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# 战国策

Records on the Warring States Period  
III



翟江月 英译、今译  
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广西师范大学出版社  
Guangxi Normal University Press

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## 目 录

卷二十三	魏二	998
卷二十四	魏三	1042
卷二十五	魏四	1090
卷二十六	韩一	1142
卷二十七	韩二	1196
卷二十八	韩三	1240
卷二十九	燕一	1290
卷三十	燕二	1356
卷三十一	燕三	1414
卷三十二	宋卫	1456
卷三十三	中山	1484

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## CONTENTS

### *BOOK 23*

The Second Volume on Wei 999

### *BOOK 24*

The Third Volume on Wei 1043

### *BOOK 25*

The Fourth Volume on Wei 1091

### *BOOK 26*

The First Volume on Han 1143

### *BOOK 27*

The Second Volume on Han 1197

### *BOOK 28*

The Third Volume on Han 1241

### *BOOK 29*

The First Volume on Yan 1291

### *BOOK 30*

The Second Volume on Yan 1357

### *BOOK 31*

The Third Volume on Yan 1415

### *BOOK 32*

On Song and Wei 1457

### *BOOK 33*

On Zhongshan 1485



## 卷二十三 魏 二

### 犀首田盼欲得齐魏之兵以伐赵

#### 【原文】

犀首、田盼欲得齐、魏之兵以伐赵，梁君与田侯不欲。犀首曰：“请国出五万人，不过五月而赵破。”田盼曰：“夫轻用其兵者，其国易危；易用其计者，其身易穷。公今言破赵大易，恐有后咎。”犀首曰：“公之不慧也。夫二君者固已不欲矣，今公又言有难以惧之，是赵不伐而二士之谋困也。且公直言易，而事已去矣。夫难构而兵结，田侯、梁君见其危，又安敢释卒不我予乎？”田盼曰：“善。”遂劝两君听犀首。犀首、田盼遂得

#### 【今译】

公孙衍和田盼想争取齐国和魏国的兵力来进攻赵国，魏王和齐王不愿意。公孙衍说：“每个国家请派出五万军队，不出五个月就会攻破赵国。”田盼说：“轻易用兵的，他的国家容易陷入危机；轻易使用诡计的，他自身容易陷入困境。您现在说攻破赵国很容易，恐怕会有后患。”公孙衍说：“您不明智啊。这两个国君本来就不想派兵了，如今您又声称有困难来恐吓他们，这样一来，就不能攻打赵国，而且我们两人的计划就会陷入困厄。假如您一直说容易，这事就成了。双方互相威胁，进入交战状态，齐王和魏王发现自己处于危机之中，又怎敢把士卒闲置起来不支持我们呢？”田盼说：“好。”于是劝说两国君主听从公孙衍。于是公孙衍、田盼争取到了齐国和魏国的军队。军队还没有出境，魏王和齐



**The Second Volume on Wei**

**Gongsun Yan and Tian Pan Tried to Win Over the Troops  
of Qi and Wei to Attack Zhao**

Gongsun Yan and Tian Pan tried to win over the troops of the state of Qi and the state of Wei to attack the state of Zhao. However, neither the king of Wei nor the king of Qi wanted to support them in this regard. Gongsun Yan said, "If each of you send fifty thousand soldiers, the state of Zhao will be defeated within five months." Tian Pan said, "A state taking military action without due regard will soon find itself in danger. A state resorting to trickery will soon be in trouble. Now you said that it was very easy to destroy the state of Zhao, but I am afraid that it will lead to future problems." Gongsun Yan said, "You are indeed unwise. These two sovereigns already didn't want to join us. Now you are going to tell them how difficult it is to terrify them. Thus Zhao will not be attacked and our plan will result in failure. On the other hand, if you declare that military action will be easy, we will won them over. If war is imminent, and the sovereigns of Qi and Wei realize that they are in danger, how dare they rest their officers and men and refuse to reinforce us?" Tian Pan said, "Good." Then he persuaded these two sovereigns to take Gongsun Yan's advice. As a result, Gongsun Yan and Tian Pan won over the troops of Qi



### 【原文】

齐、魏之兵，兵未出境，梁君、田侯恐其至而战败也，悉起兵从之，大败赵氏。

### 【今译】

王恐怕他们到达后会吃败仗，便派出全部军队跟随他们，重重击败了赵国军队。

## 犀首见梁君

### 【原文】

犀首见梁君曰：“臣尽力竭知，欲以为主广土取尊名，田需从中败（君）[臣]，王又听之，是臣终无成功也。需亡，臣请侍；需侍，臣请亡。”王曰：“需，寡人之股掌之臣也。为子之不便也，杀之亡之，[外之]毋谓天下何，内之无若群臣何也。今吾为子外之，令毋敢入子之事。入子之事者，吾为子杀之亡之，胡如？”犀首许诺。于是东见田婴，与之约结，召文子而相之魏，身相于韩。

### 【今译】

公孙衍谒见魏国君主，说：“我竭尽自己所能，想为大王扩展土地、博取尊名。田需从中败坏我，大王又听信他的话，这样一来，我终究不会成功的。田需走了，我请求侍奉大王；田需侍奉大王，我请求离开。”魏王说：“田需是我重要的大臣。因为对你不便的缘故，就杀了他或者驱逐他，我怎么跟天下人交代？在国内也没法跟群臣交代啊。现在我为你的缘故，命令他不干预你的事。假如他干预你的事，我就为你杀了他或驱逐他，怎么样？”公孙衍同意了。于是向东去跟田婴会面，跟他订立盟约，召回田文，并且让他做魏国的相国，自己做了韩国相国。



and Wei. Before their troops reached the border, the sovereigns of Qi and Wei were afraid that they might be defeated at the front, so they decided to dispatch all the officers and men to join them. Then the troops of Zhao were badly defeated.

