阴结韩之亲，而晚承魏之弊，则国可重，利可得，名可尊矣。”田侯曰：“善。”乃阴告韩使者而遣之。

### 【今译】

魏国军队围攻韩国南梁的时候，韩国请求齐国援助。齐威王召集大臣们商量对策，说：“早出兵营救还是晚出兵营救对我们更有利呢？”张丐回答说：“如果营救太迟，韩国就会向魏国投降，不如早点营救韩国。”田臣思说：“不行！韩国和魏国的兵力都没有疲弊，我们却出兵援救韩国，那样我们会代替韩国遭受魏国的攻击，反而会被韩国控制起来！再说魏国有攻破韩国的决心，韩国发现快要灭亡了，一定会向东来求救于齐国。我们暗中跟韩国搞好关系，等到韩国军队疲弊的时候再攻打它，那样就可以提高我们国家的地位，可以得到实惠，并可以赢得尊名了。”齐威王说：“好。”于是暗地里告知韩国使者准备出兵营救并把他打发走了。



Xiangling. Handan was occupied in July. Qi took advantage of the fatigue of the troops of Wei and badly defeated them in Guiling.

### The War in Nanliang

When the troops of the state of Wei attacked Nanliang of the state of Han, Han asked the state of Qi for reinforcements. King Wei of Qi summoned high-ranking court officials to discuss this. He asked them, "Is it advantageous for us to assist it right now or shall we wait for a while?" Zhang Gai replied, "If our troops are dispatched too late, Han will yield to Wei. So we'd better help it as soon as possible." Tian Chensi said, "No, we shouldn't assist it now, because the military forces of both sides have not yet been exhausted. If we rescue it immediately, the troops of Wei will attack us. As a result, we will be easily controlled by the state of Han! In addition, the state of Wei intends to destroy the state of Han. If we wait until Han realizes that it will be ruined, it will ask for help from our state in the east. Then we can secretly unite with Han and attack the troops of Wei when they become exhausted after the fighting. Therefore, our state will become more powerful. We can gain more benefit, and also obtain a high reputation." King Wei of Qi said, "Good idea." He then informed the messenger from Han that he would send troops to rescue Han and sent him back.

Believing that the troops of the state of Qi would



### 【原文】

韩自(以专)[恃]有齐国,五战五不胜,东盟于齐,齐因起兵击魏,大破之马陵。魏破韩弱,韩、魏之君因田婴北面而朝田侯。

### 【今译】

韩国倚仗有齐国做后援,在五次战斗中都失败了。它向东求助于齐国,于是齐国起兵攻击魏国军队,在马陵将他们严重挫败。魏国被攻破,韩国被削弱,韩国和魏国的君主通过田婴引见,而向北方朝拜齐威王。

## 成侯邹忌为齐相

### 【原文】

成侯邹忌为齐相,田忌为将,不相说。公孙闲谓邹忌曰:“公何不为王谋伐魏?胜,则是君之谋也,君可以有功;战不胜,田忌不进,战而不死,曲挠而诛。”邹忌以为然,乃说王而使田忌伐魏。

田役三战三胜,邹忌以告公孙闲。公孙闲乃使人操十金而往卜于市,曰:“我,田忌之人也,吾三战而三胜,声威天下,欲为大事,亦吉否?”

### 【今译】

成侯邹忌做齐国相国,田忌做大将军,两个人关系不好。公孙闲对邹忌说:“您怎么不为大王谋划讨伐魏国?如果胜利了,这就是您的计谋,您就可以有功劳了;如果不能在战争中取胜,田忌就不能进军,他不在战场上战死,投降了敌人就会被杀死。”邹忌认为很有道理,于是就劝说齐王让田忌攻打魏国。

田忌发动了三次战役,都取得了胜利,邹忌把这个情况告诉了公孙闲。于是公孙闲派人拿了十镒黄金到集市上去进行占卜,说:“我是田



definitely come to their rescue, the troops of the state of Han lost all the five battles with Wei. Then their messengers went to the east to report to the state of Qi. Qi sent its troops to attack the troops of Wei and badly defeated them in Maling. As a result, the state of Wei was destroyed, and the state of Han was weakened. So facing the north, the sovereigns of these two states went to Qi's court to show their submission to King Wei through Tian Ying's introduction.

### **Zou Ji, or Marquis Cheng, Was Prime Minister of Qi**

When Zou Ji, also known as Marquis Cheng, was prime minister of the state of Qi, while Tian Ji served as Grand General of Qi. These two were at odds with each other. Gongsun Han told Zou Ji, "Why not suggest to His Majesty that we invade the state of Wei? If we win, you will be very meritorious to the state because it is you that suggested launching the attack. If our troops are defeated, Tian Ji won't be able to command his troops to advance further. Thus if he doesn't fight to the death on the battleground, he will surrender to the enemy troops and will be beheaded." Zou Ji thought this was a good idea. So he persuaded the king of Qi to appoint Tian Ji as Commander-in-Chief to invade the state of Wei.

Tian Ji launched three attacks on Wei and defeated the enemy troops each time. Zou Ji told Gongsun Han about it. Then Gongsun Han sent a man carrying ten *yi* of gold to see a fortuneteller. The man said, "I am a subject of Tian Ji.

### 【原文】

卜者出，因令人捕为人卜者，亦验其辞于王前。田忌遂走。

### 【今译】

忌手下的人，我们发动三次战役都取得了胜利，威名传遍天下。想做齐王（即想推翻齐王，自己即位），是吉还是凶呢？”替他占卜的人离开后，公孙闲又派人逮捕了这个人，在齐王面前对质那个人说过的话。于是田忌被迫出走。

## 田忌为齐将

### 【原文】

田忌为齐将，系梁太子申，禽庞涓。孙子谓田忌曰：“将军可以为大事乎？”田忌曰：“奈何？”孙子曰：“将军无解兵而入齐。使彼罢弊（于先）〔老〕弱守于主。主者，循轶之途也，偻击摩车而相过。使彼罢弊（先）〔老〕弱守于主，必一而当十，十而当百，百而当千。然后背泰山，左涉，右天唐，军重踵高宛，使轻车锐骑冲雍门。若是，则齐君可正，而成侯可

### 【今译】

田忌做齐国的将领，带兵活捉了魏国太子申，俘虏了大将庞涓。孙子对田忌说：“将军您可以成就一番大事吗？”田忌问道：“如何成就大事？”孙子说：“将军返回齐国的时候不要解除武装，安排那些老弱疲惫的士兵把守主地。主这个地方，道路狭窄，车辆经过的时候，车轴与车轴互相碰撞摩擦才能经过。让那些老弱疲惫的士兵把守主，一定能够以一当十，以十当百，以百当千。然后背靠泰山，向左涉过济水，向右翻越高唐，把军队辎重运送到高宛，派轻便的战车和精锐的骑兵冲进雍门，如果是这样，齐王就会听从您的摆布，成侯就会逃走。不然的话，



Recently, we have won three battles and our power is spread all across the world. We are planning to carry out a great action (referring to overthrowing the king and taking over the throne). Please tell me whether it is auspicious or not." After the man left, Gongsun Han sent some officers to arrest the fortuneteller and forced him to divulge this plot before the king of Qi. As a result, Tian Ji had to flee from the state of Qi.

### **Tian Ji Was Appointed to be Qi's General**

Tian Ji was appointed to be Qi's general and under his leadership, the troops of Qi caught and bound Shen, the crown prince of Wei, and held General Pang Juan captive. Sunzi told Tian Ji, "General Tian, are you going to accomplish a great achievement?" Tian Ji asked, "How can I accomplish a great achievement?" Sunzi said, "You'd better return to Qi with your armed forces and station the old, weak and exhausted soldiers in Zhu to defend it. Zhu is a narrow pass. Chariots and carriages impede each other when they pass through it. If you appoint the old, weak and exhausted soldiers to defend it, every one of them can easily confront ten enemies. Then backing on Mount Tai, you can cross the Jishui River on the left side and climb over Mount Gaotang on the right. You can transport the supplies and equipment to Gaowan, and then send well equipped light chariots and cavalry to break the Yongmen Gate. In that case, the king of Qi will listen to you and Marquis Cheng will flee. Otherwise,

### 【原文】

走。不然，则将军不得入于齐矣！”田忌不听，果不入齐。

### 【今译】

将军您将不能返回齐国了。”田忌没有听从孙子的意见，果然不能返回齐国。

## 田忌亡齐而之楚

### 【原文】

田忌亡齐而之楚，邹忌代之相齐，恐田忌欲以楚权复于齐。杜赫曰：“臣请为留楚。”谓楚王曰：“邹忌所以不善楚者，恐田忌之以楚权复于齐也。王不如封田忌于江南，以示田忌之不返齐也，邹忌[必]以齐厚事楚。田忌，亡人也，而得封，必德王。若复于齐，必以齐事楚。此用二忌之道也。”楚果封之于江南。

### 【今译】

田忌从齐国逃亡后来到楚国，邹忌取代他做了齐国的相国。他担心田忌凭借楚国的势力再返回齐国。杜赫说：“我有办法让他留在楚国。”杜赫对楚王说：“邹忌之所以跟楚国不友好，是因为担心田忌凭借着楚国的势力返回齐国的缘故。大王不如把田忌分封在江南，来表明田忌不会返回齐国了。邹忌会用齐国重重报答楚国。田忌是个逃亡在外的人，而得到封地，一定会感激大王。假如他返回齐国，定会用齐国侍奉楚国。这是利用这两个忌的好办法啊。”楚果然把田忌分封在江南。

## 邹忌事宣王

### 【原文】

邹忌事宣王，仕人众，宣王不悦。晏首贵而仕人寡，王悦之。邹忌

### 【今译】

邹忌侍奉齐宣王，推荐很多人到朝中做官，宣王不高兴了；晏首很



you cannot go back to Qi." Tian Ji didn't listen to Sunzi. As expected, he was not allowed to return to Qi.

### **Tian Ji Fled from Qi and Went to Chu**

Tian Ji fled from the state of Qi and went to the state of Chu. Then Zou Ji took his place to be the new prime minister of the state of Qi. However, Zou Ji feared that Tian Ji might enlist the power of the state of Chu and return to the state of Qi. Du He said, "Please allow me to have him stay in Chu." Du He had a talk with the king of the state of Chu and said, "The reason why Zou Ji is not friendly to the state of Chu is that he fears that Tian Ji might go back to the state of Qi with the help of your state. Your Majesty, it would be better if you confer Jingnan on Tian Ji to show that Tian Ji won't return to Qi. As a result, Zou Ji will lead the state of Qi to act favourably toward you. As for Tian Ji, he is a refugee. If he is conferred some land, he will be very grateful to Your Majesty. If he may return to Qi later, he certainly will lead the state of Qi to submit to you. This is the best way to employ these two men." The king of Chu conferred Jiangnan on Tian Ji as expected.

### **Zou Ji Worked for King Xuan's Government**

Zou Ji worked in the government of King Xuan of the state of Qi and recommended a lot of people to work for the state. King Xuan was unhappy with him for this reason. Yan

### 【原文】

谓宣王曰：“忌闻以为有一子之孝，不如有五子之孝。今首之所进仕者，以几何人？”宣王因以晏首壅塞之。

### 【今译】

显贵，但推荐的人却很少，宣王很喜欢他。邹忌对宣王说：“我听说人们认为有一个儿子孝顺自己，不如五个儿子孝顺自己。如今晏首所推荐为官的人有几个呢？”宣王因此以为晏首拒绝推荐贤人为他效劳。

## 邹忌修八尺有余

### 【原文】

邹忌修八尺有余，(身体)[而形貌]昳丽。朝服衣冠，窥镜，谓其妻曰：“我孰与城北徐公美？”其妻曰：“君美甚，徐公何能及(公)[君]也？”城北徐公，齐国之美丽者也。忌不自信，而复问其妾曰：“吾孰与徐公美？”妾曰：“徐公何能及君也！”旦日，客从外来，与坐谈，问之客曰：“君与徐公孰美？”客曰：“徐公不若君之美也。”

明日，徐公来，孰视之，自以为不如；窥镜而自视，又弗如远甚。暮

### 【今译】

邹忌身高八尺多，长得容光焕发，相貌美丽。一天早上，他穿好衣服，戴上帽子，照着镜子，问他的妻子道：“我跟城北的徐先生比起来，谁更美丽？”他的妻子说：“您非常美丽，徐公怎么能比得上您呢？”城北的徐先生是齐国的美男子。邹忌不太自信，就又问他的小妾道：“我跟城北的徐先生比起来，谁更美丽？”他的小妾说：“徐公怎能比得上您呢！”第二天，有个客人从外面来，邹忌跟他坐着交谈，就问这个客人：“我跟徐先生谁更美丽？”客人说：“徐公不如您美丽。”

第二天，徐公来了，邹忌仔细观察他，自己认为不如他长得好看；照



Shou was very powerful and influential in the state. But he seldom recommended people to the government. King Xuan liked him very much. Zou Ji had a talk with King Xuan and said, "I heard that people believe that having five sons to take care of them is much better than having only one to perform this task. How many people has Yan Shou recommended to you?" Then King Xuan began to think that Yan Shou intended to destroy the careers of those capable scholars and thus prevent them from serving his state.

### Zou Ji Was More Than Eight *Chi* Tall

Zou Ji was more than eight *chi* tall. He was very handsome and glowed with health. One morning, he got dressed and looked at himself in the mirror. He asked his wife, "Who do you think is more handsome, Mr Xu living in the northern part of the capital or I?" His wife said, "You are very handsome. Mr Xu cannot match you!" Mr Xu who lived in the northern part of the capital was the most handsome man in the state of Qi. Zou Ji was not so confident about his own looks, so he asked his concubine the same question: "Who do you think is more handsome, Mr Xu or I?" The concubine replied, "How can Mr Xu match you!" The next day, a guest came to visit Zou Ji. They sit down and talked. Zou Ji asked him, "Who do you think is more handsome, Mr Xu or I?" The guest said, "Mr Xu is not as handsome as you!"

Mr Xu himself came the next day. Zou Ji observed him



### 【原文】

寝而思之，曰：“吾妻之美我者，私我也；妾之美我者，畏我也；客之美我者，欲有求于我也。”

于是人朝见威王，曰：“臣诚知不如徐公美，臣之妻私臣，臣之妾畏臣，臣之客欲有求于臣，皆以美于徐公。今齐地方千里，百二十城，宫妇左右，莫不私王；朝廷之臣，莫不畏王；四境之内，莫不有求于王。由此观之，王之蔽甚矣！”王曰：“善。”乃下令：“群臣吏民，能面刺寡人之过者，受上赏；上书谏寡人者，受中赏；能谤议于市朝，闻寡人之耳者，受下赏。”

令初下，群臣进谏，门庭若市。数月之后，时时而间进。期年之后，

### 【今译】

着镜子端详自己，又觉得自己的相貌比徐公差了很多。邹忌从早到晚思考着这件事，说：“我的妻子说我更美丽，是因为她偏爱我；我的小妾说我美丽，是因为她害怕我；客人说我美丽，是因为他有求于我。”

于是，邹忌到朝廷拜见齐威王，并对他说：“我确实知道自己不如徐先生长得美丽。我的妻子偏爱我，我的小妾害怕我，我的客人有求于我，他（她）们就都说我比徐先生美丽。如今齐国的领土方圆上千里，拥有一百二十个城邑，宫里的女人和大王身边的近臣，没有不偏爱大王的；朝廷里的大臣，没有不害怕大王的；四方边境之内的百姓，没有不有求于大王的。由此看来，大王受到的蒙蔽实在是太严重了！”齐威王说：“说得好。”于是颁布一道命令：“从大臣、普通官员到老百姓，有能当面指责我的过失的，就会受到最高奖励；有写书面材料劝谏我的，就会受到中等奖励；有能在公开场所非议我而被我听到的，就会受到下等奖励。”

命令刚刚下达的时候，群臣争相进谏，朝廷门前的人跟闹市中的一



thoroughly and thought that he himself was not as handsome as Mr Xu. He then looked in the mirror and found that he was much less handsome than Mr Xu. He thought it over and over from morning till night and said, "My wife considered me more handsome than Mr Xu because of her favouritism towards me. My concubine considered me more handsome, because she was afraid of me and therefore wanted to please me. My guest considered me more handsome, because he was going to ask me for help."

Then Zou Ji went to the court to see King Wei of Qi and said, "I know for sure that I am not as handsome as Mr Xu. However, my wife loves me, my concubine is afraid of me and my guest is going to ask me for help, so they all said that I am more handsome than Mr Xu. Now Qi has one thousand *li* of land and owns one hundred and twenty cities and towns. All the women and beloved ones in the palace love you. All the court officials are afraid of you. And all the people living within our borders on all four sides are going to seek your help. From this point of view, you must have been cheated very badly, Your Majesty." King Wei said, "You are right." Then he issued an order as follows: "Among all the high-ranking court officials, officers and ordinary people, those who can point out my errors frankly will be rewarded with top awards. Those who write to me to remonstrate with me will be rewarded with medium awards. Those who can openly discuss my mistakes will be rewarded with third-class awards."

After this order was issued, all the high-ranking court



### 【原文】

虽欲言，无可进者。燕、赵、韩、魏闻之，皆朝于齐。此所谓战胜于朝廷。

### 【今译】

样多。几个月以后，间或有人来进谏。一年以后，即使想说点什么，也已经没有什么可以进谏的了。燕国、赵国、韩国和魏国听说了这件事，都到齐国去朝拜，这就是所谓的在朝廷里就能战胜敌人。

## 秦假道韩魏以攻齐

### 【原文】

秦假道韩、魏以攻齐，齐威王使章子将而应之。与秦交和而舍，使者数相往来，章子为变其徽章，以杂秦军。候者言：“章子以齐入秦。”威王不应。顷之间，候者复言：“章子以齐兵降秦。”威王不应。而此者三。有司请曰：“言章子之败者，异人而同辞。王何不发将而击之？”王曰：“此不叛寡人明矣，曷为击之！”

### 【今译】

秦国军队穿过韩国和魏国境内来进攻齐国，齐宣王派匡章率领军队迎战。齐军与秦军互相对峙地驻扎下来，两方多次派使者互相往来，匡章让自己的士兵使用秦军的旗帜、穿上秦军的服装混入秦国的军队中。负责侦察的人说：“匡章率领齐国的部队到秦国去了。”齐宣王不予理睬。过了一段时间，负责侦察的人又说：“匡章率领齐国的军队投降秦国了。”齐宣王还是不予理睬。这样重复了三次。一个执事的官员请示说：“说匡章战败了，不同的人都说同样的话。大王为什么不派出大将去打他？”齐宣王说：“他不会背叛我，这是很显然的，为什么要进攻他！”



officials and officers vied with each other to remonstrate with the king. The front of the court was as crowded as the market. A few months later, someone would come to argue with the king betweentimes. After a year, there was nothing to remonstrate with the king. When the states of Yan, Zhao, Han and Wei heard this story, they all went to say congratulations and show their respect to the king of Qi. This is regarded as defeating the enemy states without stepping out of the court hall.

### **The Troops of Qin Traversed Han and Wei to Attack Qi**

The troops of Qin traversed Han and Wei to attack Qi. King Xuan of Qi appointed Kuang Zhang to lead the troops of Qi to confront the enemy. These two armies deployed opposite each other, and they both sent emissaries to the other side several times. Kuang Zhang asked his soldiers to use the enemy flags and dress themselves in the uniforms of the enemy troops and then intermingle with the enemy army. A spy reported to King Wei that Kuang Zhang and his troops had yielded to Qin. But King Xuan didn't believe it. After a while, another spy reported that Kuang Zhang and the troops of Qi had surrendered to Qin. But King Xuan didn't believe it. This same story was repeated three times. Then an officer asked the king for instructions, "Several people said that Kuang Zhang had lost the war. Why not send another general to attack him?" The king said, "He definitely will not betray me. Why should I attack him?"

### 【原文】

顷间，言：“齐兵大胜，秦军大败。”于是秦王拜西藩之臣而谢于齐。左右曰：“何以知之？”曰：“章子之母启得罪其父，其父杀之而埋马栈之下。吾使（者）章子将也，勉之曰：‘夫子之强，全兵而还，必更葬将军之母。’对曰：‘臣非不能更葬先妾也。臣之母启得罪臣之父，臣之父未教而死。夫不得父之教而更葬母，是欺死父也。故不敢。’夫为人子而不欺死父，岂为人臣欺生君哉？”

### 【今译】

过了一些时候，有消息说：“齐国军队大获全胜，秦国军队遭到惨败。”于是秦惠文王自称是齐国西方边陲的臣子，向齐国谢罪。齐宣王周围的人问道：“怎么知道匡章不会叛变呢？”齐宣王说：“匡章的母亲启得罪了他的父亲，他父亲把他母亲杀了埋在马厩下面。我派匡章带兵打仗的时候，勉励他道：‘您非常英勇顽强，如果能率领军队全胜归来，我一定将您的母亲另行安葬。’匡章回答说：‘并非我不能重新安葬我死去的母亲。我的母亲启得罪了我的父亲，我的父亲没有留下话让我重新安葬母亲就去世了。如果没有父亲的命令而重新安葬母亲，就是欺骗我已经亡故的父亲。所以我不敢这么做。’作为一个儿子，他不会欺骗已经去世的父亲；作为一个臣子，难道他就会欺骗还活在世上的君主吗？”

## 楚将伐齐

### 【原文】

楚将伐齐，鲁亲之，齐王患之。张丐曰：“臣请令鲁中立。”乃为齐见

### 【今译】

楚国将要攻打齐国，鲁国跟楚军联合，齐王很是担心。张丐说：“我能让鲁国保持中立。”于是就为齐国去拜见鲁国国君。鲁国国君问他：



After some time, news spread that the troops of Qi won the war and those of Qin suffered a debacle. Then the king of Qin regarded himself as one of Qi's court officials from the west and apologized to the king of Qi for launching the military operation. The people around King Xuan asked him, "How could you know that Kuang Zhang would not betray our state?" King Xuan said, "Kuang Zhang's mother offended his father, so his father killed her and buried her corpse beneath the stall. When I appointed Kuang Zhang to lead my troops to confront the enemy, I encouraged him as follows: 'I know you are very strong and brave. If you defeat the enemy and lead our officers and men back without severe casualties, I will definitely reinter your mother.' Kuang Zhang replied, 'It is not that I can not reinter my mother. However, my mother offended my father. And my father didn't tell me to reinter her before he died. If I reinter my mother without my father's permission, I will cheat my deceased father, so I don't dare to do that.' As a son, he would not cheat his deceased father. As a court official, how could he cheat his living sovereign?"