### Gongsun Yan Visited Wei's King

Gongsun Yan visited the king of the state of Wei and said, "I have tried my best to work for you to enlarge your territory and help you gain an honourable and high reputation. However, Tian Xu intends to traduce me, and you also trust him. Thus I cannot accomplish any achievements at all. If you dismiss Tian Xu from office, I will stay here to work for you. If Tian Xu is still employed, I will ask for your permission to leave." The king said, "Tian Xu is my important court official. How can I explain to people all over the world or to the court officials of our own state if I sentence him to death or dismiss him from office just because you and he are at odds with each other? Now, I will forbid him to interfere with your undertakings. If he doesn't listen to me, I will sentence him to death or dismiss him for you. What do you think of that?" Gongsun Yan agreed to this. Then he travelled to the east to meet Tian Ying and made an agreement with him. He called back Tian Wen and appointed him to be prime minister of the state of Wei, and he accepted the position of prime minister of the state of Han himself.

## 苏代为田需说魏王

### 【原文】

苏代为田需说魏王曰：“臣请问文之为魏孰与其为齐也？”王曰：“不如其为齐也。”“衍之为魏孰与其为韩也？”王曰：“不如其为韩也。”而苏代曰：“衍将右韩而左魏，文将右齐而左魏。二人者将用王之国举事于世，中道而不可，王且无所闻之矣。王之国虽渗（乐）[烁]而从之可也。王不如舍需于侧，以稽二人者之所为。二人者曰：‘需非吾人也，吾举事而不利于魏，需必挫我于王。’二人者必不敢有外心矣。二人者之所为之利于魏与不利于魏，王厝需于侧以稽之，臣以为身利而便于事。”王曰：“善。”果厝需于侧。

### 【今译】

苏代为田需游说魏王说：“我请问田文对魏国更尽心尽力呢，还是对齐国更尽心尽力？”魏王说：“对魏国不如对齐国尽心尽力。”“公孙衍对魏国更尽心尽力呢，还是对韩国更尽心尽力？”魏王说：“对魏国不如对韩国尽心尽力。”于是苏代说：“公孙衍把韩国看得比魏国重要，田文把齐国看得比魏国重要，这两个人将利用大王的国家在世上行事，会暗中做一些不该做的事情，而且大王没有办法知道。大王的国家将会随之削弱。大王不如把田需安置在身边，来考查这两个人的所作所为。他们两人会说：‘田需不是我们的人，我们做对魏国不利的事，田需一定会在大王面前诋毁我们。’这两个人就一定不敢有外心了。这两个人的所作所为是否对魏国有利，大王把田需安置在身边来观察，我认为对自身有利而且便于行事。”魏王说：“好。”果然把田需安置在身边。



### On Tian Xu's Behalf, Su Dai Had a Talk with Wei's King

On behalf of Tian Xu, Su Dai had a talk with the king of the state of Wei and said, "Do you think Tian Wen does his best to serve our state, or do you think he exerts himself more in serving the state of Qi?" The king said, "He exerts himself more in serving Qi." "Do you think Gongsun Yan does his best to serve our state, or do you think he exerts himself more in serving the state of Han?" The king said, "He exerts himself more in serving Han." Then Su Dai said, "Gongsun Yan pays more attention to the state of Han than to the state of Wei. Tian Wen pays more attention to the state of Qi than to the state of Wei. These two persons are using your state to enhance their own undertakings abroad, including some things they shouldn't do. However, you do not seem to realise this. Therefore, your state will be weakened. It would be better if you employ Tian Xu to observe the conduct of these two persons for you. Then they will say, 'Tian Xu doesn't take our side. If we take actions disadvantageous to the state of Wei, he will vilify us in front of His Majesty.' Then they won't dare to work disloyally for you. Whether or not these two persons act for the good of your state, you can find it out by employing Tian Xu to work for you. I think this is to your advantage and can also facilitate your undertakings." The king said, "Very good." Then he employed Tian Xu as expected.



## 史举非犀首于王

### 【原文】

史举非犀首于王。犀首欲穷之，谓张仪曰：“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。”张仪说，因令史举数见犀首。王闻之而弗任也，史举不辞而去。

### 【今译】

史举在魏王面前说公孙衍的坏话，公孙衍想让史举陷入困境，就对张仪说：“请允许我让魏王把国家让给您，这样魏王就成了尧、舜般的君主了；而您不要接受，也就成了许由一样的贤士了。我趁机再请求魏王分封给您一个拥有一万户人家的城邑。”张仪非常高兴，于是就安排史举多次去见公孙衍。魏王听说这件事后就不任用史举了，史举没有告辞就离开了魏国。

## 楚王攻梁南

### 【原文】

楚王攻梁南，韩氏因围（蕃）[蕃]。成恢为犀首谓韩王曰：“疾攻蕃，楚师必进矣。魏不能支，交臂而听楚，韩氏必危，故王不如释蕃。魏入韩患，必与楚战，战而不胜，大梁不能守，而又况存蕃乎？若战而胜，兵

### 【今译】

楚王进攻魏都大梁以南，韩军趁机围攻蕃。成恢为公孙衍对韩王说：“急于进攻蕃，楚军一定会挺进。魏国支撑不住了，就会拱手屈服于楚国，韩国就必定会有危险，所以大王不如放弃进攻蕃。魏国没有韩国的入侵，就必定会跟楚军决战，如果不能取胜，连都城大梁都保不住，



### Shi Ju Spoke Ill of Gongsun Yan in Front of Wei's King

Shi Ju spoke ill of Gongsun Yan in front of the king of the state of Wei. So Gongsun Yan wanted to get Shi Ju into trouble. Therefore, he 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 very happy, so he sent Shi Ju to visit Gongsun Yan frequently. When the king of Wei heard of this, he wouldn't appoint Shi Ju to any position. As a result, Shi Ju left the state of Wei without saying good-bye to the king.