### **Chu Was About to Invade Qi**

The troops of the state of Chu were about to invade the state of Qi. The state of Lu allied with Chu. The king of the state of Qi worried about this. Zhang Gai said, "Please allow me to persuade the state of Lu to remain neutral." So on behalf of the state of Qi, Zhang Gai went to see the sovereign



### 【原文】

鲁君。鲁君曰：“齐王惧乎？”曰：“非臣所知也，臣来吊足下。”鲁君曰：“何吊？”曰：“君之谋过矣！君不与胜者而与不胜者，何故也？”鲁君曰：“子以齐、楚为孰胜哉？”对曰：“鬼且不知也。”“然则子何以吊寡人？”曰：“齐、楚之权，敌也，不用有鲁与无鲁，足下岂如（今）[全]众而合二国之后战？楚大胜齐，其良士选卒必殪，其余兵[不]足以待天下；齐为胜，其良士选卒亦殪。而君以鲁众合战胜后，此其为德也亦大矣，其见恩德亦其大也！”鲁君以为然，身退师。

### 【今译】

“齐王很害怕了吗？”张丐说：“这我可不知道。我是来吊吊您的。”鲁国国君说：“为什么要吊吊我？”张丐说：“您的谋划失误了！您不联合胜利者，却跟失败者联盟，这是什么原因？”鲁国国君问：“你以为齐国和楚国哪一方会取胜？”张丐说：“鬼也不会知道的。”“既然如此，你为什么吊吊我？”张丐说：“齐国跟楚国势均力敌，鲁国是举足轻重的。您何不保全自己的军队，等待两国战后的时机？如果楚军大败齐军，楚国精良的武士和优秀的士卒必定死光了，剩下的兵力不足以对抗天下各国；如果齐军胜利了，它精良的武士和优秀的士卒也必定死光了，而您可以率领鲁国军队在齐军取胜后再跟他们开战，这样就会得到很大的利益了，而且失败的一方也会很感激您的！”鲁国国君认为很有道理，亲自率领军队撤退。

## 秦伐魏

### 【原文】

秦伐魏，陈轸合三晋，而东谓齐王曰：“古之王者之伐也，欲以正天

### 【今译】

秦国攻打魏国，陈轸撮合韩国、赵国和魏国联合，并且向东对齐王



of the state of Lu. The sovereign of Lu asked him, "Is the king of the state of Qi frightened?" "I have no idea about that. I am here to express my condolences to you!" "Why are you doing so?" "Your strategy is totally wrong! Why do you unite with the loser instead of consorting with the victor?" "Which side do you think will win, Qi or Chu?" "Even the spirits don't know that." "Well, if this is the case, why are you here consoling me?" "The military forces of Qi and Chu counterbalance each other, no matter which side the state of Lu will ally with. Why not maintain your strength and wait and see the result of the war? If the troops of Chu defeat those of Qi badly, both the elite warriors and the bravest soldiers of Chu will have fought to the death. Thus the rest of Chu's military force will no longer be able to resist the troops of other states of the world. Similarly, if the troops of Qi win the war, both their elite warriors and selected soldiers also will have fought to the death. Thus you can lead your troops to attack them after they are exhausted due to the warfare with Chu. Hence, you will make great gains. Moreover, the state which has been defeated will also be very grateful to you!" The sovereign of Lu thought this strategy of Zhang Gai was right, so he withdrew his troops.

### **Qin Attacked Wei**

The troops of the state of Qin attacked the state of Wei. With Chen Zhen's endeavours, three states—Han, Zhao and Wei—built an alliance to resist the state of Qin. Then Chen



### 【原文】

下而立功名，以为后世也。今齐、楚、燕、赵、韩、梁六国之速甚也，不足以立功名，适足以强秦而自弱也，非山东之上计也。能危山东者，强秦也。不忧强秦，而递相罢弱，而两归其国于秦，此臣之所以为山东之患。天下为秦相割，秦曾不出力；天下为秦相烹，秦曾不出薪。何秦之智而山东之愚耶？愿大王之察也。

“古之五帝，三王，五伯之伐也，伐不道者。今秦之伐天下不然，必

### 【今译】

说：“古代的君主攻打别国，是为了匡正天下、建立功名，来为后世做好事。如今齐国、楚国、燕国、赵国、韩国和魏国六个国家之间互相进攻，不仅不足以建立功名，反而足以增强秦国的力量，并且自行削弱自己的实力。这不是山东各国的上策啊。能够危害山东各国的，是强大的秦国。不担心强大的秦国所造成的祸患，反而互相削弱，而且双方都把自己的国土奉送给秦国，这就是我为山东各国感到忧虑的原因啊。天下各国为秦国割削土地，秦国却不曾花费一点力气；天下各国为秦国互相烹煮，秦国却连柴禾也不贡献出来。怎么秦国这么聪明而山东各国却如此愚蠢？希望大王明察这一情况。

“古代五帝、三王、五霸所进攻的，都是无道的君主。如今秦国进攻



Zhen went to the east to advise the king of the state of Qi and said, "In ancient times, when sovereigns attacked other states, they aimed at either putting the world in order or accomplishing great achievements and therefore gaining a high reputation. They did so to benefit later ages. Now the Six States—Qi, Chu, Yan, Zhao, Han and Wei—are engaged in attacking each other. Thus not only are they incapable of accomplishing great achievements and gaining high reputations, but they will strengthen the powerful Qin and weaken themselves in the meantime. This is not a correct strategy for the states located east of Mount Xiao. The only state that can pose a threat to the states east of Mount Xiao is the powerful Qin. However, the states don't worry about the problems that might be caused by Qin, but try to weaken each other. As a result, Qin will take advantage of both sides to benefit itself. That's why I am worrying about the problems of the states east of Mount Xiao! States in the world are fighting each other to make their enemy states cede land to Qin, although Qin doesn't exert any effort itself. Other states in the world are vying with each other to cook their enemy states alive for the sake of the state of Qin, although Qin doesn't provide them with any firewood. The state of Qin is very clever, but the states located east of Mount Xiao are very stupid! I hope that Your Majesty will consider this.

"In ancient times, when the Five Di Ancestors, the Three King Ancestors and the Five Lord-protectors attacked other states, they would only attack those under the rule of



### 【原文】

欲反之，主必死辱，民必死虏。今韩、梁之日未尝干，而齐民独不仇。非齐亲而韩、梁疏也，齐远秦而韩、梁近。今齐将近矣！今秦欲攻梁、安邑，秦得绛、安邑以东下河，必表里河而东攻齐。举齐，属之海，南面而孤楚、韩、梁，北向而孤燕、赵，齐无所出其计矣。愿王熟虑之！

“今三晋已合矣，复为兄弟，约而出锐师以成梁、安邑，此万世之计也，齐非急以锐师合三晋，必有后忧。三晋合，秦必不敢攻梁，必南

### 【今译】

天下各国却不是这样的，而且一定要恰恰相反：被进攻国家的君主必定会被杀死或者遭受侮辱，百姓必定会被杀死或者被俘虏。如今韩国和魏国百姓眼里的泪水还没有干，而唯独齐国没有遭受这种不幸，并非由于齐国跟秦国亲近而韩国和魏国跟秦国疏远，并非由于齐国距离秦国遥远而韩国和魏国距秦太近。如今齐国也将邻近秦国了！现在秦国要进攻魏国的绛与安邑，秦国夺得绛和安邑后将沿着黄河东下，一定会占领黄河内外并且向东进攻齐国。占领齐国后，秦国的领土就会扩展到大海，就可以在南方孤立楚国、韩国和魏国，向北孤立燕国和赵国，齐国就没有任何办法了。希望大王仔细考虑这件事啊！

“如今韩国、赵国和魏国已经联合起来了，又重新成为兄弟国，相约派出精锐部队来守卫绛和安邑，这是有利于子孙万代的大计。如果齐国不赶紧派出精锐部队跟这三个国家的军队会合，必定会有后患。这三国国家联合起来了，秦国就一定不敢进攻魏国，必定会向南进攻楚



tyrannical sovereigns. Nowadays, regarding Qin's aggression against other states in the world, it is exactly the opposite; sovereigns of those states being attacked will be either killed or humiliated and the people will either lose their lives or be captured. The tears on the faces of the people of the states of Han and Wei have not yet been dry. Only the people of the state of Qi haven't experienced Qin's aggression. Nonetheless, it is not because the relationship between Qi and Qin is good and that between Qin, Han and Wei is bad. Similarly, it is not because Qi is far away from Qin but Han and Wei are nearby. Qin will extend its territory to Qi soon! Now the troops of Qin will invade Jiang and Anyi of the state of Wei. After Qin's troops occupy Jiang and Anyi, they will march eastwards along the bank of the Yellow River. They will definitely conquer these areas and then invade the state of Qi eastwards. If Qi is defeated, Qin will extend its border to the sea. Thus it will block off the states of Chu, Han and Wei's ties with their alliance in the south, and isolate the states of Yan and Zhao in the north. If this is the case, Qi will have no options. I hope that Your Majesty consider this.

“Now the states of Han, Zhao and Wei have already concluded an alliance and therefore become brother states again. They made an agreement together to dispatch selected soldiers to safeguard Jiang and Anyi of the state of Wei. This is a sound strategy, which will benefit tens of thousands of future generations. If the state of Qi doesn't send selected troops to assist these three states, it will be in trouble in future. As long as these three states—Han, Zhao and Wei—



### 【原文】

攻楚。楚、秦构难，三晋怒齐不与己也，必东攻齐。此臣之所谓齐必有大忧，不如急以兵合于三晋。”

齐王敬诺，果以兵合于三晋。

### 【今译】

国。楚国和秦国交战，韩国、赵国和魏国恼火齐国不跟自己联合，一定会向东攻击齐国。这就是我所说的齐国一定有巨大的忧患。不如赶紧派兵跟韩国、赵国和魏国的军队联合。”

齐王恭敬地应允了，果然派兵跟韩国、赵国和魏国的军队联合。

## 苏秦为赵合从说齐宣王

### 【原文】

苏秦为赵合从，说齐宣王曰：“齐南有太山，东有琅邪，西有清河，北有渤海，此所谓四塞之国也。齐地方二千里，带甲数十万，粟如丘山，齐车之良，五家之兵，疾如锥矢，战如雷电，解如风雨。即有军役，未尝

### 【今译】

苏秦为推行赵国合纵的计划而劝说齐宣王道：“齐国南边有泰山，东边有琅邪山，西边有清河，北边有渤海，是所谓的四面都有天然险阻的国家。齐国的土地方圆两千里，有几十万人组成的武装军队，粮食堆积如山。齐国的战车精良，还有五国军队的支援，军队前进如利箭般迅速，战斗如雷电般猛烈，撤退如风雨般迅速。即使敌国发动战争，也不



build an alliance to resist Qin, the troops of Qin certainly won't dare invade the state of Wei. So it will definitely attack the state of Chu in the south. If Chu and Qin engage in warfare, the three states—Han, Zhao and Wei—will launch a concerted assault on your state in the east, since they are angry with you because you refused to join them in resisting Qin. That's why I said that your state would have trouble in future. So you'd better send your troops to join those of the three states.”

The king of Qi listened to him with reverence. He dispatched his troops to assist the alliance built by the states of Han, Zhao and Wei as expected.

#### **Su Qin Persuaded King Xuan of Qi to Join Hezong for Zhao**

Su Qin advocated the tactic of Hezong for the sake of the state of Zhao. He persuaded King Xuan of Qi to join the plan and said, “The state of Qi owns Mount Tai in the south, Mount Langye in the east, the Qinghe River in the west and the Bohai Sea in the north. This state has natural obstacles for defence on all four sides. Qi also has two thousand *li* of land, hundreds of thousands of armed soldiers and its stocks of grain piled up as high as mountains. Qi's chariots are well equipped and of high quality, and you also have the support of the troops of five other states. Thus when the troops of Qi are dispatched, they can march as quickly as arrows fly. They can fight enemy troops as fiercely as thunders and retreat as swiftly as rain and wind. Even though Qi is assaulted by

【原文】

倍太山，绝清河，涉渤海也。临淄之中七万户，臣窃度之，下户三男子，三七二十一万，不待发于远县，而临淄之卒，固以二十一万矣。临淄甚富而实，其民无不吹竽鼓瑟，击筑弹琴，斗鸡走犬，六博蹴鞠者。临淄之途，车击，人肩摩，连衽成帷，举袂成幕，挥汗成雨。家敦而富，志高而扬。夫以大王之贤与齐之强，天下不能当。今乃西面事秦，窃为大王羞之！

“且夫韩、魏之所以畏秦者，以与秦接界也。兵出而相当，不至十日，而战胜存亡之机决矣。韩、魏战而胜秦，则兵半折，四境不守；战而

【今译】

需要翻越泰山，横渡清河，渡过渤海。临淄城内有七万户人家，我私下估算，每户不少于三个男子，三七二十一万。无需从别的县招募，光临淄当地的士卒就已经有二十一万了。临淄非常富裕殷实，这里的百姓都会吹竽、奏瑟、击筑、弹琴、斗鸡、赛狗、下棋、踢球。临淄的道路上，车辆的轮子互相撞击，行人摩肩接踵。如果把人们的衣袖连接起来，能形成帷幔；把衣袖举起来，能形成帷幕。人们挥落的汗水如同下雨。家家富足，人人心志很高。凭着大王的贤能和齐国的强盛，天下没有哪个国家可以匹敌。如今却向西侍奉秦国，我私下为大王感到羞耻。

“再说，韩国和魏国之所以惧怕秦国，是因为它们跟秦国接壤。如果派出军队互相对抗，不到十天，就可以决定胜败存亡了。如果韩国和魏国跟秦国作战取得胜利，它们的兵力也要损失过半，四方边境不能固



other states, they don't need to climb over Mount Tai, cross the Qinghe River or sail the Bohai Sea to confront them. There are seventy thousand families living in the city of Linzi. I personally believe that each family has at least three adult males. Altogether, there are around two hundred and ten thousand men. Even if you don't recruit from other counties, you will have as many as two hundred and ten thousand soldiers in Linzi alone. Linzi is a very rich city. All the people there play musical instruments such as the Yu, Se, Zhu and Qin, hold rooster or dog races, and play chess or football to entertain themselves. Linzi's roads are very crowded. Carriages bump into each other, and pedestrians jostle each other. When people put the fronts of their garments together, they can make a curtain. When people raise their sleeves, they can make a veil. When people wipe their sweat, it is like raining. All the families are very wealthy and the people are very proud of themselves. Your Majesty is wise and able, and with the mightiness of the state of Qi, you are invincible all over the world. However, you are going to submit to Qin's authority. I feel very ashamed of you for that reason.

"The reason that Han and Wei are afraid of Qin lies in the fact that these two states share their borders with Qin. If Han and Wei dispatch their troops to confront Qin, which side will win the war will be decided within ten days. If Han and Wei can defeat Qin, they will lose one half of their military forces and become incapable of defending their borders. If they are defeated by Qin, their states will be



### 【原文】

不胜，以亡随其后。是故韩、魏之所以重与秦战而轻为之臣也。

“今秦攻齐则不然，信韩、魏之地，至阘阳晋之道，径亢父之险，车不得方轨，马不得并行，百人守险，千人不能过也。秦虽欲深入，则狼顾，恐韩、魏之议其后也。是故惴疑虚竭，高跃而不敢进。则秦不能害齐，亦已明矣。夫不深料秦之不奈我何也，而欲西面事秦，是群臣之计过也。今无臣事秦之名，而有强国之实，臣固愿大王之少留计。”

齐王曰：“寡人不敏，今主君以赵王之教诏之，敬奉社稷以从。”

### 【今译】

守；如果在战争中失败，随后就会亡国。所以韩国和魏国不肯轻易跟秦国作战，而是容易臣服于秦国。

“如今秦国进攻齐国的情况却不是这样的。进攻齐国要穿越韩国和魏国，要行经卫国的阳晋，路过亢父的险阻，在这些地方，车马都不能并行通过，一百个人把守，一千个人都不能通过。即使秦国想进攻齐国，也会犹豫不决，担心韩国和魏国趁机进攻自己。因此它恐惧疑惑，虚张声势，高高跳起却不敢前进。秦国不能对齐国构成威胁，已经是非常明显的了。如果不能清楚地预料到秦国不能把我们怎么样，却打算向西侍奉秦国，这就是齐国朝中大臣们谋划的失误。现在没有侍奉秦国的名声，却有国家强盛的事实，我强烈请求大王稍微留心考虑一下。”

齐宣王说：“我很愿就，如今您用赵王的教诲晓谕我，我一定率领我的国家听命。”



ruined subsequently. Therefore, Han and Wei are very reluctant to launch attacks against Qin and will easily submit to Qin's authority.

"However, things are not the same if Qin attacks Qi. The troops of Qin need to cross Han and Wei, and march through dangerous natural passes such as Yangjin of Wei and Kangfu. At such places, two chariots or horses cannot pass side by side. If only one hundred soldiers are deployed there to defend them, one thousand enemy soldiers cannot manage to defeat them. Even though Qin wants to encroach upon Qi, it is indecisive and afraid that Han and Wei might take occasion to attack it in the rear. So it is just engaging in bravados but doesn't dare take any concrete action. Obviously, Qin cannot pose any threat to Qi. If you don't know this and prepare to submit to Qin's authority, it is the worst policy your court officials could draft. Now you can be rid of the infamy of yielding to Qin and strengthen your own state instead. Your Majesty, please pay a little attention to what I have said and think it over." King Xuan said, "I am not very wise. Now you have informed me of the instructions of the king of Zhao. I am going to lead my state to follow him."

## 张仪为秦连横[说]齐王

### 【原文】

张仪为秦连横[说]齐王曰：“天下强国，无过齐者；大臣父兄般众富乐，无过齐者。然而，为大王计者，皆为一时说而不顾万世之利。从人说大王者，必谓：‘齐西有强赵，南有韩、魏，负海之国也。地广人众，兵强士勇，虽有百秦，将无奈我何！’大王览其说，而不察其至实。

“夫从人朋党比周，莫不以从为可。臣闻之，齐与鲁三战而鲁三胜，国以危，亡随其后，虽有胜名而有亡之实，是何故也？齐大而鲁小，今

### 【今译】

张仪为秦国连横，游说齐王道：“天下的强国，没有哪个国家能超过齐国；大臣父子兄弟众多而且富裕快乐，没有哪个国家能超过齐国。然而，为大王出谋划策的人都持一时的权宜之计而不顾长远利益。主张合纵的人游说大王，一定会说：‘齐国西面有强大的赵国，南面有韩国和魏国，又是一个临海的国家。领土广大，人口众多，兵力强大，士卒勇猛，即使有一百个秦国，又能把我们怎么样？’大王听了他们的说法，就不明察实情。

“合纵的人朋党比周，没有人不认为合纵是可行的。我听说，齐国跟鲁国三次交战，而鲁国三次取胜，国家因此陷入危机，随后就灭亡了，虽然有利胜利的虚名却有亡国之实，这是什么原因呢？因为齐国大而鲁





## Zhang Yi Advocated Lianheng on Qin's Behalf and Persuaded Qi's King

Zhang Yi advocated Lianheng on behalf of the state of Qin. He went to consult with the king of the state of Qi and said, "Among all the powerful states in the world, not one state is as powerful as the state of Qi. Qi's high-ranking court officials and adult males, fathers and sons are numerous, wealthy and lead happy lives. No other state can match Qi in this respect. However, the advisors of Your Majesty all focus on short-term strategies but overlook long-term interests that might benefit your future generations. The people advocating Hezong definitely advise Your Majesty as follows: 'Qi is adjacent to the powerful Zhao in the west. The states of Han and Wei are located south of Qi. Qi is also a coastal state. It has a vast territory and a huge population. Qi's military forces are formidable and strong and the soldiers are valiant. Even if there were one hundred Qins, they wouldn't pose any threat to us!' Your Majesty listen to their opinions but fail to see the reality.

"The people advocating Hezong have built cabals to support each other. They all believe that Hezong is a practical strategy. I heard that previously the state of Qi and the state of Lu fought three battles and Lu won every time. However, the state of Lu came under severe threat and was subsequently defeated. Although Lu had enjoyed the reputation of winning every battle, eventually it was ruined.

### 【原文】

赵之与秦也，犹齐之于鲁也。秦、赵战于河漳之上，再战而再胜秦，战于番吾之下，再战而再胜秦。四战之后，赵亡卒数十万，邯郸仅存。虽有胜秦之名，而国破矣！是何故也？秦强而赵弱也。今秦、楚嫁子取妇，为昆弟之国；韩献宜阳，魏效河外，赵入朝龟池，割河间以事秦。大王不事秦，秦驱韩、魏攻齐之南地，悉赵涉河关，指（持）（搏）[博]关，临淄、即墨非王之有也！国一旦被攻，虽欲事秦，不可得也。是故愿大王熟计之。”

### 【今译】

国小。如今赵国跟秦国，也如同齐国跟鲁国一样。秦国和赵国的军队在漳水岸边交战，赵国军队在两次战役中都战胜了秦军；在番吾交战，在两次战役中也都战胜了秦军。这四次战役之后，赵国士卒死掉了几十万，仅仅掌握着邯郸。虽然有战胜秦国的名声，但国家却被攻破了！这是什么原因？是秦国强而赵国弱的缘故。如今秦国和楚国互相和亲，成为兄弟国；韩国进献宜阳，魏国奉献河外，赵王到龟池朝拜秦王，割让河间地区来结交秦国。大王不侍奉秦国，秦国支使韩国和魏国进攻齐国南部，命令赵国派出所有士兵渡过清河，逼近博关，那临淄、即墨就不属于大王所有了！一旦国家被攻破，即使想侍奉秦国，也不可能了。因此，希望大王仔细考虑这件事！”



Why? Well, the state of Qi is big but the state of Lu is small. Currently, the contrast between the state of Zhao and the state of Qin is similar to that between Lu and Qi. When the troops of Qin and those of Zhao engaged on the bank of the Zhangshui River, the latter defeated the former in both battles. Then the two sides fought in Fanwu and the troops of Zhao defeated those of Qin in both battles fought there. However, after these four victories, Zhao lost tens of thousands of soldiers on the battlefield. Only the city of Handan was still in the hands of Zhao's king. Although Zhao enjoyed the reputation of defeating the state of Qin, in reality it was ruined. Why? The state of Qin is powerful but the state of Zhao is weak. Recently, the king of Qin married a princess from Chu. Therefore, Qin and Chu became brother states. The state of Han has presented Qin with the area of Yiyang. The state of Wei has given Qin the area of Hewai. The king of the state of Zhao went to Mianchi to show his respect to the king of Qin. In order to establish good relations with Qin, Zhao also ceded Hejian to Qin. If Your Majesty doesn't submit to Qin's king, he will order the troops of the states of Han and Wei to invade the southern areas of your state. He will also order the troops of the state of Zhao to cross the Qinghe River and approach the Boguan Fortress. Thus the areas of Linzi and Jimo will no longer belong to Your Majesty! Once your state is ruined, even though you would like to submit to Qin, it wouldn't be possible to do so. So, that's why I hope Your Majesty will think about this carefully."

【原文】

齐王曰：“齐僻陋隐居，托于东海之上，未尝闻社稷之长利。今大客幸而教之，请奉社稷以事秦。”献鱼盐之地三百于秦也。

【今译】

齐王说：“齐国地处偏远，跟外界没有联系，坐落在东海之滨，没有听说过有关国家长久利益的道理。今天有幸得到贵客的教导，请让我带领齐国来侍奉秦国。”于是献给秦国三百里盛产鱼盐的土地。



The king of Qi said, "Located in this remote and isolated area, Qi is a coastal state near the East Sea. I haven't heard of anything regarding these long-term national interests. I am lucky that you, our honoured guest, have brought me these instructions. Please let me lead my state to submit to Qin." He then ceded three hundred *li* of land teeming with fish and salt to Qin.