### Chu's King Attacked the Area South of Liang

The king of the state of Chu dispatched troops to attack the area south of the capital of Liang of the state of Wei. The troops of the state of Han took occasion to invade the region of Qiang. On behalf of Gongsun Yan, Cheng Hui had a talk with the king of Han and said, "If you attack Qiang immediately, the troops of Chu will march further into Wei. If the troops of Wei can not resist, they will surrender to Chu and follow Chu's orders. Thus the state of Han will be under threat. Hence, you'd better give up attacking Qiang. If Wei is free from Han's aggressions, it will confront the troops of

【原文】

望敌，大王之攻蓄易矣。

【今译】

又谈何保全蓄呢？如果取胜了，士兵就会疲惫不堪，大王进攻蓄就容易了。”

## 魏惠王死

【原文】

魏惠王死，葬有日矣。天大雨雪，至于牛目，坏城郭，且为栈道而葬。群臣多谏太子者，曰：“雪甚如此而丧行，民必甚病之，官费又恐不给，请弛期更日。”太子曰：“为人子而以民劳与官费用之故，而不行先王之丧，不义也。子勿复言！”

群臣皆不敢言，而以告犀首。犀首曰：“吾未有以言之也。是其唯惠公乎！请告惠公。”

惠公曰：“诺。”驾而见太子，曰：“葬有日矣？”太子曰：“然。”惠公曰：“昔王季历葬于楚山之尾，爨水啮其墓，见棺之前和。文王曰：‘嘻！先

【今译】

魏惠王死了，安葬的日期迫近了。正遇上下大雪，积雪深得几乎埋住了牛的眼睛。很多臣子劝谏太子说：“雪下得太大了。在这种情况下举办葬礼，百姓必定会感到非常劳苦，国家的费用恐怕也不够。请把日期推迟，改日安葬吧。”太子说：“做子女的，如果因为百姓劳苦和国家费用不足的缘故就不举行先王的葬礼，就是不义的。你们不要再说了。”

臣子们都不敢再劝谏，就把这件事告诉了犀首。犀首说：“我也没有办法去劝说，能做这件事的恐怕只有惠公了吧！请让我告诉惠公。”

惠公说：“好的。”就坐车来见太子，说：“安葬的日期迫近了吧。”太子说：“是的。”惠公说：“从前大王季历葬在楚山脚下，渗漏下来的水浸





Chu. If the troops of Wei lose, they won't be able to defend the capital of Liang, let alone Qiang. If they win, they will be exhausted, then it will be easy for you to seize Qiang."

### King Hui of Wei Died

After the death of King Hui of the state of Wei, the date of the funeral ceremony was drawing near. There happened to be a heavy snowfall and the snow that accumulated on the ground could almost reach the eyes of a cow. Many court officials expostulated with the crown prince and said, "Since it is snowing so heavily now, please rearrange the funeral ceremony for another day. If we keep to the current schedule, the common people will feel extremely tired and we will hardly be able to bear the cost of the funeral." The crown prince said, "For a son, it is not righteous to delay the funeral ceremony of his father because of the fatigue of the common people and the deficiency of the state's assets. Please do not mention it again."

No one among the court officials dared to argue with him again, so they told Xi Shou about it. Xi Shou said, "I could do nothing to stop him either. Possibly Mr Hui is the only person who can stop him. I would tell Mr Hui about it."

Mr Hui said, "All right. I will do it." He then took a carriage to see the crown prince and asked, "Isn't the date of the funeral ceremony drawing near?" The crown prince said, "Yes, it is." Mr Hui said, "Previously, King Ji Li was buried at the foot of Mount Chu. Water cascaded down from the

### 【原文】

君必欲一见群臣百姓也夫，故使霰水见之。’于是出而为之张于朝，百姓皆见之，三日而后更葬。此文王之义也。今葬有日矣，而雪甚，及牛目，难以行，太子为及日之故，得毋嫌于欲亟葬乎？愿太子更日。先王必欲少留而扶社稷，安黔首也，故使雪甚，因弛期而更为日。此文王之义也。若此而弗为，意者羞法文王乎？”太子曰，“甚善！敬弛期，更择日。”

惠子非徒行其说也，又令魏太子未葬其先王，而因又说文王之义。

### 【今译】

塌了他的坟墓，露出了棺木前面的部分。文王说：“嗨！先王一定是想看一看群臣和百姓吧！所以才让漏下来的水把棺木显露出来。”于是就把棺材挖出来，在它周围设置帷幕，举行朝会，百姓都来谒见，三天后另行安葬。这是文王的大义。现在安葬的日期已经迫近了，但雪下得太大，几乎埋住了牛眼睛，路上很难走，如果太子执意赶在预定的日期安葬，恐怕会有急于安葬之嫌吧？希望太子改个日子。先王一定是想稍事停留来安抚国家和百姓，所以才让雪下得这样大。据此推迟安葬的日期，另选择一个日子，这样做正合乎文王的大义。在这种情况下还不改日安葬，想来是耻于效法文王了？”太子说：“说得太好了。我谨奉命缓期，另选日子来安葬。”

惠子不仅使自己的主张得以实行，又使魏太子由不急于安葬先王





mountain flooded the tomb and as a result, the front part of the coffin was uncovered. King Wen said, 'Look! Our former king must have wished to take a look at his court officials and people again, so he let the water uncover the front part of his coffin.' He then had the coffin dug out, put veils all around it and held court on the spot, so that all the common people could come to say good-bye to the deceased king. Then he was buried again three days later. That was the righteousness of King Wen. Now the date of the funeral ceremony is drawing near. However, it is snowing so heavily that the snow accumulated on the ground has almost reached the eyes of a cow. It is very difficult to walk on the road. If you insist on holding the funeral ceremony according to the current schedule, I am afraid that our people might think that you are doing it hurriedly on purpose. Please rearrange it for another day. Our deceased king must want to stay for a while to satisfy his state and people, so he has made it snow very heavily. Therefore, please rearrange it for another day. That is also in accordance with the righteousness of King Wen. If you insist on holding it according to the schedule, I am afraid that you might be too ashamed to follow in the footsteps of King Wen?" The crown prince said, "How wise your opinion is! I will take your advice to rearrange the funeral ceremony for another day."

Huizi had not only persuaded the crown prince to take his advice, but also induced him to pay attention to the righteousness of King Wen by not holding the funeral ceremony of the deceased king too hurriedly. Constantly

### 【原文】

说文王之义以示天下，岂小功也哉！

### 【今译】

发展到喜好文王之义。喜好文王之义，并以此晓喻天下人，功劳难道还小吗？

## 五国伐秦

### 【原文】

五国伐秦，无功而还。其后齐欲伐宋，而秦禁之。齐令宋郭之秦，请合而以伐宋，秦王许之。魏王畏齐，秦之合也，欲讲于秦。

谓魏王曰：“秦王谓宋郭曰：‘分宋之城、服宋之强者，(六)[大]国也；乘宋之敝而与王争得者，楚，魏也。请为王毋禁楚之伐魏也，而王独举宋。王之伐宋也，请刚柔而皆用之。如宋者，欺之不为逆者，杀之不

### 【今译】

韩、赵、魏、燕、齐五个国家一起进攻秦国，没有取胜就退兵了。后来齐国想进攻宋国，然而秦国禁止它这么做。齐国派宋郭到秦国，请求跟秦国联合起来进攻宋国，秦王答应了。魏王担心齐国和秦国结为盟国，就想跟秦国讲和。

苏秦对魏王说：“秦王对宋郭说：‘瓜分宋国的城邑、挫败宋国的强大的，是贵国；趁着宋国疲弊而跟大王争夺利益的，是楚国和魏国。为大王着想，请不要禁止楚国进攻魏国，而大王单独攻破宋国。大王进攻宋国，请刚柔并用。像宋国这样的国家，欺负它不算是逆，消灭它不





paying attention to the righteousness of King Wen and clarifying that to people all over the world were a great success.

### Five States Attacked Qin

Five states—the states of Han, Zhao, Wei, Yan and Qi launched a concerted attack against the state of Qin but failed to defeat it. After that, the state of Qi was about to attack the state of Song. However, the state of Qin stopped Qi from doing so. The king of Qi sent Song Guo to the state of Qin to try to ally with Qin to attack Song together, and the king of Qin agreed. The king of the state of Wei was afraid that Qi and Qin might build an alliance with each other, so he was thinking of establishing good relations with the state of Qin as well.

Su Qin had a talk with the king of the state of Wei and said, “The king of Qin told Song Guo, ‘It was the state of Qi that has divided the territory of Song and weakened the power of the state of Song. And the states that took advantage of the exhaustion of the state of Song to vie with His Majesty for the potential profit provided by the state of Song are the state of Chu and the state of Wei. For the sake of His Majesty, please do not stop the state of Chu from attacking the state of Wei. You can attack the state of Song. As for attacking the state of Song, you can use any possible means. As for the state of Song, it is not against morality to override it, nor will you be at enmity with other states because of



### 【原文】

为仇者也。王无与之讲以取地，既已得地矣，又以力攻之，期于灭宋而已矣。’

“臣闻此言而窃为王悲，秦必且用此于王矣，又必且曰王以求地。既已得地，又且以力攻王。又必谓王，（曰）[因]使王轻齐。齐、魏之交已丑，又且收齐以更索于王。秦尝用此于楚矣，又尝用此于韩矣，愿王之深计之也。秦善魏不可知也已。故为干计，太上伐秦，其次害秦，其次坚约而详讲，与国无相离也。秦、齐合，国不可为也已。王其听臣也，必无与讲。

“秦权重（魏），魏（再）[冉]明孰，是故又为足下伤秦者，不敢显也。天下可令伐秦，则阴功而弗敢图也。见天下之伤秦也，则先鬻与国而以

### 【今译】

算跟它结怨。大王不如跟它讲和以获得一些土地，得到土地以后，又在力进攻它，一定要消灭宋国。’

“咸听说了这话，就私下里为大王担忧。秦国一定会用这种方式对付大王了，又一定会跟大王讲和来索要土地。得到土地以后，又将会大肆进攻大王。又一定会跟大王讲和，趁机让大王轻视齐国。齐国和魏国的关系恶化以后，又将拉拢齐国来向大王索要更多的土地。秦国曾经用这种办法对付楚国，也曾经用这种办法对付韩国，希望大王深刻地思考一下这件事。秦国是否真心跟魏国交好是不可知的。所以为大王考虑，最好的办法是进攻秦国，其次是跟秦国绝交，再次是坚决联合盟国而假装跟秦国讲和，不要疏远盟国。秦国和齐国联合起来的话，您的国家就不能保全了。大王一定要听我的，千万不要跟秦国讲和。

“秦国的权势比魏国强大，魏冉熟悉诸侯之间的关系，因此能为您损害秦国的人不敢公开表现出来。如果天下各国进攻秦国，就只能暗



attacking it. It would be better if you make peace with Song first and so make it cede some land to you. After gaining the land, you can take determined military action against it again, and do not stop until you destroy it. ’

“After hearing these words, I worried about you. The state of Qin will use the same strategy on your state as well. It will make peace with you and thus gain some land from you. After seizing the land, it will fight fierce battles against you again. Then they will reach a ceasefire with you, and by so doing, urge you to ignore the state of Qi. After the relationship between your state and the state of Wei deteriorates, they will win over the state of Qi again and coerce you into ceding more land. The state of Qin used this strategy on the state of Chu before, and it also used it on the state of Han. I hope that you can think about it deeply. It is impossible to know whether the state of Qin is really close to the state of Wei. Hence, for your sake, the best policy is to attack the state of Qin. The second best is to cut all ties with it. The third is to build up a firm alliance with other states and the same time pretend to make peace with Qin. If Qin and Qi build an alliance with each other, you will not be able to maintain your state. Please take my advice and do not make peace with Qin at any cost.