## 卷九 齐 二

### 韩齐为与国

#### 【原文】

韩、齐为与国，张仪以秦、魏伐韩。齐王曰：“韩，吾与国也。秦伐之，吾将救之。”田臣思曰：“王之谋过矣！不如听之。子哈与子之，百姓不戴，诸侯弗与。秦伐韩，楚、赵必救之，是天（下）以燕赐我也。”王曰：“善。”乃许韩使者而遣之。

韩自以得文于齐，遂与秦战。楚、赵果遽起兵而救韩，齐因起兵攻燕，三十日而举燕国。

#### 【今译】

韩国和齐国是盟国，张仪让秦国和魏国的军队攻打韩国。齐王说：“韩国是我们的盟国。秦国进攻它，我将要援救它。”田臣思说：“大王的谋略是错误的！不如听任秦国攻打它算了。子哈跟子之掌管燕国，老百姓不拥戴他们，诸侯不跟它结交。秦军进攻韩国，楚国和赵国一定会救援它的，这是上天把燕国赏赐给我们啊。”齐王说：“说得好。”于是答应韩国使者出兵增援，然后就把他打发走了。

韩国自以为得到齐国援助，于是就跟秦国军队开战。楚国和赵国果然起兵营救韩国，齐国趁机起兵进攻燕国，三十天后就攻克了燕国。

**The Second Volume on Qi**

**Han and Qi Made an Alliance**

The state of Han and the state of Qi made an alliance. Due to Zhang Yi's arrangement, the allied forces of the state of Qin and the state of Wei were about to invade the state of Han. The king of the state of Qi said, "Well, Han is our ally. Now the troops of Qin are invading Han. I will help it." Tian Chensi said, "Your Majesty's plan is wrong! You'd better let the matter rest. The state of Yan is under control of Zi Kuai and Zi Zhi. The people don't support them, and the sovereigns of other states won't establish diplomatic relations with them. Now the troops of Qin are attacking the state of Han. The states of Chu and Zhao will definitely send their troops to assist it. Thus Heaven will bestow the state of Yan on us." The king said, "Good idea." He then promised the emissary from Han that Qi would assist Han and sent him back.

Relying on the promise of the state of Qi, the troops of Han engaged the enemy troops. The states of Chu and Zhao sent troops to assist Han as expected. The troops of the state of Qi took occasion to attack the state of Yan and occupied it within thirty days.



## 张仪事秦惠王

### 【原文】

张仪事秦惠王。惠王死，武王立。左右恶张仪曰：“仪事先王不忠。”言未已，齐让又至。

张仪闻之，谓武王曰：“仪有愚计，愿效之王。”王曰：“奈何？”曰：“为社稷计者，东方有大变，然后王可以多割地。今齐王甚憎张仪，仪之所在，必举兵而伐之。故仪愿乞不肖身而之梁，齐必举兵而伐之。齐、梁之兵连于城下，不能相去，王以其间伐韩，入三川，出兵函谷而无伐，以临周，祭器必出，挟天子，案图籍，此王业也！”王曰：“善。”乃具革车三

### 【今译】

张仪侍奉秦惠王。秦惠王死后，秦武王即位。武王身边的人说张仪的坏话道：“张仪侍奉我们已故的惠王时不忠心。”语音未落，齐国又派人来谴责张仪。

张仪听说了这件事，对秦武王说：“我有一条愚蠢的计策，愿意进献给大王。”秦武王说：“什么计策？”张仪说：“为我们的国家着想，东方的齐国将会发动大规模战争，然后大王可以多割取一些土地。如今齐王非常憎恨我，我在哪里，一定会派兵进攻哪里。所以我愿意乞求您允许不才的我到魏国去，齐国一定会起兵进攻魏国。齐国和魏国的军队在城下交战，不能离开，大王趁此机会攻打韩国，进军三川，悄无声息地派兵穿过函谷关，逼近周国，它一定会献出祭祀用的九只大鼎。这样就可以挟天子，掌握地图与户籍，这是统一天下的大业！”秦武王说：“好。”



## Zhang Yi Served King Hui of Qin

Zhang Yi served King Hui of the state of Qin. After King Hui died, King Wu of Qin came into power. The people close to King Wu spoke ill of Zhang Yi in front of the new king. They said, "Zhang Yi didn't serve our departed king with loyalty." Shortly after this, the state of Qi sent people here to condemn Zhang Yi.

When Zhang Yi heard this, he told King Wu, "I have an unwise strategy and want to present it to Your Majesty." King Wu asked, "What is it?" Zhang Yi said, "I am planning for our state. The state of Qi located in the east will launch a large-scale attack on another state. Then Your Majesty can take occasion to obtain a lot of land from other states. Now the king of Qi hates me very much. No matter where I stay, he will definitely send troops to attack me. So, I want to go to the state of Wei. Then the troops of Qi will definitely attack it. When the troops of Qi and Wei engage each other, you can take occasion to invade the state of Han and occupy the area of Sanchuan. Then you can dispatch our troops from the Hangu Valley secretly to approach the two Zhou. As a result, you can obtain the Nine Cauldrons. Then you can force the Son of Heaven to issue orders to other states according to your own will, and take control of all the territory and population of the world. Thus you will be able to unify the whole world!" The king said, "Very good." Then he had thirty chariots prepared for Zhang Yi and sent

### 【原文】

十乘，纳之梁。

齐果举兵伐之，梁王大恐。张仪曰：“王勿患，请令罢齐兵。”乃使其舍人冯喜之楚，藉使之齐。齐、楚之事已毕，因谓齐王：“王甚憎张仪，虽然，厚矣王之托仪于秦王也。”齐王曰：“寡人甚憎仪，仪之所在，必举兵伐之，何以托仪也？”对曰：“是乃王之托仪也！仪之出秦，（因）[固]与秦王约曰：‘为王计者，东方有大变，然后王可以多割地。齐王甚憎仪，仪之所在，必举兵伐之。故仪愿乞不自身而之梁，齐必举兵伐梁。梁，齐之兵连于城下不能去，王以其间伐韩，入三川，出兵函谷而无伐，以临周，祭器必出，挟天子，案图籍，是王业也！’秦王以为然，与革车三十乘

### 【今译】

于是就准备了三十辆兵车，把张仪送到了魏国。

齐国果然派兵进攻魏国，魏王十分惊恐。张仪说：“大王不要担心，请让我使齐国退兵。”于是张仪派自己的门客冯喜到楚国去，通过楚国再让他出使齐国。齐国和楚国之间的外事接待仪式举行完毕后，冯喜就对齐王说：“大王非常憎恶张仪，虽然如此，大王却厚待张仪，让他侍奉秦王。”齐王说：“我非常憎恶张仪，张仪在哪里，我就一定要派兵进攻哪里，怎么会厚待他？”冯喜回答说：“这就是大王赋予张仪重权啊！张仪离开秦国的时候，坚定地跟秦王相约道：‘为大王着想，东方的齐国一定会发动大规模战争，然后大王就可以多割取土地。齐王非常憎恶我，我到了哪里，他一定会派兵攻打哪里。所以我愿意乞求您允许不才的我到魏国去，齐国一定会起兵进攻魏国。齐国和魏国的军队在城下交战，不能离开，大王趁此机会攻打韩国，进军三川，悄无声息地派兵穿过函谷关，逼近周国，它一定会献出祭祀用的九只大鼎。这样就可以要挟



him to the state of Wei.

The state of Qi sent troops to attack the state of Wei as expected. The king of Wei was scared. So, under Zhang Yi's instructions, Feng Xi, a hanger-on of Zhang Yi, went to the state of Chu. Then he was sent on a diplomatic mission to the state of Qi as an emissary from Chu. After the diplomacy was over, Feng Xi told the king of Qi, "Your Majesty, although you hate Zhang Yi very much, you still have conferred substantial power on him and arranged for him to serve the king of the state of Qin." The king of Qi said, "I hate Zhang Yi very much. Wherever Zhang Yi stays, I will definitely send my troops to attack that place. What do you mean by I conferring power on Zhang Yi?" Feng Xi replied, "Of course you have conferred power on him! Before Zhang Yi left the state of Qin, he made an agreement with the king of Qin as follows: 'I am planning for our state. The state of Qi located in the east will launch a large-scale attack on another state. Then Your Majesty can take occasion to obtain a lot of land from other states. Now the king of Qi hates me very much. No matter where I stay, he will definitely send troops to attack that place. So, I want to go to the state of Wei. Thus the troops of Qi will definitely attack it. When the troops of Qi and Wei engage each other, you can take occasion to invade the state of Han and occupy the area of Sanchuan. Then you can dispatch our troops from the Hangu Valley secretly to approach the two Zhous. As a result, you can obtain the Nine Cauldrons. Then you can force the Son of Heaven to issue orders to other states according to your own



### 【原文】

而纳仪于梁。而果伐之，是主内自罍而伐与国，广邻敌以自临，而信仪于秦王也。此臣之所谓托仪也。”

王曰：“善。”乃止。

### 【今译】

天子，掌握地图与户籍，这是统一天下的大业！”秦王认为他说的话很有道理，给他准备了三十辆兵车，把他送到了魏国。而大王果真攻打魏国，这样一来，大王就是使自己的军队疲惫不堪来讨伐盟国，扩大相邻的敌国的领土，让它来逼近您的国家，并且让张仪取信于秦王啊。这就是我所谓的赋予张仪权势啊！”

齐王说：“说得好。”于是停止出兵。

## 犀首以梁为齐战于承匡而不胜

### 【原文】

犀首以梁为齐战于承匡而不胜。张仪谓梁王：“不用臣言以危国！”梁王因相仪，仪以秦，梁之齐合横亲。犀首欲败[之]，谓卫君曰：“惜非有怨于仪也，值所以为国者不同耳！君必解惜！”卫君为告仪，仪许诺。

### 【今译】

犀首率领魏国军队跟齐国军队在承匡交战，但没有取胜。张仪对魏王说：“不听我的建议，国家就要陷入危机了！”于是魏王任用张仪做相国。张仪为秦国和魏国来到齐国劝说齐王参加连横。犀首想做坏此事，就对卫国国君说：“我和张仪之间无怨无仇，只是报效国策的方式不同而已！您一定要调解我和张仪之间的关系啊！”卫国国君把这件事推



will, and take control of the territory and population of the world. Thus you will be able to unify the whole world!' The king of Qin thought this was a good idea, so he presented Zhang Yi with thirty chariots and sent him to the state of Wei. Now you are about to attack Wei as expected. Hence, you will exhaust your officers and men by attacking your allied state. As a result, you will help the enemy state, Qin, enlarge its territory and cause problems for yourself. In addition, the king of Qin will also believe in Zhang Yi. That's why I said you have conferred power on Zhang Yi!"

The king of Qi said, "Well, I understand." He stopped attacking the state of Wei.

### **Xi Shou Led the Troops of Wei to Fight the Troops of Qi in Chengkuang and Lost the War**

Xi Shou, also known as Gongsun Yan, led the troops of the state of Wei to fight the troops of the state of Qi in Chengkuang, but his troops were defeated. Zhang Yi told the king of Wei, "If you don't take my advice, your state will be in danger!" So the king of Wei appointed Zhang Yi to be prime minister of his state. Zhang Yi consorted with the states of Qin and Wei and then went to persuade the state of Qi to join Lianheng. Xi Shou hoped to destroy Zhang Yi's plan. So he told the sovereign of the state of Wei, "I am not at odds with Zhang Yi at all. We are simply serving the state in different ways! Please reconcile the relationship between Zhang Yi and me!" The sovereign of Wei then told Zhang Yi



### 【原文】

因与之参坐于卫君之前。犀首跪行，为仪千秋之祝。明日，张子行，犀首送之，至于齐疆。

齐王闻之，怒于仪，曰：“衍也吾仇，而仪与之俱，是必与衍鬻吾国矣！”遂不听。

### 【今译】

告诉了张仪，张仪答应了，于是跟犀首同坐在卫国国君面前。犀首跪下，对张仪行祝寿的大礼。第二天，张仪离开，犀首为他送行，一直送到齐国边界。

齐王听说了这件事，很生张仪的气，说：“公孙衍是我的仇人，而张仪却跟他在一起。他肯定要伙同公孙衍出卖我的国家！”于是不听张仪的建议。

## 昭阳为楚伐魏

### 【原文】

昭阳为楚伐魏，覆军杀将，得八城。移兵而攻齐。陈轸为齐主使，见昭阳，再拜，贺战胜。起而问：“楚之法，覆军杀将，其官爵何也？”昭阳曰：“官为上柱国，爵为上执珪。”陈轸曰：“异贵于此者，何也？”曰：“唯令尹耳。”陈轸曰：“令尹贵矣！王非置两令尹也！臣窃为公譬可也。楚有

### 【今译】

昭阳率领楚国的军队进攻魏国，使魏军全军覆没，杀死魏国大将，夺取了八座城邑，然后调转军队进攻齐国。陈轸作为齐王的使者拜见昭阳，他拜了两次，祝贺昭阳大获全胜，站起身来问道：“按照楚国的法律，使敌军全军覆没，杀死敌方大将，将帅得到什么样的官职和爵位？”昭阳说：“官职是上柱国，爵位是上执珪。”陈轸说：“比这更尊贵的是什么？”昭阳说：“只有令尹了。”陈轸说：“令尹是非常尊贵的！楚王不会任



about this. Zhang Yi promised to improve his relations with Xi Shou. Then he sat before the sovereign of the state of Wei along with Xi Shou. Xi Shou knelt down to wish Zhang Yi longevity. On the next day, Zhang Yi left (for the state of Qi) and Xi Shou went to see him off and accompanied him to the border of Qi.

When the king of Qi heard this, he became very angry with Zhang Yi. He said, "Gongsun Yan is my enemy. However, Zhang Yi accompanied him. This person will betray my state along with Gongsun Yan!" After that, he refused to listen to Zhang Yi's advice.

### **Zhao Yang Led the Troops of Chu to Attack Wei**

Zhao Yang led the troops of Chu to attack Wei. They destroyed the enemy troops, killed their general and occupied eight counties and towns. They then turned around to attack Qi. Chen Zhen was sent on a diplomatic mission by King Xuan of Qi to see Zhao Yang. Chen bowed to Zhao Yang twice to congratulate him for his great victory. Then he stood up and said, "According to the law of Chu, what kind of position and title will be conferred on you if you defeat the enemy troops and behead their general?" Zhao Yang said, "The highest position will be First Zhuguo, and the highest title will be First Zhigui (the name of a most honourable title)." Chen Zhen asked, "Is there anything more powerful and honourable than that?" Zhao Yang said, "Only Lingyin is more powerful and honourable." Chen Zhen said, "Lingyin is

【原文】

祠者，赐其舍人卮酒。舍人相谓曰：‘数人饮之不足，一人饮之有余，请画地为蛇，先成者饮酒。’一人蛇先成，引酒且饮之，乃左手持卮，右手画蛇，曰：‘吾能为之足。’未成，一人之蛇成，夺其卮，曰：‘蛇固无足，子安能为之足？’遂饮其酒。为蛇足者，终亡其酒。今君相楚而攻魏，破军杀将，得八城，（不弱）[又移]兵欲攻齐，齐畏公甚，公以是为名，（居）足矣！官之上非可重也！战无不胜而不知止者，身且死，爵且后归，犹为蛇足也。”昭阳以为然，解军而去。

【今译】

命两个令尹。让我给您打一个比方。楚国有一个人在举行祭祀后赐给他的下人们一杯酒。下人们互相说道：‘这酒不够几个人喝，一个人喝还有余。就让我们在地上画蛇，第一个画完的就喝了这酒。’一个人先画完了蛇，端起酒就要喝，于是左手端着酒杯，右手画蛇，一边说：‘我还能给它画上脚。’他还没有画完蛇脚，另一个人的蛇画完了，夺过酒杯说：‘蛇本来没有脚，你怎么能给它画上脚呢？’于是就把酒喝光了。给蛇画脚的那个人终于没能喝上那酒。如今您身为楚国的相国，进攻魏国，大败魏军，杀死魏将，夺得八座城邑，而没有削弱自己的兵力。您又打算进攻齐国，齐国非常害怕您。您这么做如果是为了名，这已经是足够了，您的官职不可能是双重令尹。战无不胜而不知道停止，自己就会丧命，爵位也会被后来的人所拥有，如同画蛇添足一样。”昭阳认为他说得很有道理，就撤兵离开了。





the position with the most power and honour. However, you cannot be entitled as Lingyin twice. Please let me tell you a story to draw an analogy for you. Once a man in Chu held a fete and gave his inferiors a cup of wine after the ceremony was over. The inferiors told each other, 'If several people share this cup of wine, it is not enough. But it is more than enough if one person drinks it alone. Each of us can draw a snake on the ground, and the one who finishes first can drink the wine.' One of them finished his snake first. He grasped the cup and was going to drink. Then he held the cup with the left hand and said, 'I can also draw feet for the snake.' Before he finished drawing the feet, another person finished his snake. The latter seized the cup and said, 'Snakes don't have feet. How can you draw feet for the snake?' He then drunk the wine. The one who added feet to his snake lost the wine. Now you are helping Chu attack Wei. You have defeated its troops, killed its general and occupied eight cities and towns without any severe casualties to your own troops. Now you are going to attack Qi. The people of Qi are terrified by you. If you are doing so for the sake of gaining fame, you are already famous enough. However, you cannot be appointed as Double Lingyin anyway. Even though you may win every war, if you don't know when and where to stop, you will lose your life, and your title will be conferred on somebody else. That can also be regarded as the feet of the snake." Zhao Yang thought Chen Zhen was right. So he withdrew his troops from Qi.



## 秦攻赵

### 【原文】

秦攻赵，赵令楼缓以五城求讲于秦，而与之伐齐。齐王恐，因使人以十城求讲于秦。楼子恐，因以上党二十四县许秦王。赵足之齐，谓齐王曰：“王欲秦、赵之解乎？不如从合于赵。赵必倍秦。倍秦，则齐无患矣！”

### 【今译】

秦国军队进攻赵国，赵王命令楼缓进献五座城邑来跟秦国讲和，并且跟秦国相约一起攻打齐国。齐王很害怕，于是派人献上十座城邑来跟秦国讲和。楼缓很恐惧，于是许诺把上党地区的二十四个县献给秦国。赵足到了齐国，对齐王说：“大王想解除秦国和赵国的联盟吗？不如跟赵国联合起来，赵国必定会背叛秦国。赵国背叛秦国后，齐国就没有忧患了！”

## 权之难齐燕战

### 【原文】

权之难，齐、燕战。秦使魏冉之赵，出兵助燕击齐。群公使魏处之赵，谓李（向）[兑]曰：“君助燕击齐，齐必急。急，必以地和于燕而身与赵战矣。然则是君自为燕东兵、为燕取地也。故为君计者，不如按兵勿

### 【今译】

齐国和燕国的军队在权交战。秦国派魏冉到赵国，要求赵国出兵帮助燕国攻打齐国。孟尝君派魏处到赵国，对李兑说：“如果您帮助燕国攻打齐国，齐国必定陷入危机。齐国危急了，必定会割让土地跟燕国讲和，而反过来跟赵国作战。这样一来，您就是自愿作为燕国东部的兵力，为燕国争取土地了。所以为您打算，不如按兵不动。齐国的局势就



### The Troops of Qin Attacked Zhao

The troops of the state of Qin attacked the state of Zhao. The king of Zhao sent Lou Huan to present Qin with five cities to negotiate a ceasefire with Qin and unite with it to invade the state of Qi. The king of Qi was frightened. So in order to make peace with Qin, he sent someone to present Qin with ten cities. Lou Huan worried about this very much. So he promised to cede the king of Qin twenty-four counties in the area of Shangdang. Zhao Zu wen to the state of Qi and told the king of Qi, "Your Majesty, do you want to destroy the ties between Qin and Zhao? If so, you'd better establish good relations with Zhao. Then Zhao will definitely cut off its ties with Qin. In this case, your state will be free from threat!"

### Qi and Yan Were Engaged in Warfare in Quan

Qi and Yan were engaged in warfare in Quan. Qin sent Wei Ran to Zhao to ask Zhao to dispatch troops to help Yan attack Qi. Lord Mengchang sent Wei Chu to Zhao to inform Li Dui as follows: "If you help Yan attack Qi, Qi will be in danger. When Qi finds itself in danger, it will cede some land to Yan to make peace with it. Then Qi will turn against Zhao and attack it. Thus you are leading your officers and men to fight as Yan's eastern army and helping Yan enlarge its territory. So I think you'd better not deploy your troops or



### 【原文】

出。齐必缓，缓必复与燕战。战而胜，兵罢弊，赵可取唐，曲逆；战而不  
胜，命悬于赵。然则吾中立而割穷齐与破燕也，两国之权，归于君矣。”

### 【今译】

会缓和，缓和了就一定会继续跟燕国交战。燕国在战争中取胜，士卒就  
会疲惫不堪，赵国可以趁机夺取唐和曲逆；如果燕国不能取胜，它的命  
运就完全被赵国掌握了。我们保持中立，就可以瓜分处于穷途末路的  
齐国和疲惫不堪的燕国的土地，两个国家的大权也都完全操纵在您手  
里了。”

## 秦攻赵长平

### 【原文】

秦攻赵长平，齐、楚救之。秦计曰：“齐、楚救赵，亲则将退兵，不亲  
则且遂攻之。”

赵无以食，请粟于齐，而齐不听。苏秦谓齐王曰：“不如听之，以却  
秦兵。不听，则秦兵不却，是秦之计中，而齐、燕之计过矣！且赵之于  
燕、齐，隐蔽也，齿之有唇也，唇亡则齿寒。今日亡赵，则明日及齐、楚

### 【今译】

秦国军队进攻赵国的长平，齐国和楚国营救赵国。秦国人商量道：  
“齐国和楚国营救赵国，如果交情深厚，那我们就退兵；如果不深厚，那  
就进攻它。”

赵国没有粮食，向齐国请求借粮，但齐国却不答应。苏秦对齐王  
说，“不如答应借给它粮食，来让秦国退兵；如果不借给它，秦国军队就  
不会撤退。这样一来，秦国的计策就被证实了，而齐国和燕国的计策却  
失策了！而且赵国对于燕国和齐国来说是个屏障，两者的关系如同嘴  
唇跟牙齿一般，嘴唇没了，牙齿就会感到寒冷。今天赵国灭亡了，那朝



throw them into battle. Then the situation in Qi will be eased. As a result, it will engage in war with Yan again. If Yan can defeat Qi, its officers and men will become exhausted. Then Zhao can take occasion to occupy Tang and Quni. If Yan loses the war, it will submit to Zhao's authority. So, you can sit on the fence and obtain land both from the threatened Qi and the exhausted Yan, and can take control over both states."

### **The Troops of Qin Invaded Changping of Zhao**

The troops of the state of Qin invaded Changping of the state of Zhao. The states of Qi and Chu sent troops to save Changping. The people of Qin discussed countermeasures and drew a conclusion as follows: "Now Qi and Chu's troops are coming to Zhao's rescue. If they support Zhao strongly, we will order our troops to retreat. If not, we can launch an attack on it."