“The state of Qin is more powerful and influential than the state of Wei, and Wei Ran is familiar with the situation of other states. Hence, those able to damage the state of Qin for you don’t dare act openly. If other states of the world build an alliance to attack the state of Qin, they will act

2013/10	Alisher Navoiy
661	nomidagi
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### 【原文】

自解也。天下可令寘秦，则为劫于与国而不得已者。天下不可，则先去而以秦为上交以自重也。如是人者，霸王以为资者也，而焉能免国于患？免国于患者，必穷三节而行其上。上不可则行其中，中不可则行其下，下不可则明不与秦而生以残秦，使秦皆无百利，唯己之曾安。令足下寘之以合于秦，是免国于患者之计也。臣何足以当之？虽然，愿足下之论臣之计也。

“燕，齐仇国也，秦兄弟之交也。合仇国以伐婚姻，臣为之苦矣。黄帝战于涿鹿之野，而西戎之兵不至；禹攻三苗，而东夷之民不起，以燕

### 【今译】

地里策划而不能公然图谋。发现天下各国受到秦国的伤害，就先出卖盟国来把自己解脱出来。天下各国可以对抗秦国，就声称是受到盟国胁迫，不得已而这么做的。天下各国不能对抗秦国，就先离开它们而且把秦国作为关系最好的国家来抬高自己的地位。这样的人是出卖大王为自己谋取利益的，怎能为国家排解忧患？能让国家免于忧患的，一定要将以上三种做法坚持到底。首先要采取最上等的做法，最上等的不行就采取中等的，中等的不行就采取下等的。下等的也不行，就明确表示不跟秦国联合而誓死残害秦国，使秦国无所怨也无所利，唯有消灭它才能获得安宁。让您出卖自己的盟国来跟秦国讲和，这是免除国家灾难的计策。我怎么会出这种主意呢？尽管如此，希望您考虑一下我的计策。

“燕国是齐国的敌国，而跟秦国有兄弟之交。让这两个敌国联合起来进攻燕国的亲家，我认为这是很困难的。黄帝在涿鹿的原野大战蚩尤的时候，西方少数民族的军队没有赶来支援；禹进攻三苗的时候，





secretly and not dare scheme against Qin openly. If they realize that other states of the world are posing a threat to the state of Qin, they will betray their allies and thus extricate themselves from the entanglement. If other states of the world cut ties with the state of Qin, they will declare that they are coerced into doing so by their allies. If other states are not able to confront the state of Qin, they will alienate their allies, and at the same time hobnob with Qin to win it over. Such people will betray you to benefit themselves. How can they remove the trouble threatening your state then? In order to remove the trouble threatening your state, you should adhere to those three strategies I mentioned and make sure to choose the best one. If the best one is not available, use the second best. If the second best is impossible, take the third. If the third is still not attainable, devote your life to fighting the state of Qin. Make sure that you not yield to Qin at any cost but focus on destroying it. To suggest you to betray your allies to establish ties with the state of Qin is a way of removing your state from trouble, but how can a person like me offer you such a suggestion? Even so, I hope that you can take my advice into consideration.

“The state of Yan and the state of Qi are enemy states. On the other hand, the state of Yan and the state of Qin are brother states. I think it is very difficult for the state of Yan and the state of Qi to unite with each other to attack Qin. When the Yellow Emperor was fighting Chi You in Zhuolu, the military forces of the minority peoples of the western areas did not come as reinforcements. When Yu was fighting

### 【原文】

伐秦，黄帝之所难也，而臣以致燕甲而起齐兵矣。

“臣又偏事三晋之吏，率阳君、孟尝君、韩氓、周取、（周、）韩余为，徒从而下之，恐其伐秦之疑也。又身自丑于秦，（扮）[初]之请焚天下之秦符者，臣也；次传焚符之约者，臣也；欲使五国约闭秦关者，臣也。率阳君、韩余为既和矣，苏修、宋婴既皆阴在邯郸，臣又说齐王而往败之。天下共讲，因使苏修游天下之语，而以齐为上交，兵请伐魏。臣又争之以死，而果西因苏修重报。臣非不知秦劝之重也，然而所以为之者，为足下也。”

### 【今译】

东方少数民族也没有起兵响应。往燕国进攻秦国，是黄帝也难以做到的，然而我能让燕国派兵到这里而且让齐国起兵。

“我曾经侍奉过韩、赵、魏三国所有的高官，率阳君、孟尝君、韩氓、周取、韩余为等，我都侍奉过，担心他们会拿不定主意进攻秦国。我自己又曾经得罪过秦国，当初倡导焚烧天下秦国的符节的，是我；传达焚烧符节的约定的，是我；想让五个国家关闭边境，不跟秦国通使的，是我。率阳君和韩余为响应我以后，苏修和宋婴暗地里到了邯郸，我又劝说齐王做坏了宋部联合秦国的盟约。天下各国都讲和了，于是派苏修游遍天下宣扬合纵，并且把齐国作为关系最好的盟国，请求它出兵进攻魏国，我又拼命制止此事，而他们果然让苏修从西边过来传达不进攻魏国的消息。我并非不知道秦国势力的强大，然而我之所以这么做，是为了您啊。”



the Sanmiao people, the minority peoples of the eastern areas did not come either. Even the Yellow Emperor could not make the state of Yan assault the state of Qin. But I can make both the state of Yan and the state of Qi attack the state of Qin.