The people of the state of Zhao were badly short of food. So they went to Qi to borrow grain. But Qi rejected them. Su Qin told the king of Qi, "We'd better lend grain to them. Then the troops of Qin will retreat. If we don't lend them grain, the troops of Qin won't retreat. Hence, Qin's strategies will prove correct and those of the states of Qi and Yan will prove wrong! Moreover, Zhao can serve as a barrier for Yan and Qi. The relationship of Zhao to Yan and Qi is similar to the relationship between lips and teeth. If the lips are gone, the teeth will feel cold. If the state of Zhao is destroyed today, the states of Qi and Chu will follow in



### 【原文】

矣。且夫救赵之务，宜若奉鬻糜，沃焦釜，夫救赵，高义也；却秦兵，显名也。义救亡赵，威却强秦兵，不务为此而务受罪，则为国计者过矣！”

### 【今译】

天就轮到齐国和楚国了。援救赵国一事，如同捧起温水的党、逆烧红的锅一样割不容缓。援救赵国，能彰明大义，让秦国撤兵，能赢得美名。仲张正义来救援即将灭亡的赵国，高扬威风来迫使强大的秦国撤兵，不致力于做这样的事情，却一味地受借粮食，那为国家出谋划策的人就错了！”

## 或谓齐王

### 【原文】

或谓齐王曰：“周、韩西有强秦，东有赵、魏。秦伐周、韩之西，赵、魏不伐周、韩，为割韩却周害也。及韩却周割之[后]，赵、魏亦不免与秦为患矣。今齐、秦伐赵、魏，则亦不果于赵、魏之应秦而伐周、韩。（令）[令]齐入于秦而伐赵、魏，赵、魏亡之后，秦东面而伐齐，齐安得救天下乎？”

### 【今译】

有人对齐王说：“周国和韩国西边有强大的秦国，东边有赵国和魏国。秦国入侵周国和韩国的西界，赵国和魏国却不入侵它们，这是因为周国和韩国的土地被侵吞后会给它们造成危险的缘故。等到韩国和周国被瓜分了，赵国和魏国就不免跟秦国之间发生战事了。如今齐国和秦国联合攻打赵国和魏国，也跟赵国和魏国响应秦国来进攻周国和韩国是一样的。如果齐国伙同秦国进攻赵国和魏国，赵国和魏国灭亡之后，秦国就会向东攻打齐国，齐国怎能得到天下各国的救援呢？”



Zhao's footsteps tomorrow. Hence, we should reinforce Zhao as urgently as holding a leaking urn or watering a scorching cauldron. Rescuing Zhao can manifest our righteousness. Forcing the troops of Qin to retreat can gain us a high reputation. Out of righteousness, we can both rescue the perilous Zhao that is on the edge of defeat and coerce the troops of the powerful Qin into retreating before our military power. However, you are not committed to reaching this goal but focus on keeping your grain. The plans of the advisors of our state are completely wrong."

### Someone Had a Talk with Qi's King

Someone had a talk with the king of the state of Qi and said, "Regarding the states of Zhou and Han, the powerful Qin is adjacent to them in the west, and the states of Zhao and Wei are located to their east. The troops of Qin have invaded the western areas of Zhou and Han. But Zhao and Wei don't invade them, because it is disadvantageous to them if the territory of Zhou and Han is ceded. If Zhou and Han's territory is lost, Zhao and Wei won't be able to avoid the threat caused by the state of Qin. Now the state of Qi is joining Qin in attacking Zhao and Wei. It is somewhat the same as Zhao and Wei assisting Qin to invade Zhou and Han. Now if Qi reinforces Qin to invade Zhao and Wei, the troops of Qin will launch an attack on your state after they defeat Zhao and Wei. How can Qi win over reinforcements from other states in the world if this is the case?"

## 卷十 齐 三

### 楚王死

#### 【原文】

楚王死，太子在齐质。苏秦谓薛公曰：“君何不留楚太子，以市其下东国？”薛公曰：“不可！我留太子，郢中立王，然则是我抱空质而行不义于天下也。”苏秦曰：“不然！郢中立王，君因谓其新王曰：‘与我下东国，吾为王杀太子。不然，吾将与三国共立之。’然则下东国必可得也。”

苏秦之事，可以请行；可以令楚王亟入下东国；可以益割于楚；可以忠太子而使楚益入地；可以为楚王走太子；可以忠太子，使之亟去；可以

#### 【今译】

楚王死了，楚国太子在齐国做人质。苏秦对薛公说：“您何不扣留楚国太子，拿他来交换楚国东部的土地？”薛公说：“不行！我扣留了楚国太子，楚国另立新王。这样一来，我就是空有一个人质而在天下行不义之事了！”苏秦说：“不是这样的！楚国另立新王，您就趁机对新即位的楚王说：‘给我东部的土地，我为大王杀死太子。不然的话，我将同秦国、韩国和魏国一起拥立太子为楚王。’这样一来，一定能得到东部地区。”

苏秦说的这件事可以实现；可以让楚王赶紧奉献上东部地区；可以让楚国割让更多的土地；可以忠于楚国太子从而让楚国奉送上更多的土地；可以为新即位的楚王把太子赶走；可以忠于太子，让他尽快离开



## Book 10

### The Third Volume on Qi

#### Chu's King Died

The king of the state of Chu died. At that time, the crown prince of Chu stayed in the state of Qi as a hostage. Su Qin had a talk with the lord of Xue and said, "Why not detain the crown prince of Chu and trade him for the eastern area of the state of Chu?" The lord of Xue said, "That's impossible! If we detain the crown prince, the people of the capital of Ying will enthrone another person. Thus we will detain the hostage for nothing, and in the meantime, people in the world will consider this as unethical conduct!" Su Qin said, "You are wrong! If the people of the capital of Ying enthrone a new sovereign, you can inform the new sovereign as follows: 'If you give me the eastern area of your state, I will behead the crown prince for you. Otherwise, I will unite with the states of Qin, Han and Wei to enthrone him.' If this is the case, you can certainly obtain Chu's eastern area."

This proposal put forward by Su Qin is practical. By doing so, the king of the state of Chu can be forced to cede the eastern area immediately. More territory can be gained from the state of Chu. The state of Chu can be coerced into presenting more territory to Qi by exhibiting loyalty to the crown prince of Chu. The crown prince can be driven out of Qi for the benefit of the new king of the state of Chu. The



### 【原文】

悉苏秦于薛公；可以为苏秦请封于楚；可以使人说薛公以善苏子；可以使苏子自解于薛公。

苏秦谓薛公曰：“臣闻：‘谋泄者事无功，计不决者名不成。’今君留太子者，以市下东国也。非亟得下东国者，则楚之计变，变则是君抱空质而负名与天下也。”薛公曰：“善。为之奈何？”对曰：“臣请为君之楚，使亟入下东国之地。楚得成，则君无败矣。”薛公曰：“善。”因遣之。

谓楚王曰：“齐欲奉天子而立之。臣观薛公之留太子者，以市下东国也。今王不亟入下东国，则太子且倍王之割而使齐奉己。”楚王曰：

### 【今译】

（齐国回到楚国）；可以在薛公面前败坏苏秦；可以为苏秦向楚国请求受封；可以让人劝说薛公善待苏秦；可以让苏秦自己跟薛公和解。

苏秦对薛公说：“我听说：‘计策泄露了，事情就不会成功；计划不确定，就不能成名。’如今您扣留了楚国太子，是因为要用他来交换楚国东部的土地。如果不能尽快得到楚国东部的土地，楚国的计划就会发生变化，那样一来，您就是空有一个人质并且在天下背负不义之名了。”薛公说：“好，该怎么办呢？”苏秦回答说：“我请求为您到楚国去，让楚国赶紧退还东部地区。争取到楚国后，您就立于不败之地了。”薛公说：“好。”于是让苏秦去游说楚王。

苏秦对楚王说：“齐国打算支持太子并拥立他为楚王。据我观察，薛公之所以扣留了太子，是想用他来交换东部地区。如今假如大王不



crown prince can be supported and then return to Chu to take over the state. Some people can speak ill of Su Qin in front of the lord of Xue. Some people can ask the state of Chu to confer some land and an honourable title on Su Qin. Some people can exhort the lord of Xue to treat Su Qin with honour and respect. Su Qin can also win over the lord of Xue himself.

Su Qin had a talk with the lord of Xue and said, "I heard, 'If one's strategy is divulged, his undertaking will result in failure. If one cannot make a concrete plan, he won't be able to gain a high reputation.' Now you have detained the crown prince of Chu, because you want to trade him for the eastern area of the state of Chu. If you cannot gain this land as soon as possible, the state of Chu might change its mind. Thus you will keep the hostage for nothing and will also become notorious worldwide." The lord of Xue said, "I see. What shall I do then?" Su Qin replied, "Please send me on a diplomatic mission to the state of Chu. I will make Chu present the eastern area to you immediately. If we can win over the state of Chu, you will be free from threat." The lord of Xue said, "Very good." Then he sent Su Qin to Chu. (So it is said, "This proposal expounded by Su Qin is practical.")

Su Qin had a talk with the king of the state of Chu and said, "The people of the state of Qi will back the crown prince and enthrone him. I think the reason why the lord of Xue has detained the crown prince lies in the fact that he wants to trade him for the eastern area of your state. If Your Majesty don't present him with the eastern area, the crown

### 【原文】

“谨受命。”因献下东国。故曰可以使楚亟入地也。

谓薛公曰：“楚之势，可多割也。”薛公曰：“奈何？”“请告太子其故，使太子谒之君，以忠太子。使楚王闻之，可以益入地。”故曰可以益割于楚也。

谓太子曰：“齐奉太子而立之，楚王请割地以留太子，齐少其地。太子何不信楚之割地而资齐？齐必奉太子。”太子曰：“善。”倍楚之割而延齐。楚王闻之，恐，益割地而献之，尚恐事不成。故曰可以使楚益入地

### 【今译】

赶紧进献东部地区，那太子就会奉送上比您所割让的还多一倍的土地，从而使得齐国拥立自己。”楚王说：“我小心从命。”于是进献东部地区。所以说可以使楚国赶紧奉献上东部地区。

苏秦对薛公说：“就楚国现在的形势来说，可以让它多割让一些土地。”薛公说：“怎么做呢？”“请把这件事情告诉楚国太子，让他来拜见您，您表示对太子的忠心。让楚王知道这件事，就可以令楚国割让更多的土地。”所以说可以让楚国割让更多的土地。

苏秦对楚国太子说：“齐国支持太子并且要拥立您，楚王请求割让土地给齐国来把太子留在齐国，齐国嫌楚王割让的土地太少。太子何不奉送比楚王所割让的多一倍的土地来资助齐国呢？齐国一定会支持太子的。”太子说：“好。”就奉送比楚王所割让的多一倍的土地来扩大齐国领地。楚王听说了这件事，很恐惧，就割让更多的土地进献给齐国，



prince will offer twice the amount of territory to Qi and therefore win over the support of that state." The king of Chu said, "I will follow your instructions carefully." Then he presented the eastern area to Qi. So it is said, "By doing so, the king of the state of Chu was forced to cede the eastern area immediately."

Su Qin had a talk with the lord of Xue and said, "Judging from the current situation in the state of Chu, it can cede more territory to us." The lord of Xue asked, "Why?" Su Qin replied, "Please tell the crown prince that the king of Chu is going to cede land to Qi, and let him pay a visit to you. Then you can express your loyalty towards him. When the king of Chu hears of this story, he will cede more land to us." So it is said, "More territory can be gained from the state of Chu."

Su Qin had a talk with the crown prince of Chu and said, "The people of the state of Qi support you and want to enthrone you to be king of your state. However, the king of Chu has offered to cede some land to Qi and thus asked Qi to detain you here. But we think Chu is not offering enough land. Why not promise to give Qi twice the amount of land to strengthen Qi? As a result, Qi will definitely support you in fighting for the state of Chu." The crown prince said, "Excellent." Then he offered twice the amount of land to enlarge Qi's territory. When the king of Chu heard of this, he was scared. So he ceded more territory to Qi. After that, he still feared that Qi might not support him. So it is said, "The state of Chu can be coerced into presenting more



### 【原文】

也。

谓楚王曰：“齐之所以敢多割地者，挟太子也。今已得地而求不止者，以太子权王也。故臣能去太子。太子去，齐无辞，必不借于王也。王因融强齐而为交，齐辞，必听王。然则是王去仇而得齐交也。”楚王大悦，曰：“请以国因！”故曰可以为楚王使太子也夫也。

谓太子曰：“夫割楚者，王也；以空名市者，太子也。齐未必信太子之言也，而楚功见矣。楚交成，太子必危矣。太子其图之。”太子曰：“谨

### 【今译】

却还是担心事情不能成功，所以说可以让楚国割让更多的土地。

苏秦对楚王说：“齐国之所以敢于割取这么多的土地，是因为它挟持着太子的缘故。如今它已经得到了土地却还不停地索要，是因为可以用太子来威胁大王。因此我能让齐国驱逐太子。太子离开了，齐国就没有借口了，也必定不会背叛大王了。然后大王赶快跟强大的齐国结交，齐国没有其他借口，一定会听从大王的建议。这样一来，大王就能除掉仇人，而且建立跟齐国的交情。”楚王十分高兴，说：“请委托您使我的国家跟齐国建交！”所以说可以为楚王尽快把太子赶走。

苏秦对太子说：“控制楚国的，是大王；用空名做交易的，是太子，齐国未必相信太子的话，而楚国已经进献上土地了。齐国跟楚国建交后，太子必定会有危险了。太子要好好地考虑这件事啊！”太子说：“我愿



territory to Qi by exhibiting loyalty to the crown prince of Chu. ”

Su Qin had a talk with the king of the state of Chu and said, “The reason why the people of the state of Qi dare to ask for more territory from you lies in the fact that the crown prince of your state is in their hands. Now they have already obtained some land, but they will continually ask for more, because they can use the crown prince to vie with you for the authority of the state. I can banish the crown prince. If the crown prince is driven out of Qi, the people of Qi will no longer have any excuse for demanding land from you. As a result, they won’t turn against Your Majesty. Then Your Majesty can take occasion to establish good relations with Qi immediately. Since Qi won’t have any alternative, it will definitely listen to your advice. Thus you can rid yourself of a personal enemy and also win over the state of Qi. ” The king of Chu was very happy with these words and said, “Please establish good relations with the state of Qi on behalf of my state. ” So it is said, “The crown prince can be driven out of Qi on behalf of the new king of the state of Chu. ”

Su Qin had a talk with the Crown Prince of Chu and said, “The person in charge of the state of Chu is the current king of Chu. The person who trades by means of name is you. The people of the state of Qi might not believe your promise. *On the other hand, the king of Chu has already ceded land to Qi.* If Qi establishes good relations with Chu, you will definitely be in danger. Please think about it carefully. ” The crown prince said, “I will follow your instructions carefully. ”

### 【原文】

受命。”乃约车而暮去。故曰可以使太子急去也。

苏秦使人请薛公曰：“夫劝留太子者，苏秦也。苏秦非诚以为君也，且以便楚也。苏秦恐君之知之，故多割楚以灭迹也。今劝太子者，又苏秦也，而君弗知，臣窃为君疑之！”薛公大怒于苏秦。故曰可以使人恶苏秦于薛公也。

又使人谓楚王曰：“夫使薛公留太子者，苏秦也；奉王而代立楚太子者，又苏秦也；割地固约者，又苏秦也；忠王而走太子者，又苏秦也。今人恶苏秦于薛公，以其为齐薄而为楚厚也。愿王之知之！”楚王曰：“谨受命。”因封苏秦为武贞君。故曰可以为苏秦请封于楚也。

### 【今译】

谨从命。”于是备好车子，当晚就离开了。所以说可以让太子赶紧离开。

苏秦派人向薛公说：“劝说扣留太子的，是苏秦。苏秦并非是真心想为了您，而是要为楚国提供便利。苏秦害怕您知道这件事，所以多多地割取楚国的土地来掩盖此事。如今劝说太子离开的又是苏秦，但您却不知道，我私下为您对这件事感到怀疑！”薛公非常生苏秦的气。所以说可以让人在薛公面前败坏苏秦。

苏秦又派人向楚王说：“支使薛公扣留太子的，是苏秦；拥戴大王代替太子为王的，又是苏秦；割取土地来巩固跟齐国的交情的，也是苏秦；忠于大王而驱逐太子的，还是苏秦。如今有人在薛公面前说苏秦的坏话，是因为他为齐国做得少而为楚国做得太多的缘故。希望大王能意识到这个情况！”楚王说：“恭谨从命。”于是封苏秦为武贞君。所以说可以为苏秦向楚国请求受封。



Then he had a carriage prepared and left the state of Qi for Chu on the same evening. So it is said, "The crown prince can be made to leave hurriedly."

Su Qin asked someone to inform the lord of Xue as follows: "It was Su Qin that persuaded you to detain the crown prince. But Su Qin didn't do it for your sake from the bottom of his heart. He did it to facilitate the undertakings of the state of Chu. However, Su Qin was in fear that you might realize this, so he asked Chu to cede more territory to Qi to cover him. It was also Su Qin that persuaded the crown prince to leave Qi for Chu. But you had no idea about it. I personally doubt it for you!" Then the lord of Xue became very angry with Su Qin. So it is said, "People can speak ill of Su Qin in front of the lord of Xue."

Su Qin then sent someone to inform the king of the state of Chu as follows: "It was Su Qin that persuaded you to detain the crown prince of Chu. It was Su Qin that supported you to take the place of the crown prince to become the king of Chu. It was Su Qin that asked you to cede land to Qi to consolidate relations with it. It was also Su Qin that served Your Majesty with loyalty and therefore drove the crown prince out of the state of Qi. Recently, some people are speaking ill of Su Qin in front of the lord of Xue, because he has done *too little for the state of Qi but helped greatly the state of Chu*. Please pay attention to this, Your Majesty." The king of Chu then nominated Su Qin to be Lord Wuzhen. So it is said, "People can ask the state of Chu to confer some land and an honourable title on Su Qin."



### 【原文】

又使景鲤请薛公曰：“君之所以重于天下者，以能得天下之士而有齐权也。今苏秦，天下之辩士也，世与少有。君因不善苏秦，则是困塞天下士而不利说途也。夫不善君者且奉苏秦，而于君之事殆矣！今苏秦善于楚王，而君不蚤亲，则是身与楚为仇也！故君不如因而亲之，贵而重之，是君有楚也。”薛公因善苏秦。故曰可以为苏秦说薛公以善苏秦也。

### 【今译】

苏秦又派景鲤对薛公说：“您之所以能被天下人看重，是因为能赢得天下的士人，并且掌握齐国的大权的缘故。如今苏秦是天下能言善辩的士人，是世上罕见的人才。您要是不善待苏秦，就会阻塞天下的士人，而不利于他们向您进献自己的建议。而且跟您关系不好的人将重用苏秦，从而对您的事业构成威胁！如今苏秦跟楚王的关系很好，而您不及早亲近他，那就是自己跟楚国结仇啊！所以您不如趁机会亲近他，抬高他的地位与权势，这样您就能赢得楚国的支持了。”于是薛公跟苏秦善。所以说可以让人劝说薛公善待苏秦。

## 齐王夫人死

### 【原文】

齐王夫人死，有七孺子皆近。薛公欲知王所欲立，乃献七珥，美其

### 【今译】

齐王的夫人死了，有七个女子都得到齐王的宠爱。薛公想知道齐王要立谁为王后，就献上七副珍珠耳环，其中的一副异常美丽。第一



Su Qin sent Jing Li to inform the lord of Xue as follows: "The reason why you are respected and honoured by people all across the world lies in the fact you are able to win over scholars of the world and also take firm control of the authority of the state of Qi. As for Su Qin, he is a persuasive talker in the world, and no one can match him in this respect. If you don't treat Su Qin well, you will obstruct the path of scholars of the world offering useful advice to you. Moreover, those who are at odds with you will employ Su Qin. This will pose a threat to your undertakings! Nowadays, Su Qin is very close to the king of the state of Chu. But you don't hobnob with him as early as possible. Thus you are going to be at enmity with the state of Chu. Hence, it would be better if you hobnob with him, appoint him to a powerful position and treat him with honour and respect. Thus you can win over the state of Chu." So the lord of Xue treated Su Qin well. So it is said, "People can persuade the lord of Xue to treat Su Qin with honour and respect."

### **The Queen of Qi's King Died**

The queen of the king of the state of Qi died. There were seven young ladies close to the king. The lord of Xue wanted to know which one of them would be appointed to be the new queen by the king. So he presented the king with seven pairs of pearl earrings, but only one pair was extremely beautiful. On the next day, he observed who wore this pair of beautiful earrings. Then he advised the king to appoint her as the new

### 【原文】

一。明日，视美珥所在，劝王立为夫人。

### 【今译】

天，看看那副美丽的珍珠耳环戴在谁身上，就劝说齐王立她为王后。

## 孟尝君将入秦

### 【原文】

孟尝君将入秦，止者千数而弗听。苏秦欲止之，孟尝曰：“人事者，吾已尽知之矣；吾所未闻者，独鬼事耳。”苏秦曰：“臣之来也，固不敢言人事也，固且以鬼事见君。”

孟尝君见之。谓孟尝君曰：“今者臣来，过于淄上，有土偶人与桃梗相与语。桃梗谓土偶人曰：‘子，西岸之土也，（挺）[挺]子以为人，至岁八月，降雨下，淄水至，则汝残矣。’土偶曰：‘不然。吾，西岸之土也，（土）[吾残]则复西岸耳。今子，东国之桃梗也，刻削子以为人，降雨下，淄水至，流子而去，则子漂漂者将何如耳？’今秦，四塞之国，譬若虎口，

### 【今译】

孟尝君打算到秦国去，几千人阻止他，他都不肯听。苏秦想阻止他去秦国，孟尝君说：“人间的事情我已经全部知晓了；我所没有听说过的，只有鬼的故事了。”苏秦说：“我这次来，本来就不敢谈论人间的事情，原本就准备凭借着鬼怪的故事来拜见您。”

孟尝君接见了。苏秦对孟尝君说：“我来的路上，经过淄水的时候，有一个用泥塑的人和一个用桃木雕刻的人在互相交谈。用桃木雕刻的人对用泥塑的人说：‘你本是西岸的土，把你揉捏成人的形状，一到八月份下大雨的时候，淄水上涨，你就没命了。’用泥塑的人说：‘这话不对。我本来就是西岸的土，我没命了就又回到西岸了。你是东方的桃木，把你雕刻成人的形状，大雨降下，淄水上涨，就把你冲走了，那你漂泊不定的，还不知道会到哪里呢。’秦国是个四面险固的国家，如同虎口

queen.

### Lord Mengchang Was Going to Visit Qin

Lord Mengchang was going to pay a visit to Qin. Thousands of people tried to prevent him, but he didn't listen to them. Su Qin wanted to stop him. Lord Mengchang said, "I have known all the human affairs in the world. The things I don't know are only ghost stories." Su Qin said, "I am not here to advise you about human affairs. However, I do intend to meet you and tell you some ghost stories."

Lord Mengchang then agreed to see him. Su Qin told Lord Mengchang, "When I was on the way here, I passed by the Zishui River. There I heard two dummies talking with each other. One of them was made of earth and the other was made of peach wood. The one made of peach wood said, 'You were nothing but some earth on the western bank of the Zishui River. Then you were made into a dummy. When august comes, it will rain hard and the Zishui River will have a flood. Thus you will lose your life.' The one made of earth said, 'You are wrong. I used to be some earth on the western bank. If I lose my life, I will be washed to the western bank again (referring to returning to its home). But you were a piece of peach wood from the east. Then you were made into a dummy. When it rains hard and the Zishui River has a flood, you will be flushed away by the water and not know where you will go.' Qin is a state with dangerous natural defences on all four sides. If you go there, it is like jumping







### 【原文】

而君人之，则臣不知君所出矣！”孟尝君乃止。

### 【今译】

一般，您进去以后，我就不知道您能从哪里出来了。”孟尝君于是不再前往秦国。

## 孟尝君在薛

### 【原文】

孟尝君在薛，荆人攻之。淳于髡为齐使于荆，还反过薛，而孟尝令人体貌而亲郊迎之。谓淳于髡曰：“荆人攻薛，夫子弗忧，文无以复侍矣！”淳于髡曰：“敬闻命。”

至于齐，毕报。王曰：“何见于荆？”对曰：“荆甚固，而薛亦不量其力。”王曰：“何谓也？”对曰：“薛不量其力，而为先王立清庙。荆固而攻之，清庙必危。故曰薛不量力，而荆亦甚固。”齐王和其颜色，曰：“嘻！”

### 【今译】

孟尝君在薛邑的时候，楚国军队进攻薛。淳于髡替齐国出使楚国，回来路过薛，孟尝君命令手下的人按照礼仪整理好自己的仪表，亲自到郊外迎接淳于髡。他对淳于髡说：“楚国军队进攻薛，您却不担忧，我并没有什么指望了！”淳于髡说：“恭敬地听从命令。”

淳于髡到了齐国，把出使的情况都报告完毕。齐王问：“在楚国见到了什么？”淳于髡回答说：“楚国欺人太甚，而且薛也太不自量力。”齐王说：“什么意思？”淳于髡回答说：“薛不自量力，为先王在那里建立了清静的宗庙；楚国欺人太甚，要进攻薛，宗庙定会陷入危险了。所以说，薛太不自量力，而楚国也欺人太甚。”齐王脸色和悦起来，说：“哎！祖先



into the mouth of a tiger. I don't think you will escape from that state." Lord Mengchang then gave up the plan of visiting Qin.

### Lord Mengchang Was in Xue

Lord Mengchang was in his fief—Xue. The troops of the state of Chu attacked Xue. On behalf of the state of Qi, Chunyu Kun happened to pay a diplomatic visit to the state of Chu. On his way back, he passed by Xue. Lord Mengchang had himself dressed according to the rules of propriety and then went to the suburbs to welcome Chunyu Kun in person. He told Chunyu Kun, "Now the troops of the state of Chu are invading Xue. If you don't care about it, whom else can I resort to?" Chunyu Kun said, "I know what I should do for you."

After Chunyu Kun arrived in the state of Qi, he reported his work to the king. The king asked him, "What did you see in the state of Chu?" "The people of Chu ride roughshod over others and the people of Xue overestimate their own capability." "What do you mean?" "The people of Xue overestimate their own capability because they have built an *ancestral temple to worship our deceased sovereigns* there. The people of Chu ride roughshod over others because they are invading Xue. As a result, they will cause damage to our ancestral temple. So I said that the people of Chu ride roughshod over others and the people of Xue overestimate their own capability." The king's countenance became kind

### 【原文】

先君之庙在焉！”疾兴兵救之。

颠蹶之请，望拜之谒，虽得则薄矣。善说者，陈其势，言其方。人之急也，若自在隘窘之中，岂用强力哉！

### 【今译】

的宗庙在那里！”于是迅速起兵救援。

跌跌撞撞地求情，跪坐着请求，虽然能得到别人的帮助，但是微乎其微的。善于游说的人，陈述情势，描绘方略，形容当事人的急难，如同自己在厄运之中一般，哪里会费很大的力气！

## 孟尝君奉夏侯章

### 【原文】

孟尝君奉夏侯章以四马百人之食，遇之甚欢。夏侯章每言，未尝不毁孟尝君也。或以告孟尝君，孟尝君曰：“文有以事夏侯公矣，勿言！”董之繁著以问夏侯公，夏侯公曰：“孟尝君重非诸侯也，而奉我四马百人之食，我无分寸之功而得此。然吾毁之，以为之也。君所以得为长者，以吾毁之也。吾以身为孟尝君，岂得持言也？”

### 【今译】

孟尝君用四匹马和一百人的口粮来奉养夏侯章，孟尝君很高兴这么礼遇他。夏侯章每次开口说话没有不诋毁诽谤孟尝君的。有人把这告诉了孟尝君，孟尝君说：“这么对待夏侯公，我有自己的理由，不要说了。”董之繁著因为这件事问夏侯章，夏侯章说：“孟尝君没有诸侯那么尊贵，但他却用四匹马和一百人的口粮奉养着我。我没有丝毫功劳而得到这些，于是我就通过败坏他来为他做事。您之所以能以他为尊长，是因为我败坏他的缘故。我用我的性命为孟尝君效劳，怎能用几句话说清楚呢？”



and pleasant, and he said, "Well, our ancestral temple is there!" So he sent troops to rescue Xue immediately.

One might stumble to pray for help or kneel down to beg for assistance. Although others might offer some help in these cases, it won't be enough. A persuasive talker will describe an urgent situation, expound strategy and vividly depict the danger of those in trouble. So he can make the listeners feel as if they were in danger themselves. Does he really need to take a lot of trouble by doing so?

### Lord Mengchang Treated Xiahou Zhang Very Well

Lord Mengchang issued Xiahou Zhang with four horses and gave him foodstuff enough to support one hundred people. He seemed very happy to treat Xiahou this way. However, every time Xiahou Zhang started to talk, he would speak ill of Lord Mengchang. Someone told Lord Mengchang about it. Lord Mengchang said, "I have the right reasons to treat Xiahou well. Don't mention it again." Dongzhi Fanjing asked Xiahou for the reason. Xiahou said, "Well, even though Lord Mengchang is not as powerful as a sovereign, he allocated four horses for my use and gave me food enough to support one hundred people. I obtain these things without making any concrete contribution to him. That's why I speak ill of him for his sake. Otherwise, you wouldn't have treated him as your head. I am sacrificing myself on his behalf. However, it is not possible to explain this to you."

## 孟尝君燕坐

### 【原文】

孟尝君燕坐，谓三先生曰：“愿闻先生有以补[文]之阙者！”一人曰：“管！天下之主有侵君者，臣请以臣之血濡其衽。”田婴曰：“车秩之所能至，请掩足下之短者，满足下之长。千乘之君与万乘之相，其欲有君也，如使而弗及也。”胜胥曰：“臣愿以足下之府库财物，收天下之士，能为君决疑应卒，若魏文侯之有田子方，段干木也。此臣之所为君取矣。”

### 【今译】

孟尝君闲坐着，对三位先生说：“我想听听先生们有什么能够弥补我的缺憾的！”其中的一个人说：“哎！天下其他国家的君主如果有侵略您的，请让我把自己的鲜血洒在他的衣襟上。”田婴说：“凡是车辆所能到达的地方，请让我掩盖您的短处，管揭您的长处。让那些拥有一千辆战车的国家的君主和拥有一万辆战车的国家的相国都想任用您，都争先恐后地派使者来，恐怕不能最先到达这里。”胜胥说：“我愿意用您府库里的财物来招收天下的士人，他们能为您决断疑难，应付突然变故。就像魏文侯拥有田子方与段干木那样。这是我能为您争取到的。”

## 孟尝君舍人有与君之夫人相爱者

### 【原文】

孟尝君舍人有与君之夫人相爱者。或以问孟尝君曰：“为君舍人而

### 【今译】

孟尝君的一个下属跟孟尝君的夫人相爱了。有人告诉孟尝君说：





### **Lord Mengchang Sat at Leisure**

Lord Mengchang sat at leisure along with three scholars. He asked them, "I want you to tell me something you can do to make up my deficiency." One of them said, "Well, if the sovereign of any state in the world launches an attack on you, I will fight to the death for you and let my blood spray onto the front of his clothes." Tian Mao said, "No matter how remote some areas might be, as long as they can be reached by carriage, I will go there both to cover up your shortcomings and to extend your strong points. I will make sovereigns of the states with one thousand chariots and prime ministers of the states with ten thousand chariots vie with each other to win you over. Their emissaries will be hurriedly sent here as if they were running out of time." Sheng Gu said, "I will distribute the treasure and wealth kept in your depots to win over capable scholars in the world for you. Therefore, they can deal with problems for you and also react to unexpected events just like Tian Zifang and Duangan Mu did for Marquis Wen of the state of Wei before. That is what I can do for you."

### **One of Lord Mengchang's Inferiors Had a Love Affair with the Lord's Wife**

One of Lord Mengchang's inferiors had a love affair with the lord's wife. Someone informed Lord Mengchang about it

### 【原文】

内与夫人相爱，亦甚不义矣！君其杀之！”君曰：“睹貌而相悦者，人之情也。其错之，勿言也！”

居期年，君召爱夫人者而谓之曰：“子与文游久矣，大官未可得，小官公又弗欲。卫君与文布衣交，请具车马皮币，愿君以此从卫君游。”于卫甚重。

齐、卫之交恶，卫君甚欲约天下之兵以攻齐。是人谓卫君曰：“孟尝君不知臣不肖，以臣欺君。且臣闻齐、卫先君，刑马压羊，盟曰：‘齐、卫后世无相攻伐，有相攻伐者，令其命如此！’今君约天下之兵以攻齐，是

### 【今译】

“作为您的下属，却跟您的夫人私通，也太不讲义气了！您杀死他算了！”孟尝君说：“看见彼此的容貌而互相喜欢，是人之常情啊。把这件事放下吧，不要再说了！”

过了一年，孟尝君把那个爱着自己夫人的人召来，对他说：“您跟随我已经很长时间了，没有做上大官，小官您又不想做。卫国国君是我在没有走上任途以前结识的好友，我让人准备好车马、鹿皮和钱币，希望您从今以后跟随着卫国国君做事吧。”那人到了卫国后很受重用。

齐国和卫国的交情恶化，卫国国君非常想联合天下各国的军事力量一同进攻齐国。这个人对卫国国君说：“孟尝君不知道我很无能，用我欺骗了您。再说我听说齐国和卫国已故的君主曾经杀死马和羊，互相订立盟约说：‘齐国和卫国以后不要互相侵略，如果有互相侵略的，就让他下场跟这马、羊一样！’如今您联合天下各国的军队来攻打齐国，



and said, "As your inferior, he has a love affair with your wife. How unrighteous he is! You should kill him." Lord Mengchang said, "It is in accordance with natural human feelings that people might fall in love at first sight because they like each other's appearance. Leave it at that. Please don't mention it again!"

After a year, Lord Mengchang called in the man who had a love affair with his wife and told him, "You have worked for me for a long time. However, you haven't obtained a high position from me, and you don't want to accept the lower ones either. The sovereign of the state of Wei and I had become good friends before I was employed by the state. I will prepare carriage, horses, deerskins and money for you. Then you can travel to Wei and work for him." After the man arrived in Wei, he was appointed to a high position and became very powerful.

However, the relationship between Qi and Wei deteriorated. The sovereign of Wei planned to unite with other states of the world to launch a concerted attack on Qi. The man had a talk with the sovereign of Wei and said, "Lord Mengchang didn't realize that I was unworthy when he recommended me to you and therefore I deceived you. I heard that the deceased sovereigns of both the state of Qi and our state used to kill a horse and a sheep as a blood sacrifice, and they made an agreement with each other as follows: 'From now on, Qi and Wei shouldn't attack each other. Whoever breaches this agreement and invades the other side will be beheaded just like these animals!' Now you are planning to



### 【原文】

足下信先君盟约而欺孟尝君也。愿君勿以齐为心！君听臣则可；不听臣，若臣不肖也，臣辄以颈血濡足下衿！”卫君乃止。

齐人闻之，曰：“孟尝君可语善为事矣，转祸为功。”

### 【今译】

就背弃了先王的盟约，而且欺骗了孟尝君啊。希望您不要手屈着进攻齐国！您如果听我的迁计，如果不听我的，像我这么不才的人，也愿意割破自己的脖子，让鲜血溅到您的衣襟上（与您同归于尽）！”于是卫国国君就停止进攻齐国。

齐国人听说了这件事，说：“孟尝君可以说是很善于处理事情了，能够把灾难转化为功劳。”

## 孟尝君有舍人而弗悦

### 【原文】

孟尝君有舍人而弗悦，欲逐之。鲁连谓孟尝君曰：“狼（猕）[猴]错木据水，则不若鱼鳖；历险乘危，则骐骥不如狐狸。曹沫之奋三尺之剑，一军不能当；使曹沫释其三尺之剑，而操铫耨，与农夫居陇亩之中，则不若农夫。故物舍其所长，之其所短，尧亦有所不及矣！今使人而不能，则谓之不肖；教人而不能，则谓之拙。拙则罢之，不肖则弃之。使人有

### 【今译】

孟尝君有个舍人，但却不喜欢他，想把他赶走。鲁仲连对孟尝君说：“猿猴离开树枝处在水中，就比不上鱼鳖；经历险情，应付危急，骐骥不如狐狸。曹沫挥舞着三尺长的剑，一支军队都不能抵挡；假设曹沫放弃他的三尺宝剑，拿起农具，跟农夫一起在田野中劳作，就比不上农夫。所以任何东西如果舍弃它的长处而利用它的短处，即使尧也有做不到的事啊！如今支使别人做事，人家做不到，就说他不才；教导别人做事，人家做不了，就说他笨拙。笨拙就把他辞退，不才就把他抛弃。假使匡



unite with other states of the world to build an alliance to attack the state of Qi. Thus you will breach the agreement signed by our deceased sovereign. Besides, you will also cheat Lord Mengchang by doing so. Please give up conspiring against the state of Qi! If you listen to me, I will forgive you. If not, I will fight with you to the death!" So the sovereign of Wei gave up his plan.

When the people of the state of Qi heard of this story, they said, "Lord Mengchang really knows how to handle diverse affairs. He can turn problems into achievements."

### Lord Mengchang Disliked One of His Inferiors

Lord Mengchang disliked one of his inferiors and was going to send him away. Lu Zhonglian tried to stop the lord from doing so. He said, "If monkeys abandon trees and branches and go to live in water, they cannot live as well as fish and turtles. When it comes to dealing with urgent situations, swift horses such as Qi and Ji are not as skillful as foxes. When Cao Kui wielded his three-*chi* sword, even an army couldn't confront him. Should Cao Kui give up his sword, take up farming tools and work along with farmers in the field, he couldn't match them. Hence, if the strong points of things are overlooked but only their weak points are used, even Yao couldn't manage to operate successfully! Now if a person cannot fulfill the task you allocate, you will regard this person as incapable. If he cannot understand your instructions, you will consider him inept. If one is inept, he

【原文】

弃逐，不相与处，而来害相报者，岂非世之立教首也哉？”

孟尝君曰：“善。”乃弗逐。

【今译】

些被抛弃，赶走的人不能与您相处，却回来报复为害，世人难道不该把这引以为戒吗？”

孟尝君说：“说得好。”于是没有把那人赶走。

## 孟尝君出行国至楚

【原文】

孟尝君出行国，至楚，献象床。郢之登徒直使送之，不欲行。见孟尝君门人公孙戍曰：“臣，郢之登徒也，直送象床。象床之直千金，伤此若发漂，卖妻子不足偿之。足下能使仆无行，先人有宝剑，愿得献之。”公孙曰：“诺。”

人见孟尝君，曰：“君岂受楚象床哉？”孟尝君曰：“然。”公孙戍曰：

【今译】

孟尝君进行各国，来到了楚国，楚王献给他一张象牙床。郢都的登徒当值护送象牙床，他不想去，就去见孟尝君的门人公孙戍，说：“我是郢都的登徒，当值护送象牙床。象牙床价值千金，如果有一丁点损伤，我卖掉妻子儿女也不够偿还。如果您能不让我去护送，我祖宗留下一口宝剑，我愿意把它献给您。”公孙戍说：“好的。”

公孙戍去见孟尝君，说：“您接受了楚国的象牙床了吗？”孟尝君说：“是的。”公孙戍说：“我希望您不要接受。”孟尝君问道：“为什么？”公孙



will be dismissed. If one is incapable, he will be discarded. As for the people discarded and dismissed, although you will no longer have to put up with them, they might come back for revenge and therefore pose a threat to you. Shouldn't the people of the world take heed of this?"

Lord Mengchang said, "I see." So he didn't send that inferior away.

### Lord Mengchang Made His Rounds and Arrived in Chu

Lord Mengchang made his rounds visiting other states. When he arrived in the state of Chu, the king of Chu presented him with an ivory bed. The Dengtu (referring to the title of a kind of court official) of the capital of Ying was instructed to transport the bed to Qi. However, he didn't want to carry out this task. So he went to see Gongsun Shu, one of the hangers-on of Lord Mengchang, and said, "I am a Dengtu of the capital of Ying. And I am the one whose duty is to transport this ivory bed. This ivory bed is worth one thousand *jin* of gold. If there might be the slightest damage done to the bed, even though I sold my wife and children, I could not make enough money to repair it. If you can help me to be relieved from doing this job, I will present you with my precious sword inherited from my ancestors." Gongsun Shu said, "I will help you."

Then Gongsun Shu went to see Lord Mengchang and asked him, "Have you already accepted the ivory bed?" "Yes," replied Lord Mengchang. "I hope that you don't

### 【原文】

“臣愿君勿受。”孟尝君曰：“何哉？”公孙戍曰：“小国所以皆致相印于君者，闻君于齐能振达贫穷，有存亡继绝之义。小国英桀之士，皆以国事累君，诚说君之义、慕君之廉也。今君到楚而受象牙床，所未至之国，将何以待君？臣愿君勿受。”孟尝君曰：“诺。”

公孙戍趋而去。未出，至中门，君召而返之，曰：“子教文无受象牙，甚善。今何举足之高、志之扬也？”公孙戍曰：“臣有大喜三，重之宝剑一。”孟尝君曰：“何谓也？”公孙戍曰：“门下百数，莫敢入谏，臣独入谏，臣一喜；谏而得听，臣二喜；谏而止君之过，臣三喜。输象牙床，郢之登徒不欲行，许戍以先人之宝剑。”孟尝君曰：“善！受之乎？”公孙戍曰：“未

### 【今译】

戍说：“一些小的国家之所以把相国大印交付给您，是因为听说您在齐国能够赈济穷人，有让濒临绝境的家族继续存活下来的义举。小的国家的杰出人士都把国家大事交付给您处理，是因为欣赏您的大义，仰慕您的廉洁。如今您到了楚国，却接受了象牙床，那些还没有去的国家将拿什么来奉献给您呢？我希望您不要接受。”孟尝君说：“好吧。”

公孙戍快步离开了。还没有出大门，走到中门的时候，孟尝君又把他叫回来，说：“您教导我不要接受象牙床，很好啊。可是您为什么脚步抬得那么高，显得非常得意呢？”公孙戍说：“我有三件大喜事，还另外得到一口宝剑。”孟尝君问道：“什么意思？”公孙戍说：“您门下有几百人，没有谁敢于进谏，唯独我进谏了，这是我的第一件喜事；我进谏被您听从了，这是我的第二件喜事；进谏了能制止您的过失，这是我的第三件喜事。护送象牙床一事，郢都的登徒不想去，许谋送给我他祖上留下来的一口宝剑。”孟尝君说：“好！你接受了吗？”公孙戍说：“还没敢接受。”孟尝



accept it. "Why?" "The reason why all the small states have appointed you to be their prime minister is that they have heard that you always support the poor and righteously re-established clans that were on the edge of destruction in the state of Qi. Outstanding scholars of those small states asked you to administer their states and handle government affairs because they appreciated your righteousness and admire your probity. Now you have accepted the ivory bed after you arrived in the state of Chu. What then would the states you are going to visit during this trip offer you? So I hope that you don't accept the bed!" Lord Mengchang said, "Well, I see."

Gongsun Shu walked quickly away and left. Before he went out of the main gate, Lord Mengchang stopped him at the middle gate and asked him to come back. The lord said, "You have told me not to accept the ivory bed. It's a good idea. But why are you acting so highly?" Gongsun Shu said, "Because I have experienced three happy events and will gain a precious sword." Lord Mengchang asked, "What do you mean?" Gongsun Shu said, "You have hundreds of hangers-on, but none of them dares remonstrate with you. I am the only one that disagrees with you. This is the first happy event. You have taken my advice. This is the second happy event. I can stop your mistake with my remonstrations. This is the third happy event. Regarding the transportation of the ivory bed, the Dengtu doesn't want to take the risk to accept this task. So he promised me his precious sword inherited from his ancestors (if I can help him to be relieved from carrying out this task)." Lord Mengchang said,

【原文】

敢。”曰：“急受之！”因书门版曰：“有能扬文之名，正文之过，私得宝于外者，疾入谏！”

【今译】

君说：“赶紧接受了！”于是在门上悬挂了一个告示牌，写着：“有能弘扬我的名声，制止我的过失并私下从外人那里得到宝物的，赶紧来进谏！”

## 淳于髡一日而见七人于宣王

【原文】

淳于髡一日而见七人于宣王。王曰：“子来！寡人闻之，千里而一士，是比肩而立；百世而一圣，若随踵而至也。今子一朝而见七士，则士不亦众乎？”淳于髡曰：“不然。夫鸟同翼者而聚居，兽同足者而俱行。今求柴葫，桔梗于沮泽，则累世不得一焉。及之藜藿，梁父之阴，则郅车而载耳。夫物各有畴，今髡，贤者之畴也。王求士于髡，譬若挹水于河。

【今译】

淳于髡一天之内就向齐宣王推荐了七个贤人。宣王说：“你过来！我听说，方圆一千里之内能有一个贤士，就可以说是贤士并肩站立了。一百代出现一个圣人，圣人就如同接踵而来了。如今你一天之内就推荐了七个贤人，那样贤人岂不是太多了吗？”淳于髡说：“不是这样的。生有相同羽翼的鸟在一起栖息，生有相同足爪的动物在一起行走。如果到潮湿的低地去找柴葫、桔梗，一辈子也找不到一棵。去到葭葦山、梁父山北面的山坡，就多得用车子也拉不了。物以类聚，我自己就属于贤人之类。大王从我这里寻求贤士，如同从河里舀水、用燧石取火



“Marvellous! Have you accepted the sword?” Gongsun Shu said, “I dare not accept it.” Lord Mengchang said, “Accept it immediately!” Then he wrote a message on a board and hung it on the door. It stated, “If anybody is able to extend my good reputation, avert my mistakes and gain treasures from others by doing so, come to remonstrate with me right away!”