“I used to work for all the high-ranking court officials of the three states—Han, Zhao and Wei, such as Lord Fengyang, Lord Mengchang, Han Wen, Zhou Ju and Han Yuwei etc. I feared that they might not be able to make up their minds to assault the state of Qin. I once offended the state of Qin. It was I that asked all the states in the world to burn Qin’s tallies. It was I that extended the agreement to burn the tallies. Again it was I that asked those five states to close their borders with the state of Qin and refuse Qin’s emissaries to step onto their territory. After Lord Fengyang and Han Yuwei reacted to me in this regard, Su Xiu and Zhu Ying went to Handan secretly. I also convinced the king of the state of Qi to destroy Song Gong’s endeavours to ally with the state of Qin. All the states of the world were united, and therefore, Su Xiu travelled around the world to spread Hezong. These states all regard it as their best ally, and beg it to dispatch troops to attack the state of Wei. Again I risked my life stopping that. And finally Su Xiu came back from the west with the news that Qi gave up its plan to attack Wei as expected. It was not that I did not know that the state of Qin is powerful and influential. However, I still did it, and did it for you.”

## 魏(文子)田需周宵相善

### 【原文】

魏(文子)田需，属宵相善，欲罪犀首。犀首患之，谓魏王曰：“今所患者，齐也。婴子言行于齐王，王欲得齐，则胡不召文子而相之？彼必务以齐事王。”王曰：“善。”因召文子而相之。犀首以僭田需，周宵。

### 【今译】

魏国的田需和周宵互相之间关系友好，想加害于公孙衍。公孙衍害怕了，对魏王说：“如今我们所担心的是齐国。齐王对于田嬰言听计从，大王如果想争取齐国，那为何不把田文召来任命他为相国呢？他一

定会让齐国侍奉大王。”魏王说：“好。”于是召见田文并任命他为相国。公孙打使田文背板了田需和周霄。

## 魏王令惠施之楚

### 【原文】

魏王令惠施之楚，令犀首之齐。钩二子者乘数，（钩）将渊交也。楚王闻之，施因令人先之楚，言曰：“魏令犀首之齐，惠施之楚，钩二子者，

### 【今译】

魏王命令惠施出使楚国，命令公孙打出使齐国，给两人安排了数目相等的车子，目的是试探两国跟魏国交情的深浅。于是惠施派一个人先到楚国报信说：“魏王派公孙打到齐国，派惠施到楚国，给两人安排了



### **Wenzi of Wei, Tian Xu and Zhou Xiao Were Good Friends**

Tian Wen (also known as Lord Mengchang), Tian Xu and Zhou Xiao were good friends, and they wanted to get Gongsun Yan into trouble. Gongsun Yan was scared, so he told the king of the state of Wei, "Now the only state that poses a threat to our state is Qi. The king of Qi always takes Tian Ying's advice. If you want to win over Qi, why not invite Tian Wen (Tian Wen is the son of Tian Ying) here and appoint him to be prime minister of our state? He will definitely be committed to leading the state of Qi to serve you." The king said, "Fine." Then he invited Tian Wen and appointed him to be prime minister of his state. Thus Gongsun Yan won over Tian Wen and made him turn against Tian Xu and Zhou Xiao.

### **The King of Wei Sent Hui Shi to Chu**

The king of the state of Wei was going to send Hui Shi to the state of Chu and Gongsun Yan to the state of Qi. In order to test which state was closer to Wei, the king deliberately had the same number of carriages prepared for the two of them. Then Hui Shi sent someone to Chu first and the man announced, "The king of the state of Wei is going to send Gongsun Yan and Hui Shi on diplomatic missions to Qi and Chu respectively. In order to test which state is closer to Wei, the king had the same number of carriages prepared for



**【原文】**

将随交也。”楚王闻之，因郊迎惠施。

**【今译】**

数目相同的车子，将以此试探两国跟魏国的交情。”楚王听说这个情况后，就赶到郊外迎接惠施。

## 魏惠王起境内众

**【原文】**

魏惠王起境内众，将太子申而攻齐。客谓公子理之（传）[傅]曰：“何不令公子泣王太后，止太子之行？事成则树德，不成则为王矣。太子年少，不习于兵。田（盼）[盼]，宿将也，而孙子善用兵，战必不胜，不胜必禽。公子争之于王，王听公子，公子（不）[必]封；不听公子，太子必败。败，公子必立；立，必为王也。”

**【今译】**

魏惠王发动起国内民众，任用太子申为将军进攻齐国。有个客人对公子理的老师说：“为什么不令公子到王太后那里哭泣，阻止太子行军打仗？事情成了就能让太子感恩戴德，不成就能当上国君了。太子年纪轻轻，不擅长用兵。田盼是名老将，而且孙子善于用兵。如果交战，一定不能取胜。不能取胜，就一定会被擒获。公子到大王那里去劝止，大王听公子的，公子一定会受封；不听公子的，太子一定会战败。战败了，公子一定会被立为太子。立为太子，就必定能当上君主了。”

## 齐魏战于马陵

**【原文】**

齐、魏战于马陵，齐大胜魏，杀太子申，覆十万之军。魏王召惠施而

**【今译】**

齐国和魏国的军队在马陵交战，齐军严重地挫败了魏国，杀死了太子申，覆没了十万大军。魏王召见惠施，告诉他说：“齐国是我的仇敌，



the two of them." After the king of Chu heard this, he went to the suburbs to welcome Hui Shi in person.