### Chunyu Kun Recommended Seven People to King Xuan in One Day

Once Chunyu Kun recommended seven wise and capable scholars to King Xuan in one day. King Xuan said, “You, come here. I heard that if there was one wise and capable scholar per thousand *li* of land, we could say that the world was crowded with scholars; if there was one sage per hundred generations, we could say that sages were jostling with each other. Now you have recommended seven scholars to me within one day. Aren't there too many scholars?” Chunyu Kun said, “That's not right. Birds of a feather flock together. Animals with the same claws run in groups. If one looks for thorough waxes and balloonflowers in swampy areas, he will not find even one in his lifetime. If one goes to the northern side of Mount Gaoshu and Mount Liangfu, he will obtain too many to transport in a cart. Things of one kind come together. Since I am a wise and capable person myself, if you seek wise and capable scholars with my help, it's like ladling water from a river or building a fire with a



【原文】

而取火于燧也。甕将复见之，岂特七士也！”

【今译】

一样取之不尽，用之不竭。我还要继续推荐呢，岂止七个？”

## 齐欲伐魏

【原文】

齐欲伐魏。淳于甕谓齐王曰：“韩子庐者，天下之疾犬也；东郭逡者，海内之狡兔也。韩子庐逐东郭逡，环山者三，腾山者五，兔极于前，犬废于后，犬兔俱罢，各死其处。田父见之，无劳倦之苦而擅其功。今齐、魏久相持，以顿其兵，弊其众，臣恐强秦、大楚承其后，有田父之功。”齐王惧，谢将休士也。

【今译】

齐国将要攻打魏国。淳于甕对齐王说：“韩子庐是天下跑得最快的狗，东郭逡是世上最敏捷的兔子。韩子庐追逐东郭逡，绕过了三道山，翻过了五座山，兔子在前面拼命跑，狗在后面竭力追，最后兔子和狗都筋疲力尽，死在地上。农夫发现了它们，没费任何力气就把它们捕获。如今齐国和魏国相持不下，士卒困顿，百姓疲惫，我担心强大的秦国和楚国会在后面等着，获取农夫的利益。”齐王害怕了，于是停止用兵。

## 国子曰秦破马服君之师

【原文】

国子曰：“秦破马服君之师，围邯郸。齐、魏亦佐秦伐邯郸，齐取滹鼠，魏取伊是。公子无忌为天下循便计，杀晋鄙，率魏兵以救邯郸之围，

【今译】

国子说：“秦国全歼了马服君的军队，围困邯郸。齐国和魏国也帮助秦国进攻赵国，齐国占领了滹鼠，魏国夺取了伊是。公子无忌为天下



firestone. I will recommend more to you. Why should they be limited to seven?"

### **Qi Was Going to Attack Wei**

Qi was going to attack Wei. Chunyu Kun told the king of Qi, "Han Zilu is the swiftest dog in the world. And Dongguo Qun is the swiftest hare. Once Han Zilu chased Dongguo Qun. They passed by three mountains and climbed over five. The hare ran at full split ahead, and the dog ran tooth and nail behind. Then they both were so exhausted that they died on the spot. A farmer saw them and took both of them easily. Now Qi and Wei have been engaged in warfare for a long time. Officers and men of both sides are exhausted and the people are tired of the war. I am afraid that Qin and Chu, the two powerful states, are going to take advantage of us just like that farmer did." The king of Qi was terrified by his words, so he ordered the military action be ceased.

### **Guo Zi Said That Qin Defeated the Troops Under the Leadership of Lord Mafu**

Guo Zi said, "The troops of the state of Qin badly defeated the troops of the state of Zhao under the leadership of Lord Mafu and then besieged the capital of Handan. The states of Qi and Wei also assisted the state of Qin in attacking the state of Zhao. Qi occupied Zishu, and Wei took over Yishi. After that, Childe Wu Ji took some expedient steps on

### 【原文】

使秦弗有而失天下，是齐入于魏而救邯郸之功也。安邑者，魏之柱国也；晋阳者，赵之柱国也；鄢郢者，楚之柱国也。故三国欲与秦壤界，秦伐魏取安邑，伐赵取晋阳，伐楚取鄢郢矣。福三国之君，兼二周之地，举韩氏，取其地，且天下之半。今又劫赵、魏，疏中国，封卫之东野，兼魏之河南，绝赵之东阳，则赵、魏亦危矣。赵、魏危，则非齐之利也。韩、魏、赵、楚之志，恐秦兼天下而臣其君，故专兵一志以迎秦。三国之与秦壤界而患急，齐不与秦壤界而患缓。是以天下之势不得不事齐也。故秦

### 【今译】

各国实行便利计策，杀死了晋鄙，率领魏国军队解救邯郸之围，使秦国不能占领邯郸并丧失了一统天下的机会，这是齐国加入魏国来营救邯郸的功劳。安邑是魏国非常重要的地区；晋阳是赵国非常重要的地区；鄢与郢是楚国非常重要的地区。这三个国家跟秦国接壤，秦国进攻魏国而夺取了安邑，进攻赵国而夺取了晋阳，进攻楚国而夺取了鄢与郢，逼迫三个国家的君主兼并两个周围的领土，进攻韩国，占领它的土地，拥有了全天下的一半。如今又攻打赵国和魏国，离间中原地区的国家，占领了卫国的东野，兼并了魏国的河南，阻断了赵国的东阳，所以赵国和魏国也危险了。赵国和魏国陷入危机，对齐国是不利的。韩国、魏国、赵国和楚国的意图是：担心秦国兼并天下而且让它们的君主臣服，所以齐心协力地联合各自的兵力一起抵抗秦国。这三个国家跟秦国接壤，因而直接受到秦国的威胁；齐国不跟秦国接壤，因而秦国的威胁就



behalf of other states of the world. He killed Jin Bi and led the troops of the state of Wei to raise the siege of Handan. As a result, Qin wasn't able to beat the state of Zhao and subdue the whole world. This is attributed to the contribution of the state of Qi due to its turning against the state of Qin and joining the state of Wei to rescue Handan. Anyi is crucial to the state of Wei. Jinyang is crucial to the state of Zhao. The capitals of Yan and Ying are crucial to the state of Chu. These three states—Wei, Zhao and Chu—are adjacent to the state of Qin. The troops of Qin invaded Wei and occupied Anyi, invaded Zhao and occupied Jinyang, and invaded Chu and occupied Yan and Ying. They coerced the sovereigns of these three states into submitting to Qin and also annexed some territory from the two Zhou. They attacked Han, seized some land there and therefore possessed half of the world. Now they are invading the states of Zhao and Wei and focusing on alienating the relationship between the states located in the central part of China. They have seized Dongye from the state of Wei, annexed Henan from the state of Wei and cut off Dongyang of the state of Zhao. Thus both Zhao and Wei are under severe threat. This is not advantageous to our state. The states of Han, Wei, Zhao and Chu worry that Qin might annex the whole world and therefore regard their sovereigns as nothing but court officials of Qin's king. So they have united with each other to build up allied forces to counterattack the troops of the state of Qin. These three states—Zhao, Wei and Chu—are adjacent to the state of Qin, so they are under direct threat from Qin. The state of Qi is

【原文】

得齐，则权重于中国；赵、魏、楚得齐，则足以敌秦。故秦、赵、魏，得齐者重，失齐者轻。齐有此势，不能以重于天下者，何也？其用者过也。”

【今译】

来得缓慢一些。这样一来，天下各国的形势就是它们不得不侍奉齐国。所以秦国争取到齐国，权势就能压倒中原各国；赵国、魏国和楚国争取到齐国，就足以抗击秦国。所以秦国、赵国和魏国，得到齐国的就会掌握重权，失去齐国的就会丧失权势。齐国在这样的情势下，却不能在天下占有举足轻重的地位，是什么原因呢？是齐国采用的政策错了。”



not adjacent to the state of Qin, so the threat caused by Qin seems to be not so urgent compared with that of those aforementioned three states. Hence, all the states of the world are forced to ally with the state of Qi. So, if Qin can win over Qi, it will become extremely powerful and therefore be able to overwhelm those states located in the central part of China. If the states of Zhao, Wei and Chu can win over Qi, they will become strong enough to counterattack Qin. Hence, as for Qin and Zhao and Wei, the side that can ally with Qi will become powerful. On the other hand, the side that loses the support of Qi will become powerless. Being in such a crucial position, Qi has failed to gain more power in the world. Why? Because it has followed unwise policies.”





## 卷十一 齐 四

### 齐人有冯谖者

#### 【原文】

齐人有冯谖者，贫乏不能自存，使人属孟尝君，愿寄食门下。孟尝君曰：“客何好？”曰：“客无好也。”曰：“客何能？”曰：“客无能也。”孟尝君笑而受之，曰：“诺。”左右以君贱之也，食以草具。

居有顷，倚柱弹其剑，歌曰：“长铗归来乎！食无鱼。”左右以告，孟尝君曰：“食之，比门下之客。”居有顷，复弹其剑，歌曰：“长铗归来乎！出无车。”左右皆笑之，以告。孟尝君曰：“为之驾，比门下之车客。”于是乘其车，揭其剑，过其友，曰：“孟尝君客我。”后有顷，复弹其剑铗，歌曰：

#### 【今译】

齐国有一个叫冯谖的人，非常贫穷，不能养活自己，让别人对孟尝君说自己愿意到他那里做一个门客讨口饭吃。孟尝君问道：“客人有什么爱好？”冯谖说：“我没有什么爱好。”孟尝君问道：“客人有什么能耐？”冯谖说：“我没有什么能耐。”孟尝君笑着接受了他，说：“好吧。”孟尝君身边的人认为孟尝君看不起他，就给他吃粗劣的饭食。

过了一些时候，冯谖倚着柱子，弹着自己的剑，唱道：“长剑啊，我们回去吧！吃饭没有鱼。”周围的人把这话告诉了孟尝君。孟尝君说：“给他鱼吃，让他享受跟其他门客同样的饭菜。”过了一些时候，冯谖又弹着他的剑，唱道：“长剑啊，我们回去吧！出门没有车。”周围的人都笑话他，并把这事告诉了孟尝君。孟尝君说：“给他准备车，跟门下有车子的客人一样。”于是冯谖坐着自己的车子，带着剑，去拜访他的朋友，说：



## Book 11

### The Fourth Volume on Qi

#### A Man from Qi Named Feng Xuan

Once in the state of Qi, there was a man named Feng Xuan. He was too poor to support his family. So he asked someone to tell Lord Mengchang that he wanted to become one of the lord's hangers-on to make a living. Lord Mengchang asked Feng Xuan, "What's your hobby?" Feng Xuan replied, "I have no hobby." Lord Mengchang asked, "What talent do you have?" Feng Xuan said, "I have no talent at all." "I see. You can stay here." Lord Mengchang smiled and accepted him. The people around Lord Mengchang thought that the lord looked down upon Feng Xuan, so they only gave him simple food.

After some time, Feng Xuan leaned on a post, played his sword and sang, "My long sword, let's go. I am not served with fish." Other people there told Lord Mengchang about it. Lord Mengchang said, "Serve him with fish. Give him the same food as that of other hangers-on." After some time, Feng Xuan played his sword again and sang, "My long sword, let's go. When I go out, I don't have a carriage." All the people there laughed at him and they told the lord about it. Lord Mengchang said, "Prepare a carriage for him. Treat him the way we treat those who have carriages." Then Feng Xuan took his sword to visit his friend in his carriage and told



### 【原文】

“长铗归来乎！无以为家。”左右皆恶之，以为贪而不知足。孟尝君问：“冯公有亲乎？”对曰：“有老母。”孟尝君使人给其食用，无使乏。于是冯谖不复歌。

后孟尝君出记，问门下诸客：“谁习计会，能为文收责于薛者乎？”冯谖署曰：“能。”孟尝君怪之，曰：“此谁也？”左右曰：“乃歌夫‘长铗归来’者也。”孟尝君笑曰：“客果有能也，吾负之，未尝见也。”请而见之，谢曰：“文倦于事，愒于忧，而性忤戾，沉于国家之事，开罪于先生。先生不羞，乃有意欲为收责于薛乎？”冯谖曰：“愿之。”于是约车治装，载券契而行，

### 【今译】

“孟尝君把我当作了他的门客。”又过了一段时间，冯谖又弹着他的剑，唱道：“长铗啊，我们回去吧！我没有自己的家。”周围的人都很讨厌他，以为他太贪要而不知道满足。孟尝君问他：“冯先生有亲人吗？”冯谖回答说：“我有一个年迈的母亲。”孟尝君派人给他母亲送去食物和其他用品，让他什么都不缺，于是冯谖不再唱歌了。

后来孟尝君张贴了一则告示，问门下众客人：“有谁熟悉会计，能替我到薛地讨债？”冯谖在上面签上自己的名字说：“我能。”孟尝君感到奇怪，就问：“这是谁呢？”旁边的人说：“就是那个唱‘长铗啊，我们回去吧’的人。”孟尝君更奇怪：“这个客人既然是有能耐的，我对不起他，没有与他会面。”孟尝君请他来见面，并道歉说：“我被琐事弄得疲惫不堪，就忧愁事搅得心烦意乱，而且生性又很懦弱愚钝，忙于国家事务，得罪了先生。先生不感到受了羞辱，还有意为我到薛地收债吗？”冯谖说：“我愿意去收债。”于是准备好了车子与行囊，载着债券要出发了，跟孟尝君辞



him, "Look, Lord Mengchang has accepted me as one of his hangers-on." Some time later, he played his sword and sang again, "My long sword, let's go. I don't feel settled here." All the other people then disliked him and considered him too greedy to be satisfied. Lord Mengchang asked Feng, "Do you have a family, Mr Feng?" He replied, "I have a mother who is very old." Lord Mengchang then sent some people to support his mother with enough food, cover all her expenses and make sure that she was short of nothing. Feng Xuan didn't sing again.

After that, Lord Mengchang put up a notice looking for an accountant. And he asked his hangers-on, "Who is familiar with accounting and able to collect money from my debtors in Xue for me?" Feng Xuan wrote his name on the notification and said, "I can do that." Lord Mengchang wondered about this and asked, "Who is this man?" The people around him said, "That's the one who used to sing 'let's go, my long sword'." Lord Mengchang smiled and said, "As expected, he is talented. I am sorry that I have not visited him." He then invited Feng to his home and apologized to him, "I am very tired of everyday trifles and often disturbed by some problems. Moreover, I am not born wise and am also very busy with government affairs. Thus I have offended you (referring to having not visited him in person). Yet you are not angry with me and still want to ask the debtors in Xue to settle their debts to me?" Feng Xuan said, "Yes, I want to do that for you." Then he prepared his carriage, took his luggage and all the bills and said good-bye

### 【原文】

薛曰：“责毕收，以何市而反？”孟尝君曰：“视吾家所寡有者。”

驱而之薛，使吏召诸民当偿者，悉来合券。券遍合，起，矫命以责赐诸民，因烧其券。民称万岁。

长驱到齐，扈而求见。孟尝君怪其疾也，衣冠而见之，曰：“责毕收乎？来何疾也！”曰：“收毕矣。”“以何市而反？”冯谖曰：“君云：‘视吾家所寡有者。’臣窃计，君宫中积珍宝，狗马实外厩，美人充下陈，君家所寡有者以义耳！窃以为君市义。”孟尝君曰：“市义奈何？”曰：“今君有区区之薛，不附爱于其民，因而贾利之。臣窃矫君命，以责赐诸民，因烧其

### 【今译】

行说：“收完债后，我买些什么东西回来呢？”孟尝君说：“看看我家里缺少什么，就买些回来吧。”

冯谖驾车来到薛邑，打发那里的官吏把应该还债的百姓都召集起来核对债券。债券核对完后，冯谖站起来，假传孟尝君的命令，把债款赏赐给了百姓，接着焚烧了债券，人们都高呼孟尝君万岁。

冯谖驾车一直赶到齐国，大清早就求见孟尝君。孟尝君奇怪他来得如此迅速，穿好衣服、戴上帽子接见了他说：“债都收完了吗？怎么回来得这么快啊！”冯谖说：“收完了。”（孟尝君问道：“买了什么东西回来呢？”冯谖说：“您自己说，‘看看我家里缺少什么，就买些回来吧。’我私下里盘算着，您家中堆满珍宝，狗马挤满外面的畜棚，美女一拥堆；您家里缺乏的只是义而已。我私自为您买了义。”孟尝君说：“怎么买义呢？”冯谖说：“如今您拥有小小的薛邑，不把那里的百姓当作子女般善待，反而从他们身上渔利。我私自假托您的命令，把那些借款都赏赐给欠债的百姓了，还焚烧了债券，百姓都高呼万岁。这就是我为您买的



to the lord. He asked, "After I collect the debts, shall I buy anything for you before I come back?" Lord Mengchang said, "You can buy something I don't have at home."

Feng Xuan drove to Xue and asked the officers in charge of Xue to summon all the debtors owing money to the lord to come to him to check their bills. After all the bills were checked, Feng Xuan stood up and issued a false order to exempt all the debts on behalf of the lord. Subsequently, he burnt all the bills. All the people there jubilantly and loudly expressed their thanks to the lord.

Then Feng Xuan drove directly back to Qi and went to see the lord in the morning. Lord Mengchang wondered why he came back that quickly, so he got dressed to meet him and asked, "Have you collected all the debts? Why did you come back so quickly?" Feng Xuan said, "Yes, I have finished the task." "What did you buy for me then?" asked the lord. Feng Xuan replied, "You told me to buy something you don't have at home. I think your buildings are full of treasures, all the stalls are crowded with dogs and horses, and you also have many beautiful women. So I believe that the thing you don't have here is righteousness. So I bought righteousness for you without asking for your permission." Lord Mengchang said, "How could you buy righteousness?" Feng Xuan replied, "Now you own Xue. However, you don't treat the people there as if they were your own children. On the contrary, you take advantage of them to make huge profit for yourself. I issued a false order in your name to exempt all their debts. Then I burnt all the bills, and the people celebrated and

【原文】

券，民称万岁，乃臣所以为君市义也。”孟尝君不说，曰：“诺！先生休矣！”

后期年，齐王谓孟尝君曰：“寡人不敢以先王之臣为臣。”孟尝君就国于薛，未至百里，民扶老携幼，迎君道中。孟尝君顾谓冯谖：“先生所为文市义者，乃今日见之。”冯谖曰：“狡兔有三窟，仅得免其死耳。今君有一窟，未得高枕而卧也。请为君复凿二窟。”孟尝君予车五十乘、金五百斤，西游于梁。谓惠王曰：“齐放其大臣孟尝君于诸侯，诸侯先迎之者，富而兵强。”于是梁王虚上位，以故相为上将军，遣使者，黄金千斤、车百乘，往聘孟尝君。冯谖先驱，诫孟尝君曰：“千斤，重币也；百乘，显

【今译】

义。”孟尝君不高兴了，说：“好！先生住口吧！”

又过了一年，齐王对孟尝君说：“我不敢让先王的大臣做我自己的臣子。”孟尝君回到自己的封地薛邑，距离薛地还有一百里远，老百姓扶老携幼，在道路上迎接孟尝君。孟尝君回过头去对冯谖说：“先生为我买回的义，直到今天我才目睹了。”冯谖说：“狡猾的野兔有三个藏身的洞穴，才仅仅能免于一死。如今您只有一个洞穴，还不能高枕无忧。请让我再给您凿两个洞穴。”孟尝君给了他五十辆车子、五百斤黄金，冯谖向西来到魏国游说魏惠王说：“齐王放逐了他的大臣孟尝君，让他到其他国家去，哪个国家的君主能率先把他迎接过来，就会富国强兵。”于是魏惠王腾出了最高的职位，把原相国调任为上将军，派遣使者载着一千斤黄金、率领一百辆车子，前去聘请孟尝君。冯谖抢先驱车回来告诫孟尝君说：“一千斤黄金是非常贵重的礼品，一百辆车子是十分显赫的往



applauded you. That's how I bought righteousness for you." Lord Mengchang was not happy with him and said, "Hold your tongue!"

After a year, the king of Qi told Lord Mengchang, "I dare not employ the high-ranking court officials of our deceased king at my court." Lord Mengchang then resigned and went back to his fief—Xue. When he was still one hundred *li* from Xue, all the people, young and old, came to welcome him on the road. Lord Mengchang turned around and told Feng Xuan, "Now I witness first hand the righteousness you bought for me." Feng Xuan said, "A sly hare digs three dens for itself. Then it can merely survive. Now you only have one 'den', so you are still not safe. Please allow me to dig two more 'dens' for you." Lord Mengchang then gave him fifty carriages, five hundred *jin* of gold and sent him to travel to the west to consult with the king of Wei. Feng Xuan told the king, "Qi has dismissed its high-ranking court official—Lord Mengchang—from office and thus provided him the chance to serve other states. The sovereign who employs him first will enrich his state and strengthen his military forces." Hence, Wei's king emptied out the highest position (referring to an opening for prime minister), appointed the former prime minister to be Commander-in-Chief and sent emissaries with one thousand *jin* of gold and one hundred chariots to invite Lord Mengchang to work for him. Feng Xuan drove back to the lord first and warned him, "One thousand *jin* of gold is a very generous gift. One hundred chariots show the prime



### 【原文】

使也。齐其闻之矣。”梁使三反，孟尝君固辞不往也。齐王闻之，君臣恐惧，遣太傅赍黄金千斤、文车二驷、服剑一，封书谢孟尝君，曰：“寡人不祥，被于宗庙之祟，沉于谄谀之臣，开罪于君。寡人不足为也，愿君顾先王之宗庙，姑反国统万人乎？”冯谖诫孟尝君曰：“愿请先王之祭器，立宗庙于薛。”庙成，还报孟尝君曰：“三窟已就，君姑高枕为乐矣。”

孟尝君为相数十年，无纤介之祸者，冯谖之计也。

### 【今译】

节。齐王大概听说这件事了。”魏国的使者往返了三次，孟尝君坚决拒绝，不前往魏国。齐王听说了这件事，君臣上下非常惊恐，派太傅送来一千斤黄金、两辆彩车、一把佩剑，并写了一封信向孟尝君请罪道：“都是我不好，遭遇祖宗降下的灾祸，被谄媚阿谀的臣子所迷惑，得罪了您。我不配让您为我做事。希望您看在先王的宗庙的份上，姑且返回国都统治万民好吗？”冯谖告诫孟尝君说：“希望您要求得到祭祀先王的器皿，在薛地建立先王的宗庙。”宗庙建成后，冯谖回来向孟尝君禀报说：“三个洞穴已经完成了，您可以高枕无忧了。”

孟尝君做了几十年的相国，没有任何微小的灾祸，全靠了冯谖的妙计。

## 孟尝君为从

### 【原文】

孟尝君为从。公孙弘谓孟尝君曰：“君不以使人先观秦王？意者秦

### 【今译】

孟尝君主张合纵。公孙弘对孟尝君说：“您不先派人到西方观察一



importance of this diplomatic mission. The king of Qi should have heard it." The emissaries of Wei came three times, but Lord Mengchang flatly refused them. When the king of Qi heard that, both he and his court officials were terrified. Then the king sent the Grand Tutor with one thousand *jin* of gold, two well-decorated carriages, a sword and a letter to apologize to the lord. The letter said, "I am a person of no good. I have suffered from disasters caused by the deceased sovereigns at the ancestral temple and been cheated by devilish and toady court officials. As a result, I offended you. I know that I am not worthy to ask you to work for me again. But would you please come back to govern the people for the sake of our deceased sovereigns?" Feng Xuan cautioned Lord Mengchang, "Please ask for the utensils used in rituals to worship our deceased sovereigns and build an ancestral temple in Xue." After the ancestral temple was finished, Feng Xuan returned to report to Lord Mengchang and said, "Now all the three 'dens' are ready. You can rest easy and enjoy yourself."

Lord Mengchang served as prime minister for dozens of years and was not involved in any problems because of Feng Xuan's schemes.

### **Lord Mengchang Advocated Hezong**

Lord Mengchang advocated uniting the Six States—Qi, Chu, Yan, Han, Zhao and Wei—to build a unified battlefield to counterattack the state of Qin. Gongsun Hong told him,



### 【原文】

王帝王之主也，君恐不得为臣，奚暇从以难之？意者秦王不肖之主也，君从以难之未晚。”孟尝君曰：“善，愿因请公往矣。”公孙弘敬诺，以车十乘之秦。

昭王闻之，而欲愧之以辞。公孙弘见，昭王曰：“薛公之地，大小几何？”公孙弘对曰：“百里。”昭王笑而曰：“寡人地数千里，犹未敢以有难也。今孟尝君之地方百里，而因欲难寡人，犹可乎？”公孙弘对曰：“孟尝君好人，大王不好人。”昭王曰：“孟尝君之好人也，奚如？”公孙弘曰：“义不臣乎天子，不友乎诸侯，得志不惭为人主，不得志不肯为人臣，如此者

### 【今译】

下秦王吗？假如秦王是个能够成就帝王大业的君主，您恐怕连做他的臣子都不成，哪里还有时间跟秦国作对呢？假如秦王是个不肖的昏君，到那时您再合纵，跟他作对也不晚。”孟尝君说：“好，那就请您到秦国走一趟吧。”公孙弘答应了，于是带着十辆车前往秦国。

秦昭王听说了此事，就想用言辞羞辱他，来借机观察他。公孙弘拜见昭王，昭王问：“薛的面积有多大？”公孙弘回答说：“方圆百里。”昭王笑道：“我的国土纵横几千里，还不敢凭借它跟别人作对。如今孟尝君想凭借区区百里见方的土地跟我作对，能行吗？”公孙弘回答说：“孟尝君重视士人，而大王您不重视。”昭王说：“孟尝君重视士人又能怎么样？”公孙弘回答说：“信守节义，不向天子称臣，不与诸侯结交，得志的时候做君主也不感到惭愧，不得志的时候也不肯做别人的臣子，这样的



“Why not send someone to the west to monitor the king of Qin first? If he really is capable of unifying the world, I have suspect that you would want to work with his regime. How can you attack him if this is the case? If he is an unworthy sovereign, it won't be too late to carry out your plan of counterattacking him.” Lord Mengchang said, “Good idea! Please go there to keep an eye on him for me, will you?” Gongsun Hong accepted this task. He then went to Qin with ten carriages.

When King Zhao of Qin found out this, he decided to humiliate Gongsun Hong to see what kind of person he was. When Gongsun Hong arrived at the court of King Zhao, the king asked him, “How big is the territory of Xue?” Gongsun Hong said, “One hundred square *li*.” King Zhao laughed and said, “My territory measures several thousand square *li*. Big as my state is, I do not dare to set myself against others. Nonetheless, Lord Mengchang is going to act against me, backed by only one hundred square *li* of land. Do you really think that it is possible?” Gongsun Hong said, “Yes. Because Lord Mengchang values scholars but you don't.” King Zhao asked, “What difference does it make even though Lord Mengchang values scholars?” Gongsun Hong said, “Well, scholars who stick to their values will not be subject to the authority of the Son of Heaven or make friends with sovereigns of other states, and will not feel sorry to replace the Son of Heaven if they can achieve their ambitions or condescend to serve others when they fail to accomplish their goals. Of this kind of people, Lord Mengchang has three. As



### 【原文】

三人；而治可为管，高之师，说义听行，能致其[主霸王]，如此者五人，万乘之严主也辱其使者，退而自刎，必以其血洩其衣，如臣者(十)[七]人。”昭王笑而谢之，曰：“客胡为若此？寡人直与客论耳！寡人善孟尝君，欲客之必谕寡人之志也！”公孙弘曰：“敬诺。”

公孙弘可谓不侵矣！昭王，大国也；孟尝，千乘也。立千乘之义而不可陵，可谓足使矣！

### 【今译】

士人，孟尝君有三位。善于治国，能力足以做管仲、高鞅的老师，主张如果被听从，就能使君主成就王霸大业，这样的士人，孟尝君有五位。充任使者，如果遭到拥有一万辆战车的大国的君主的侮辱，就退后自刎。但却必定用自己的血沾污对方的衣服，像我这样的，孟尝君有七位。”昭王笑着道歉说：“您何必这样呢？我对孟尝君很友好，希望您一定要向他转达我的意思。”公孙弘答应了。

公孙弘可以称得上是凛然不可侵犯了。昭王是大国的国君，而孟尝君只不过拥有一千辆战车。公孙弘能使孟尝君的尊严免受昭王的凌辱，可以说是称职的使节了。

## 鲁仲连谓孟尝

### 【原文】

鲁仲连谓孟尝：“君好士也？寡门养械亦，阳得子养，饮食衣裳，与

### 【今译】

鲁仲连对孟尝君说：“您喜爱贤士吗？从前寡门供养械亦，阳得子养，饮食衣裳，门客们都

to the scholars who are capable of governing a state and qualified to act as mentors for people like Guan Zhong and Shang Yang, if their advice is followed, their sovereigns can establish outstanding powers or even unify the world. Of this kind of people, Lord Mengchang has five. He also has seven people like me. As for us, when we are humiliated by sovereigns of the states with ten thousand chariots on diplomatic missions, we will take a step back to commit suicide and contaminate the clothing of these sovereigns with our blood." King Zhao laughed and apologized to him. He said, "Why did you say that? I am very friendly towards Lord Mengchang and think highly of him. Please be sure to extend my good intentions to him." Gongsun Hong promised to do so.

Gongsun Hong really was inviolable. King Zhao was the sovereign of a great state, but Lord Mengchang only had a fief with one thousand chariots. Nevertheless, Gongsun Hong prevented Lord Mengchang's dignity from being compromised by King Zhao. People like him really can be sent to other states on diplomatic missions.

### **Lu Zhonglian Had a Talk with Lord Mengchang**

Lu Zhonglian had a talk with Lord Mengchang and said, "Do you really cherish capable scholars? Previously, Yong Men regarded Jiao Yi as his hanger-on. Yang Dezi also supported a hanger-on. These two people always shared the same food and clothes with their hangers-on. As a result,





### 【原文】

之同之，皆得其死。今君之家富于二公，而士未有为君尽游者也。”君曰：“文不得是二人故也。使文得二人者，岂独不得尽？”对曰：“君之厩马百乘，无不被绣衣而食菽粟者，岂有骐驎耳哉？后宫十妃，皆衣编纁，食粱肉，岂有毛嫫、西施哉？色与马取于今之世，士何必待古哉？故曰君之好士未也。”

### 【今译】

愿意为他们献出自己的生命。如今您的家庭比他们二人的更富有，而门客们没有为您竭尽全力效劳的。”孟尝君说：“这是因为我不能得到像他们二位这样的士人的缘故。假设我能得到这两个人，他们难道就不为我尽力吗？”鲁仲连回答说：“您的马厩里养的四百多匹马都披着华丽的锦绣，吃着豆子和谷米，难道它们中间有骐驎、騄耳吗？您后宫里的十个妃子穿的都是洁白的细布衣服，吃的都是精美的粮食和肉类，难道她们中间有毛嫫、西施吗？既然美女和宝马都是取自当今时代的，何必要求士人一定是古代的呢？所以说您并不喜爱贤士。”

## 孟尝君逐于齐而复反

### 【原文】

孟尝君逐于齐而复反。谭拾子迎之于境，谓孟尝君曰：“君得无有所怨齐士大夫？”孟尝君曰：“有。”“君满意杀之乎？”孟尝君曰：“然。”谭拾子曰：“事有必至，理有固然，君知之乎？”孟尝君曰：“不知。”谭拾子

### 【今译】

孟尝君被齐王驱逐后又被重新任用。谭拾子到边境上去迎接孟尝君，对他说：“您是否对齐国的一些士大夫怀有怨恨？”孟尝君说：“是。”“把他们杀掉您满意不？”孟尝君说：“满意。”谭拾子说：“有的事情是一定会发生的，有的道理是必然的，您知道这些吗？”孟尝君说：“不知



both the hangers-on devoted their lives to them. Now you are much wealthier than these two people, but none of your hangers-on serves you wholeheartedly." Lord Mengchang said, "That's because I could not obtain those two scholars. Suppose I could obtain them, how could they not serve me heart and soul?" Lu Zhonglian replied, "You have more than four hundred horses in your stalls, all of which wear beautiful and expensive silk and eat beans and other kinds of grain. Are they Qi Lin and Lu Er (Qi Lin and Lu Er are names of two kinds of swift horses in Chinese legend)? Your ten concubines all wear beautiful clothes made of fine white silk and eat delicious food and meat. Are they Mao Qiang and Xishi? Now that all your horses and pretty women are contemporary with you, why do you long for scholars who lived in the past? So I said that you don't really cherish capable scholars."

### **Lord Mengchang Was Recalled After He Was Driven Out of Qi**

Lord Mengchang was recalled after he was driven out of the state of Qi. Tan Shizi went to the border to welcome him. He asked Lord Mengchang, "Aren't you bitter towards any high-ranking court officials of the state of Qi?" Lord Mengchang said, "Yes." "Will you be satisfied if they are murdered?" asked Tan Shizi. Lord Mengchang said, "Yes, I will." Tan Shizi said, "There is one event that must happen. There is one principle that is inevitable. Do you know this?" Lord Mengchang said, "No, I don't know it." Tan Shizi

### 【原文】

曰：“事之必至者，死也；理之固然者，富贵则就之，贫贱则去之。此事之必至，理之固然者。请以市喻。市，朝则满，夕则虚。非朝爱市而夕憎之也；求存故往，亡故去。愿君勿怨！”孟尝君乃取所怨五百人削去之，不敢以为言。

### 【今译】

说：“得捨予说：“有的事情是一定会发生的，那就是死；有的道理是必然的，那就是你富贵的時候別人就來依附你，實踐的時候他們就會離開你。這就是有的事情是一定会發生的，有的道理是必然的。請讓我用集市打個比方。市場上，早上人滿滿的，晚上就空空的。並非人們在早上喜歡集市而到了晚上就憎惡它。自己所需要的東西在那裏，他們就前往，自己所需要的東西沒有了，他們就離開。希望您不要怨恨那些人！”於是孟嘗君取出名冊，把自己所怨恨的五百人的名字都削掉了，再也不敢說這樣的話。

## 齐宣王见颜觸

### 【原文】

齐宣王见颜觸，曰：“觸前！”觸亦曰：“王前！”宣王不悦。左右曰：“王，人君也；觸，人臣也。王曰‘觸前’，[觸]亦曰‘王前’，可乎？”觸对曰：“夫觸前为慕势，王前为趋士。与使觸为趋势，不如使王为趋士。”王

### 【今译】

齐宣王召见顏觸，说：“顏觸上前来！”顏觸也说：“大王上前来！”宣王很不高兴。宣王周围的人说：“大王是个国君，而你顏觸是个臣子。大王说‘顏觸上前来’，你也说‘大王上前来’，可以吗？”顏觸回答说：“我上前去就是趋附权势，大王上前说足接近士人。与其让我趋附权势，不如让大王趋近士人。”齐宣王愤怒地改变了脸色，说：“君主尊贵，还是士



said, "The event that is inevitable is death. The principle that is inevitable lies in the fact that people will converge around you when you are wealthy and powerful, and they will leave you when you are poor and powerless. That is what I mean by 'There is one event that must happen. There is one principle that is inevitable.' For instance, a market might teem with people in the morning, but it becomes empty when it gets dark. However, it is not that people love the market in the morning and hate it in the evening. They go to the market because they can buy the things they need. If they cannot buy those things there, they will leave the market. I hope that you will stop hating those people!" Lord Mengchang then brought out his list and deleted five hundred names from it.

### King Xuan of Qi Interviewed Yan Chu

King Xuan of the state of Qi interviewed Yan Chu and said, "Come over to me, Yan Chu!" Yan Chu said, "Come over to me, Your Majesty!" King Xuan was very unhappy. The people around the king said, "His Majesty is a sovereign governing the people. You are his subject, Yan Chu. His Majesty said 'come over to me'. And you said 'come over to me, Your Majesty'. Should you do that?" Yan Chu replied, "If I approach His Majesty, it means that I long for his power. If His Majesty approaches me, it means that he longs for scholars. It would be better for His Majesty to long for scholars than for me to admire power." King Xuan's countenance changed suddenly and he appeared very angry.



### 【原文】

忿然作色，曰：“王者贵乎？士贵乎？”对曰：“士贵耳！王者不贵！”王曰：“有说乎？”颜曰：“有！昔者，秦攻齐，令曰：‘有敢去柳下季墓五十步而樵采者，死不赦！’令曰：‘有能得齐王头者，封万户侯，赐金千镒。’由是观之，生王之头，曾不若死士之墓也。”宣王默然不悦。

左右皆曰：“颜来！颜来！大王闢千乘之地，而建千石钟，万石釜。天下之士仁义，皆来役处，辩知并进，莫不来语；东西南北，莫敢不服。求万物[无]不备具，而百[姓]无不亲附。今夫士之高者，乃称匹夫，徒

### 【今译】

人尊贵？”颜颉回答说：“士人尊贵！君主不尊贵！”宣王说：“有什么理由吗？”颜颉说：“有！从前，秦国军队进攻齐国，下达一道命令说：‘有谁敢在距离柳下季的坟墓五十步以内砍柴的，就处死，不予赦免！’又下这一道命令说：‘有能得到齐王的头颅的，就封他为万户侯，赏赐一千镒黄金。’由此看来，一个活着的君主的脑袋还比不上一个死去的士人的坟墓重要啊。”齐宣王默不作声，很不高兴。

宣王身边的人都说：“颜颉上前来！颜颉上前来！大王拥有一个千乘大国的土地，铸造了一千石重的大钟，树立起可以支撑一万石重量的钟架。天下旨在推行仁义的士人都来到齐国说劳，能言善辩的说客，没有不来进言的；东西南北各方，没有敢不服从的。所寻求的万物无不具备，而且百姓没有不亲附的。如今士人中地位高一点的就被为‘匹夫’，



He said, "Is a king or a scholar more valuable?" Yan Chu replied, "The scholar is more valuable! The king is not valuable at all!" King Xuan said, "Is your opinion justified?" Yan Chu said, "Yes, it is! Previously, when the troops of the state of Qin invaded the state of Qi, an order was issued as follows: 'Whoever dares collect firewood within fifty steps of Liu Xiaji's tomb will be sentenced to death and won't be absolved under any circumstances!' Then another order was issued as follows: 'Whoever can behead the king of Qi and bring the head back will be entitled as Marquis Owning Ten Thousand Families and also be awarded one thousand *yi* of gold.' Judging from these events, the head of a king is not as important as the tomb of a departed scholar." King Xuan didn't say anything to rebut him, but he was very unhappy.

The people around the king all shouted, "Come over to the king, Yan Chu! Come over to the king, Yan Chu! His Majesty possesses the land of a state with one thousand chariots. Moreover, he had a huge bell weighing one thousand *dan* made and also had a bell-shelf able to bear the weight of ten thousand *dan* erected. Scholars aiming at extending the principles of benevolence and righteousness come to work for him from all across the world. All the intelligent and persuasive talkers come here to discuss with him. People living in all four directions submit to him. Tens of thousands of items he wants are well prepared. All the people hobnob with him. Those contemporary scholars with high status address themselves as 'Pi Fu'. They have to travel on foot and do farm work themselves in the fields just

### 【原文】

步而处农田；下则鄙野、监门、闾里。士之贱也亦甚矣！”

麴对曰：“不然！麴闻古大禹之时，诸侯万国。何则？德厚之道，得贤士之力也。故舜起农田，出于野鄙，而为天子。及汤之时，诸侯三千。当今之世，南面称寡者，乃二十四。由此观之，非得失之策与？稍稍湮灭，灭亡无族之时，欲为监门、闾里，安可得而有手哉？是故《易传》不云乎：‘居上位，未得其实，以喜其为名者，必以骄奢为行。据慢骄奢，则凶从之。’是故无其实而喜其名者削，无德而望其福者约，无功而受其禄者辱，祸必随。故曰：‘矜功不立，虚愿不至。’此皆幸乐其名华，而无其实

### 【今译】

旅行要靠步行，并且在农田里劳作，地位低下的就只能做乡野闾里间守门的贱事。士人们也太卑贱了！”

颜硕说：“这不对！我听说古代大禹的时候，有一万个诸侯国。为什么？因为他施行德政，能得到杰出的士人为他效力。所以舜从耕田种地起家，出身低贱，却做了天子。到了汤的时代，有三千个诸侯国。当今世上，面南背北称王的只有二十四个。由此看来，这难道不是由于得到或丧失士人的缘故吗？渐渐地消灭，等到被消灭了，宗族都不存在的时候，即使想做闾巷间的守门人，又怎么能够做到呢？《易传》中不是说过吗，‘处在最高的位置上，还没有掌握起实权就为这个名号沾沾自喜的人，必然会有骄傲奢侈的行为。傲慢骄奢，随之而来的就是灾祸’。因此，没有真正的实力，却为一个名头而沾沾自喜的人，他的权势就会被剥夺；没有德行却奢望享有福分的人，就会变得贫困；没有功劳，却接受俸禄的人，就会受辱，灾祸一定会很严重。所以说：‘好大喜功的，不能建功立业；空施德然而不具势力的，就不能实现愿望。’这些都是因为



like farmers. Those with low status can only act as porters in some remote and underdeveloped streets or lanes. How menial scholars are!”

Yan Chu disagreed with them and said, “No, you are wrong! I heard that in Yu’s time, ten thousand states were in existence in the world. Why? He was extremely virtuous and therefore could win over the support of the outstanding scholars. Hence, although Shun used to grow crops in the fields to support himself and came from a family with menial status, he became Son of Heaven. When it came to the time of King Tang, there were three thousand states in the world. However, there are only twenty-four sovereigns facing the south and addressing themselves as Gua at present. By this token, isn’t the number of states in existence decided by whether or not the scholars are won over? The states have been ruined one by one. When all the clans are uprooted, although we want to act as porters to watch streets or lanes, is it possible? Hence, it is said in *Yizhuan*, ‘When holding a high position without any actual power, one might become complacent due to the title he enjoys and therefore become extravagant and dissipated. If this is the case, disasters will follow.’ So, if one only enjoys a title nominally but doesn’t have much power, he will become powerless. If one of no virtue longs for fortunes, he will become poor. If one having no contribution desires a generous salary, he will be humiliated and also suffer severe disasters. So it is said, ‘If one overly craves for greatness and success, he won’t be able to make great contributions. If one doesn’t exert himself to

### 【原文】

德者也。是以尧有九佐，舜有七友，禹有五丞，汤有三辅，自古及今，而能虚成名于天下者，无有！是以君王无羞亟问，不愧下学，是故成其道德而扬功名于后世者，尧、舜、禹、汤、周文王是也。故曰：‘无形者，形之君也。无端者，事之本也。’夫上见其原，下通其流，至圣人明学，何不吉之有哉？《老子》曰：‘虽贵，必以贱为本；虽高，必以下为基。是以侯王称孤寡不穀。’是其贱之本与？（非）夫孤寡者，人之困贱下位也。而侯王

### 【今译】

只庆幸虚名而没有实际的德行的缘故。所以尧有九个辅佐大臣，舜有七个朋友，禹有五个丞相，汤有三个助手。从古到今，能够凭借虚名在天下建立功名的，一个也没有！因此，做君王的不以请教自己不懂的知识为耻辱，不为向地位不如自己的人学习而感到羞耻，所以能成就自己的道德并且把功名传播到后世，尧、舜、禹、汤以及周文王都是这样的。所以说：‘没有形的东西是有形的东西的主宰，没有端倪的东西是事情的根本。’向上能发现源头，向下能通晓支流，明白圣人高明的学说，有什么不吉利的呢？《老子》中说：‘虽然自己很有权势，一定要以低贱的人为根本；虽然自己职位很高，一定要以下面的人为基础。所以诸侯和君王都自称“孤”，“寡”或者“不谷”。’这难道不是表明低贱者就是根本吗？再说，那些自己称孤称寡的是贫困、低贱、身处卑微的人吗？然而诸侯和君王却这样称呼自己，难道不是把自己摆在别人之下来尊崇士



fulfill his ideal, he won't be able to turn it into reality.' That is because he only obtains inflated fame due to luck but has no virtue at all. Hence, Yao used to have nine assistants. Shun used to have seven friends. Yu used to employ five prime ministers at the same time. Tang used to utilize three helpers to govern his state. In history, there is no such precedent that one has gained a high reputation in the world with the help of inflated fame! Therefore, sovereigns shouldn't feel ashamed to ask questions about things they don't know or to learn from their inferiors. Then they can fully develop their virtues and therefore extend their achievements and good reputation among generations to come. Yao, Shun, Yu, Tang and King Wen of the Zhou Dynasty are all sovereigns of this kind. So it is said, 'The Shapeless is the ruler of those things with shapes. The Fathomless is the root of various things.' How can it be ominous to study the fountainhead upwards, make clear the ramifications downwards and master the wise thoughts of sages? It is said in *Laozi*, 'Although you are very powerful, you still should rely on the powerless. Although you have high status, you still should resort to the inferiors. Hence, both marquises and kings would address themselves as Gu (literally meaning an orphan), Gua (literally meaning a widow) and Bugu (literally meaning having no grain store).' Isn't that because the menial people are the roots of the powerful? As for those who address themselves as Gu or Gua, are they really of very low status? These marquises and kings address themselves so humbly because they want to show their respect to scholars in this way. Yao

### 【原文】

以自谓，岂非下人而尊贵士与？夫尧传舜，舜传禹，周成王任周公旦，而世世称曰明主，是以明乎士之贵也。”

宣王曰：“嗟乎！君子焉可侮哉？寡人自取病耳！及今闻君子之言，乃今闻细人之行。愿请受为弟子。且颜先生与寡人游，食必太牢，出必乘车，妻子衣服丽都。”颜闾辟去曰：“大玉生于山，制则破焉，非非宝贵矣，然（夫）[大]璞不完，士生乎鄙野，推选则禄焉，非不得尊遂也，然而形神不全。闾愿得归，晚食以当肉，安步以当车，无罪以当贵，清静

### 【今译】

人吗？尧把天下传给了舜，舜把天下传给了禹，周成王任用周公旦治理国家，然而世世代代都称他们是英明的君主，这是因为他们明白士人的重要啊。”

宣王说：“哎呀！君子怎么可以被侮辱呢？我简直是自己找不愉快！直到今天听到了君子的言论，才知道什么是小人的行为。希望您接受我做您的弟子。而且颜先生您跟我在一起的时候，吃饭一定用太牢招待您，出门一定让您乘坐车子，妻子儿女的衣服都非常美丽。”颜闾推辞说：“玉生长在山里，斲削后就被破坏了，并非不再宝贵了，只是原来整块的玉石就不完整了。士人生长在偏僻的乡野，被推选上来就能领取俸禄了，并非不显达，然而天性就会受到损伤了。我愿意回去，拖到非常饥饿的时候再吃饭，就觉得跟肉一样好吃了，以步代车，把无罪当作显贵，清静正直，洁身自好来自娱。制定命令的，是大王；竭尽忠



devolved the world on Shun. Shun devolved the world on Yu. King Cheng of the Zhou Dynasty appointed Duke Zhou to govern the state. All the following generations regarded them as wise sovereigns because they knew the value of scholars.”