### **King Hui Mobilized the Masses of His State**

King Hui of the state of Wei mobilized the masses of his state and appointed Crown Prince Shen to be Commander-in-Chief to attack the state of Qi. A guest had a talk with the Grand Tutor of Childe Li and said, "Why not ask the childe to cry before the queen mother to stop the crown prince from joining the attacking army? If his advice is taken, the crown prince will be grateful to him. If not, he will be enthroned to be the next king. The crown prince is too young to be familiar with tactics. Tian Pan is a very experienced general, and Sunzi is good at tactics. Certainly we will lose the war. In this case, the crown prince will be captured. If the childe remonstrates with the king and his advice is taken, he will be rewarded. If his advice is not taken, the crown prince will definitely lose the war, and therefore, the childe will be appointed to be crown prince himself. As a result, he will definitely be enthroned."

### **Qi and Wei Engaged in Battle in Maling**

The troops of the state of Qi and those of the state of Wei engaged in battle in Maling. The troops of Qi badly defeated those of Wei, killed Wei's crown prince—Shen, and annihilated a hundred thousand soldiers. The king of Wei



【原文】

告之曰：“夫齐，寡人之仇也，怨之至死不忘。国虽小，吾常欲悉起兵而攻之，何如？”对曰：“不可。臣闻之，王者得度，而霸者知计。今王所以告臣者，谨于度而远于计。王固先属怨于赵，而后与齐战。今战不胜，国无守战之备，王又欲悉起而攻齐，此非臣之所谓也。王若欲报齐乎，则不如因变服折节而朝齐，楚王必怒矣。王游人而合其斗，则楚必伐齐。以休楚而伐罢齐，则必为楚禽矣。是王以楚盟齐也。”魏王曰：“善。”乃使人报于齐，愿臣备而朝。

田婴许诺，张丑曰：“不可。战不胜魏而得朝礼，与魏和而下盟，此

【今译】

对它的怨恨到死也不会忘。我的国家虽然小，但我经常想出动全部兵

力进攻它，怎么样？”苏妲回答说：“不可以。我所说，能够称王的人掌握适宜的法则，而能够称霸的人知道如何使用妙计。刚才大王跟我说的话跟法则和妙计相差得太远了。大王本来先前就跟赵国结怨了，而后来又跟齐国交战。如今没有取胜，国内没有攻守的戒备，大王又想动用全部兵力进攻齐国，这不是我所谓的法则和妙计。大王如果想报复齐国，不如改换盟情，屈尊去朝拜齐王，大王一定会厚赐火。大王让人去那里游说，让齐、楚交战，那楚国一定会进攻齐国。用修养好的楚军进攻疲惫的齐军，那齐军一定会被楚军俘虏了。这样一来，大王就可以利用楚国除掉齐国啊。”魏王说：“好。”于是派人兼报齐国，愿意向齐王称臣并且前去朝拜。

田嬰同意了。张丑说：“不行，如果没有战胜魏国而得到它的朝



called in Hui Shi and told him, "The state of Qi is my enemy, and I won't forgive it till the end of my life. Although my state is small, I often think of dispatching all my troops to attack Qi. What do you think about that?" Hui Shi replied, "You should not do that. I heard that a person able to unify the world and become King himself knows how to stipulate the correct law to govern his people. And a person able to establish one of the most powerful states and become Lord-protector himself knows how to use correct tactics. What you said is far from these two ideas. You have been at enmity with the state of Zhao. Then you fought a war against the state of Qi. You lost the war due to lack of armaments both for attacking and for defending. However, you are going to send all your troops to attack Qi again. I think it is unwise to do so. If you really want to take revenge on the state of Qi, it would be better if you change your robe and condescend to go to Qi's court yourself to pay homage to its king. Thus the king of Chu will be vexed. Then you can send persuasive speakers to Chu to direct it to attack Qi, and Chu will definitely dispatch troops to attack Qi. By attacking the exhausted troops of the state of Qi with the well rested troops of the state of Chu, the former will certainly be defeated. Thus you can use Chu to destroy Qi." The king of Wei said, "Excellent." Then he sent a messenger to inform Qi that he would nominate himself as a court official of Qi and go to Qi to pay homage to Qi's king in person.

Tian Ying agreed. But Zhang Chou said, "No, we should not allow him to do so. We should defeat Wei and



### 【原文】

可以大胜也。今战胜魏，覆十万之军而禽太子申，臣万乘之魏而举秦、楚，此其暴于戾定矣。且楚王之为人也，好用兵而甚务名，终为齐患者，必楚也。”田婴不听，遂内魏王，而与之并朝齐侯再三。

赵氏且之。楚王怒，自将而伐齐。赵应之，大败齐于徐州。

### 【今译】

拜，跟魏国联合起来进攻楚国，就可以取得巨大胜利。如今战胜了魏国，覆没了十万大军，而且活捉太子申，让拥有一万辆战车的魏国称臣而鄙视秦国和楚国，这必将引起秦国和楚国的嫉妒和仇视。而且楚王的为人，喜欢用兵而且非常注重追求名声，最终为齐国带来灾难的一定是楚国。“田婴没有听从，于是让魏王入境，而且多次跟他一起朝拜齐王。

赵国以此为耻。楚王被激怒，亲自率军进攻齐国，赵国起兵响应，在徐州重重挫败齐国军队。

## 惠施为韩魏交

### 【原文】

惠施为韩、魏交，令太子哂为质于齐。王欲见之，朱仓谓王曰：“何不称病？臣请说太子曰：‘魏王之年长矣，今有疾，公不如归太子以盟’”