King Xuan said, “Oh! How can a gentleman be humiliated? I am just seeking unpleasantness. I haven’t heard gentlemen’s arguments till today. And I haven’t heard anything about petty men’s behaviour till today either. Please accept me as your disciple. If you stay and live at my place, Mr Yan, you will be served with meat at every meal. Whenever you go out, I will have a carriage prepared for you. Moreover, both your wife and children will wear very beautiful clothes.” Yan Chu rejected this offer and said, “Jade forms in mountains. It will be damaged anyway when it is processed. However, it is not that the jade will not be precious anymore, but that the Pu (referring to the original stone containing the jade) won’t be able to maintain its integrity. Scholars are born to menial families of underdeveloped, remote areas. Once they are recommended to work for the government and therefore receive salaries, although they might be very powerful, their innate nature will no longer be complete. I want to go home. I won’t eat until I feel very hungry, so that I can enjoy my food as if it were meat. Instead of taking a carriage, I will leisurely make for my destination on foot. Due to my innocence, I will regard myself as honourable. I will also enjoy the tranquility of my life as well as my own integrity. Your Majesty is the one to issue orders. I am the one to remonstrate with you



### 【原文】

真正以自虞。制言者，王也；尽忠直言者，觸也。言要道已备矣，愿得赐归，安行而反臣之邑屋。”则再拜而辞去也。

觸知足矣，归反(扑)[于璞]，则终身不辱也。

### 【今译】

心直言不讳的，是我觸。我要表达的最重要的东西已经都说出来了。希望能允许我回去，从容不迫地走回我乡间的小屋。”觸拜了两下就告辞走了。

觸是个知道满足的人，返朴归真，终生都不会受到羞辱。

## 先生王斗造门而欲见齐宣王

### 【原文】

先生王斗造门而欲见齐宣王，宣王使谒者延入。王斗曰：“斗趋见王为好势，王趋见斗为好士，于王何如？”使者复还报。王曰：“先生徐之，寡人请从。”宣王因趋而迎之于门，与人，曰：“寡人奉先君之宗庙，守社稷，闻先生直言正谏不讳。”王斗对曰：“王闻之过。斗生于乱世，事乱君，焉敢直言正谏？”宣王忿然作色，不说。

### 【今译】

王斗先生来到齐国的朝廷门前要求谒见齐宣王，宣王派负责朝见君主的官吏请他进宫来。王斗说：“我快步上前去拜见大王是贪恋权势，大王快步上前来见我是喜爱士人。大王将怎么做呢？”负责谒见的官吏回去向宣王报告。宣王说：“先生请慢点，请让我去迎接您。”于是宣王快步走到宫门口迎接王斗，跟他一起进宫，对他说：“我奉祀先王的祖庙，守卫国家，听说先生您能直言正谏、无所避讳。”王斗回答说：“大王听到的是错误的。我生活在乱世，侍奉昏君，怎么敢直言正谏。”宣王脸上呈现愤怒的神色，很不高兴。



directly to serve you with utmost loyalty. Now that I have told you of my most important viewpoints, I hope that you will allow me to go home." Yan Chu bowed twice before King Xuan and then left for home.

Yan Chu was really contented with his lot. He knew how to maintain his innate nature, so he couldn't be humiliated during his lifetime.

### Mr Wang Dou Went to the Court to Meet King Xuan of Qi

Mr Wang Dou arrived at the gate of Qi's palace and wanted to visit King Xuan. King Xuan asked the officer in charge of reception to invite him to enter the palace. Wang Dou said, "If I walk quickly up to the king, that means I covet power. If His Majesty walks quickly up to me, that means our king cherishes scholars. What will His Majesty do then?" The officer went to report to the king. The king said, "Please walk slowly, Sire. I want to receive you." King Xuan then walked quickly to the gate to welcome Wang Dou, and they entered the palace together. The king said, "I am in charge of maintaining the ancestral temple and administering the state. I heard that you always directly remonstrate with sovereigns." Wang Dou replied, "What you have heard is wrong. I am living in a chaotic state and working for a muddle-headed and unworthy sovereign. How dare I remonstrate directly?" King Xuan was angry and his expression changed.

After a while, Wang Dou said, "Previously, our

### 【原文】

有间，王斗曰：“昔先君桓公所好者[五]，九合诸侯，一匡天下，天子受籍，立为大伯。今王有四焉。”宣王说，曰：“寡人愚陋，守齐国，唯恐失之，焉能有四焉？”王斗曰：“否。先君好马，王亦好马；先君好狗，王亦好狗；先君好酒，王亦好酒；先君好色，王亦好色；先君好士，是王不好士。”宣王曰：“当今之世无士，寡人何好？”王斗曰：“世无骐驎騄耳，王骠已备矣；世无东郭俊、卢氏之狗，王之走狗已具矣；世无毛嫫、西施，王宫已充矣。王亦不好士也，何患无士？”王曰：“寡人忧国爱民，固愿得士以

### 【今译】

过了一会儿，王斗说：“从前齐桓公所喜欢的事情很多，他曾经九次会盟诸侯，一举匡正天下。天子赐封给他土地，确立了他霸主的地位。如今大王您有四点爱好跟齐桓公是相同的。”宣王说：“我非常愚蠢浅陋，守护着齐国，唯恐失去它，怎能跟桓公有四个相似之处呢？”王斗说：“不对。桓公喜欢马，大王也喜欢马。桓公喜欢狗，大王也喜欢狗。桓公喜欢喝酒，大王也喜欢喝酒。桓公喜欢美色，大王也喜欢美色。桓公喜爱士人，但大王您不喜爱士人。”宣王说：“当今世上没有士人，我怎么去喜爱他们呢？”王斗说：“世上没有骐驎、騄耳，大王驾车的马已经齐备了。世上没有东郭俊和卢氏的狗，大王的狗已经齐全了。世上没有毛嫫、西施，大王的后宫已经充满美女了。大王不喜爱士人罢了，如果真的喜爱，怎会担心没有士人呢？”宣王说：“我忧国爱民，当然希望能够



deceased sovereign—Duke Huan arranged nine meetings participated in by all the sovereigns and put the world in order. As a result, the Son of Heaven conferred some land on him and appointed him to be the leader of Lord-protectors. Duke Huan had many interests and you share four with him.” King Xuan said, “I am stupid and shallow. I govern the state of Qi and worry that I might lose it. How can I share four interests with Duke Huan?” Wang Dou said, “What you said is wrong. Duke Huan liked horses, and you also like horses. Duke Huan liked dogs, and you also like dogs. Duke Huan liked wine, and you also like wine. Duke Huan liked pretty women, and you also like pretty women. However, Duke Huan cherished scholars, but you don’t attach importance to them.” King Xuan said, “Nowadays, there are not any scholars in existence, so how can I attach importance to scholars?” Wang Dou said, “Qi Lin and Lu Er are no longer in existence. However, your stalls are full of excellent horses. Dongguo Jun and the Lus’ dog are no longer in existence. However, your kennels are crowded with good dogs. Mao Qiang and Xishi are no longer in existence. However, you have a lot of pretty women in your bedchambers. You are not interested in scholars. If you are really interested in them, why do you need to worried that there are no scholars at all?” King Xuan said, “I worry about my state and the people very much, so I want to obtain some capable scholars to administer my state and govern the people.” Wang Dou said, “You said you worry about your state and the people, but I think you pay more attention to

### 【原文】

治之。”王斗曰：“王之忧国爱民，不若王爱尺蠲也。”王曰：“何谓也？”王斗曰：“王使人为冠，不使左右便辟而使工者，何也？为能之也。今王治齐，非左右便辟无使也，臣故曰不如爱尺蠲也。”

宣王谢曰：“寡人有罪国家。”于是举士五人任官，齐国大治。

### 【今译】

得士人来治理国家。”王斗说：“大王忧国爱民的程度还比不上爱一尺丝綯呢。”宣王问道：“你这是什么意思？”王斗说：“大王让人做帽子的时候，不让身边受宠爱的人做，而是安排工匠去做，为什么呢？因为他们就做帽子。如今大王治理齐国，不是自己身边受宠的人一律不予任用。所以我说您忧国爱民的程度还不如爱一尺丝綯。”

宣王谢罪道：“我有罪于国家。”于是任用五个士人做官，齐国被治理得非常好了。

## 齐王使使者问赵威后

### 【原文】

齐王使使者问赵威后。书未发，威后问使者曰：“岁亦无恙耶？民亦无恙耶？王亦无恙耶？”使者不说，曰：“臣奉使使威后，今不问王，而先问岁与民，岂先贱而后尊贵者乎？”威后曰：“不然。苟无岁，何以有民？苟无民，何以有君？故有问舍本而问末者耶？”乃进而问之曰：“齐

### 【今译】

齐威王派遣使者问候赵威后。还没有把齐王的书信打开，赵威后就问使者：“今年的收成还好吧？老百姓还好吧？齐王还好吧？”使者不高兴了，说：“我奉命出使前来问候您，如今您不问候我们大王，却先问收成和老百姓怎么样，岂不是把卑贱的放在前面，把尊贵的放在后面吗？”赵威后说：“不是这样的。如果收成不好，拿什么养活百姓？如果没有百姓，怎么会有国君？因此问候的时候有不先问根本而先问末节



one *chi* of silk." King Xuan asked, "What do you mean?" Wang Dou said, "When you have a hat made, you would not let those who are close to you and beloved by you make it but ask a craftsman to make it. Why? Because the craftsman is able to make the hat. However, you only appoint the close and beloved ones to govern the state. That's why I said you pay more attention to one *chi* of silk than to your state and the people." King Xuan apologized, "I know I am guilty toward my state." Then he appointed five wise and capable scholars to be officials and asked them to govern the state. As a result, the state of Qi was put in good order.

#### Qi's King Sent an Emissary to Greet Queen Wei of Zhao

Qi's king sent an emissary to the state of Zhao to greet Queen Wei. Before the queen opened the letter from Qi's king, she asked the emissary, "How is the harvest? How are the people? How is His Majesty?" The emissary was not happy and said, "I am sent here to greet you. However, you didn't extend your greetings to our sovereign first, but asked how the harvest and the people are. Why did you pay more attention to the powerless than to the powerful?" Queen Wei said, "You are wrong. If the harvest is bad, how can the people sustain themselves? If the people cannot survive, how can the sovereign maintain his power and throne? Why should I overlook the essentials and pay prime attention to mere details when I extend my greetings?" Then she asked further, "There is a person in Qi called Zhong Lizi. Is he all right?"



### 【原文】

有处士曰钟离子，无恙耶？是其为人也，有粮者亦食，无粮者亦食；有衣者亦衣，无衣者亦衣。是助王养其民〔者〕也，何以至今不业也？叶阳子无恙乎？是其为人，哀嫠寡，恤孤独，振困穷，补不足。是助王息其民者也，何以至今不业也？北宫之女婴儿子无恙耶？彻其环珞，至老不嫁，以养父母。是皆率民而出于孝情者也，胡为至今不朝也？此二士弗业，一女不朝，何以王齐国，子万民乎？於陵子仲尚存乎？是其为人也，上不臣于王，下不治其家，中不欺交诸侯。此率民而出于无用者，何为至今不杀乎？”

### 【今译】

的吗？”于是赵威后进一步问使者：“齐国有个叫钟离子的处士，他还好吗？这个人的为人，有粮食的给他们食物吃，没有粮食的也给他们食物吃；有衣服的给他们衣服穿，没有衣服的也给他们衣服穿。这是帮助齐王养活他的百姓，为什么至今还没有任用他为官呢？叶阳子还好吗？这个人的为人，怜悯鳏夫、寡妇，抚恤孤儿，周济穷困的人，帮助缺少衣食的人。这是帮助齐王繁衍他的百姓，为什么至今还没有任用他为官呢？北宫家的女儿婴儿子还好吗？她摘掉玉环耳坠，一直到老都不出嫁，以奉养父母。这是带领百姓都来孝敬自己的父母啊，朝廷为什么至今都不赐封她呢？这两个士人没有被任用，这个女子没有被朝廷赐封，怎么能统治齐国，治理老百姓呢？於陵子仲还活着吗？这个人的为人，上不向齐王称臣，下不能料理好自己的家庭，中不结交诸侯。这是要让百姓都无所事事，为什么到现在还不把他处死？”

## 齐人见田骈

### 【原文】

齐人见田骈，曰：“闻先生高议，设为不宦，而愿为役。”田骈曰：“子

### 【今译】

齐国有一个人去见田骈，对他说：“我听说先生的高论，号称不做



This person always provides food to others whether they have enough to eat or not. And he always gives clothes to others whether they have enough to wear or not. Therefore, he is helping the king of Qi support the people. Why not offer him the chance to accomplish some great achievements? Is She Yangzi well? This person always shows sympathy to widows and widowers, comforts orphans, helps the poor and provides for those who are short of cash. Thus he is helping the king of Qi relieve the people's burden. Why not offer him the chance to accomplish some great achievements? Is Ying Erzi, the daughter of the Beigongs, all right? She took off her rings and remains single to take care of her parents. Hence, she is showing the people how to treat their parents with filial piety. Why hasn't she been conferred a title by your government? As a matter of fact, the two aforementioned scholars have not accomplished any achievement, and this woman has not been conferred a title. How can you administer a state and govern tens of thousands of people? Is Yuling Zizhong still alive? This person wouldn't work for the regime, overlooks his responsibility of taking care of his family and doesn't consort with the sovereigns of other states. Thus he is taking the lead in shirking. Why haven't you sentenced him to death?"

### **A Man from Qi Visited Tian Pian**

A man from the state of Qi went to see Tian Pian and said, "I heard about your outstanding arguments. Moreover,



### 【原文】

问闻之？”对曰：“臣闻之邻人之女。”田骈曰：“何谓也？”对曰：“臣邻人之女，设为不嫁，行年三十而有七子。不嫁则不嫁，然嫁过毕矣！今先生设为不宦，管养千钟，徒百人。不宦则然矣，而富过毕也！”田子辞。

### 【今译】

官，而愿意被人役使。”田骈问：“您从哪里听说的？”那人回答说：“我从邻居家的女儿那里听到的。”田骈问：“她是怎么说的？”那人回答道：“我邻居家的女儿说是不嫁人，已经三十岁了，却有七个孩子。虽然还没有出嫁，然而比出嫁的女子生的孩子还多呢！如今先生您说是不做官，却享受着千钟的俸禄，驱使着上百个仆从。虽然不做官，却比做官的人还富有呢！”田骈向他道歉。

## 管燕得罪齐王

### 【原文】

管燕得罪齐王，谓其左右曰：“子孰而与我赴诸侯乎？”左右嘿然莫对。管燕连然流涕曰：“悲夫，士何其易得而难用也！”田需对曰：“士三食不得饘，而君鹅鹜有余食；下宫糅罗纨，曳绮縠，而士不得以为缘。且财者君之所轻，死者士之所重，君不肯以所轻与士，而责士以所重事君，

### 【今译】

管燕得罪了齐王，对他身边的人说：“你们当中谁肯跟我一起投奔别的国君？”身边的人都默不作声，没有回答。管燕涕泪涟涟地说：“太可悲了！能这么轻易地得到士人却难以让他们为自己效劳啊！”田需回答说：“士人在你这里一日三餐都不能吃饱，然而您家的鹅、鸭的食物却吃不完；您后宫的女人穿着各色的绮罗绸缎，拖着精美的细纱，然而您门下的士人们还不能装饰自己衣服的边缘。况且，财富是您所看轻的，死亡是士人所看重的。您不肯把自己所看轻的东西给予士人，却要求



you refuse to accept any position offered to you by the government, but would rather put yourself at others' service." "Where did you hear it?" asked Tian Pian. "I heard it from my neighbour's daughter," replied the man. "What did she say about me?" asked Tian Pian. "My neighbour's daughter swore that she would never get married. Now she is thirty years old and has already had seven children. Even though she is not married, she has more children than married women do! You are the same. You promised that you would never accept a position, yet you are enjoying a salary of one thousand *zhong* of grain and also have more than one hundred people at your service. Even though you don't have any official position, you are much wealthier than those who have," said the man. Tian Pian apologized to him.

### **Guan Yan Offended the King of Qi**

Guan Yan offended the king of Qi. Then he asked his people, "Who is going to follow me to other states for shelter?" They all kept silent and no one replied. Guan Yan cried. He said in tears, "What a tragedy! It is so easy to obtain scholars but hard to make them devote themselves to you!" Tian Xu replied, "Every day, the scholars are hungry, yet your geese and ducks always have surplus food. All your concubines wear beautiful fine silk, but the scholars cannot afford to decorate the lace of their clothes. You make light of wealth. Scholars attach importance to their lives. You don't render what you make light of to the scholars, but demand

【原文】

非士易得而难用也。”

【今译】

士人用自己所看重的东西来侍奉您，士人并非可以轻易得到而难以让他们效力。”

## 苏秦自燕之齐

【原文】

苏秦自燕之齐，见于华章南门。齐王曰：“嘻，子之来也！秦使魏冉致帝，子以为何如？”对曰：“王之问臣也卒，而愚之所从生者微。今不听，是恨秦也；听之，是恨天下也。不如听之以卒秦，勿庸称也以为天下。秦称之，天下听之，王亦称之。先后之事，帝名为无伤也。秦称之而天下不听，王因勿称，其于以收天下，此大资也。”

【今译】

苏秦从燕国到齐国去，齐闵王在华章南门接见他。齐闵王说：“嗨，你来了！秦王派魏冉来让我接受帝号，你以为怎么样？”苏秦回答说：“大王这个问题问得很仓促，但是祸患的产生却是非常不易察觉的。如今要是不听从，就会招惹秦国的怨恨；听从了，就会招致天下各国的怨恨。不如答应下来应付秦国，为天下各国着想，先不用这个称号。秦王称帝后，如果天下各国服从它，那大王就也称帝。事情虽然有先后，但对于“帝”这一名号却没有损伤。如果秦王称帝后天下各国不服气，大王就不称帝，以此来赢得其他国家，这样做太有利了。”



that they serve you at the cost of what they attach importance to. It is not that scholars are easy to win over but reluctant to devote their lives to their master.”

### Su Qin Arrived in Qi from Yan

Su Qin arrived in the state of Qi from the state of Yan. King Min of Qi interviewed him at the Southern Huazhang Gate of the capital of Linzi. King Min of Qi said, “Well, you are here! The king of the state of Qin has sent Wei Ran here to force me to accept the title of Di. What do you think of that?” Su Qin replied, “Your Majesty asked me this question suddenly. Trouble always develops from very inconspicuous and subtle signs. Now if you don’t listen to Qin, Qin will be bitter towards you. If do you listen to it, other states in the world will be bitter towards you. It would be better that you accept this title on the surface to cool the enmity of Qin. But in fact, you can postpone addressing yourself as Di to cool the discontentment of other states in the world. If the king of Qin addresses himself as Di and other states in the world submit to him, you can also address yourself as Di. If this is the case, *although you might not be the first one to become Di, it won’t cause any damage to the title at all.* If the king of Qin addresses himself as Di but other states refuse to submit to him, you won’t address yourself as Di. Thus you can win over other states. This will be a big advantage to you.”

## 苏秦谓齐王

### 【原文】

苏秦谓齐王曰：“齐、秦立为两帝，王以天下为尊秦乎？且尊齐乎？”王曰：“尊秦。”“释帝，则天下爱齐乎？且爱秦乎？”王曰：“爱齐而憎秦。”“两帝立，约伐赵，孰与伐宋之利也？”[“伐宋利。”]对曰：“夫约（然）与秦为帝，而天下独尊秦而轻齐；齐释帝，则天下爱齐而憎秦；伐赵，不如伐宋之利。故臣愿王明释帝以就天下，倍约倍秦，勿使争重，而王以其间举宋。夫有宋，则卫之阳城危；有淮北，则楚之东国危；有济西，则赵之

### 【今译】

苏秦对齐闵王说：“齐国和秦国的两个王都称帝，大王认为天下各国会尊崇秦国，还是会尊崇齐国？”齐闵王说：“尊崇秦国。”“如果放弃称帝，那天下各国是热爱齐国，还是热爱秦国？”齐闵王说：“热爱齐国而憎恶秦国。”“您和秦王都称帝了，相约一起进攻赵国，跟攻打宋国相比，怎么做对齐国更加有利？”齐闵王回答说：“攻打宋国更有利。”“相约跟秦王一同称帝，天下各国就会只尊崇秦国而轻视我们齐国；齐国放弃称帝，天下各国就会热爱齐国并且憎恨秦国；攻打赵国不如攻打宋国对我们更有利。所以我希望大王明确地放弃称帝来顺应天下各国的心意，背弃跟秦国的约定，不要跟它争夺权势，而是利用这个时机进攻宋国。占领了宋国，卫国的阳城就危险了；占有了淮北，楚国的东部地区就危险了；占有了济水以西，赵国的河东就危险了；占有了陶与平陵，梁都的



## Su Qin Had a Talk with Qi's King

Su Qin asked King Min of the state of Qi, "If both you and the king of the state of Qin address yourselves as Di, do you think other states in the world will attach more importance to Qin or to Qi?" King Min said, "They will attach more importance to Qin." "If you give up addressing yourself as Di, do you think other states in the world will love you or love the king of Qin?" King Min said, "They will love me and hate Qin in the meantime." "If you both become Dis and unite with each other to attack other states, do you think it is more profitable for us to attack the state of Zhao, or the state of Song?" King Min said, "It's more profitable to attack the state of Song." "If you unite with the king of Qin to address yourselves as Dis, other states in the world will attach importance to Qin but look down upon Qi. If you give up addressing yourself as Di, they will support you and hate Qin. If we attack the state of Zhao, it will not be so profitable as we attack the state of Song. So I hope that you openly give up the title of Di to comply with the wishes of other states in the world. Simply breach your agreement with Qin and don't vie with it for power. Then you can take occasion to attack the state of Song. If you occupy Song, Yangcheng of the state of Wei will be in danger. If you occupy the area of Huaibei, the eastern areas of the state of Chu will be in danger. If you occupy the area west of the Jishui River, the area of Hedong of the state of Zhao will be in

**【原文】**

河东危，有（阴）[陶]、平（陆）[陵]，则梁门不启。故释帝而武之以伐宋之事，则国重而名尊，燕、楚以形服，天下不敢不听，此汤、武之举也！敬秦以为名，而后使天下憎之，此所谓‘以卑易尊’者也。愿王之熟虑之也！”

**【今译】**

大门就不敢开启了。所以放弃称帝并且背弃与秦国的约定来进攻宋国，国家就会威重而且能赢得美名，燕国和楚国就会迫于形势而服从，天下各国没有敢不听从命令的，这就是如同汤和武王一般的壮举啊！名义上尊敬秦国，然后让天下各国憎恨它，这就是所谓的‘用卑微换取尊贵’。希望大王仔细谋划这件事！”



danger. If you occupy Tao and Pingling, the capital of Liang of the state of Wei will not dare open the gate. Hence, if you give up addressing yourself as Di, break your agreement with Qin and invade the state of Song at the same time, your state will gain more power and a higher reputation. Moreover, the states of Yan and Chu will submit to you, and other states in the world won't dare act against your will. Thus your contributions can match those of Tang of the Shang Dynasty and King Wu of the Zhou Dynasty! Just respect the state of Qin on the surface, then make other states in the world hate it. This is the so-called 'trading a humble status for a powerful and honourable one'. I hope Your Majesty thinks about it carefully. "