### 【今译】

惠施撮合韩国和魏国跟齐国结盟，让魏国的太子哂到齐国做人质。魏王想见太子，朱仓对魏王说：“为什么不声称自己生病？让我去对田婴说：‘魏王年纪很大了，现在生病，您不如让太子回国，对他施加恩惠。不然的话，公子高在楚国，楚国将让他回国并立他为王。这样一来，齐国



have Wei's king come to our court to pay homage, then we could unite with it to attack Chu. We could certainly defeat Chu if this was the case. However, we have defeated Wei, annihilated a hundred thousand soldiers and captured Crown Prince Shen. Now we are going to regard the sovereign of Wei, a state with ten thousand chariots, as one of our court officials and therefore pay no attention to the states of Qin and Chu. The sovereigns of these two states will be angry. The king of Chu is very likely to take military action and focus on gaining a high reputation. The state of Chu will prove to be a big trouble for our state." Tian Ying didn't listen to him. He let the king of Wei enter Qi and also went to pay respect to the king of Qi with him for several times.

The state of Zhao considered this a disgrace. The king of Chu was irate, so he led his troops in person to attack Qi. The troops of Zhao joined him and they badly defeated the troops of Qi in Xuzhou.

### **Hui Shi Allied with Han and Wei**

Hui Shi tried to ally the state of Han and the state of Wei with the state of Qi. He sent Ming, the crown prince of Wei, to Qi as a hostage. The king of Wei missed the crown prince, so Zhu Cang suggested to the king, "Why not pretend to be ill? I will advise Tian Ying as follows: 'Look, the king of Wei is very old, and now he is sick. It would be better if you let the crown prince return to Wei. Thus you will do them a big favour. Otherwise, Childe Gao is now in the state of



### 【原文】

之。不然，公子高在楚，楚将内而立之，是齐抱空质而行不义也。”

### 【今译】

就是抱着一个没有任何作用的人质而且做了不义之事啊。”

## 田需贵于魏王

### 【原文】

田需贵于魏王，惠子曰：“子必善左右。今夫杨，横树之则生，倒树之则生，折而树之又生。然使十人树杨，一人拔之，则无生杨矣。故以十人之众，树易生之物，然而不胜一人者，何也？树之难而去之易也。今子虽自树于王，而欲去子者众，则子必危矣！”

### 【今译】

田需深受魏王宠爱，惠施对他说：“你一定要善待大王身边的人。就说种植杨树吧，横着栽它能活，倒着栽它能活，折下一个树枝栽上也活。然而假如让十个人种杨树，一个人拔树，就没有一棵杨树能生长下来。因此让十个人栽培易于生长的东西，却抵不过一个人来毁坏它们，为什么呢？因为种树艰难而拔树很容易。如今您虽然得到大王的宠信，然而想除掉您的人却很多，那样您就会很危险了。”

## 田需死

### 【原文】

田需死，昭鱼谓苏代曰：“田需死，吾恐张仪、薛公、犀首之有一人相魏者。”代曰：“然则相者以谁而君使之也？”昭鱼曰：“吾欲太子之自相

### 【今译】

田需死了，昭鱼对苏代说：“田需死了，我担心张仪、薛公、公孙衍当中会有一个人做魏国的相国。”苏代说：“那么谁做相国对您有利呢？”昭



Chu, and Chu will call him back and enthrone him. If this is the case, you will keep a useless hostage and commit unrighteous conduct. ”

### **Tian Xu Was Appreciated by the King of Wei Very Much**

Tian Xu was appreciated very much by the king of the state of Wei. Hui Shi told Tian, “Please make sure that you treat the people close to the king very well. Regarding the planting of aspen, if it is planted sidelong, it can grow. If it is planted upside down, it can grow. If one breaks a branch and plants it, it can also grow. Suppose there were ten people planting aspens, but one person was there uprooting the seedlings, none of the aspens would survive. Hence, if there were as many as ten people planting some seedlings which can easily survive, they couldn’t outdo one person engaging in uprooting them. Why? Because it is easy to uproot the seedlings but difficult to plant them. Now although you are trusted and cherished very much by His Majesty, there are many people intending to get rid of you. Thus you will definitely find yourself in danger. ”

### **Tian Xu Died**

After Tian Xu died, Zhao Yu told Su Dai, “Tian Xu has died. I am afraid that either Zhang Yi, the lord of Xue or Gongsun Yan will be appointed to be the new prime minister of the state of Wei. ” Su Dai said, “Then whom do you prefer

### 【原文】

也。”代曰：“请为君北见梁王，必相之矣。”昭鱼曰：“奈何？”代曰：“君其为梁王，代请说君。”昭鱼曰：“奈何？”对曰：“代也从楚来，昭鱼甚忧。代曰：‘君何忧？’曰：‘田需死，吾恐张仪、薛公，犀首有一人相魏者。’代曰：‘勿忧也。梁王长主也，必不相张仪。张仪相魏，必右秦而左魏，薛公相魏，必右齐而左魏，犀首相魏，必右韩而左魏。梁王，长主也，必不使相也。’代曰：‘莫如太子之自相。是三人皆以太子为非固相也，皆将务以其国事魏，而欲丞相之玺。以魏之强，而持三万乘之国辅之，魏必安矣。’”

### 【今译】

鱼说：“我想让太子自己做相国。”苏代说：“请让我为您北上谒见魏王，一定让太子做相国。”昭鱼说：“怎么办？”苏代说：“您扮演魏王，让我来劝说您。”昭鱼说：“怎么？”苏代回答说：“我从楚国来，昭鱼非常忧虑，我问他：‘您有什么忧心的事？’他说：‘田需死了，我担心张仪、薛公、公孙衍中会有一个人做魏国的相国。’我说：‘不必忧虑。魏王是贤明的君主，一定不会任用张仪为相国。如果张仪做魏国相国，必定会把秦国看得比魏国重要；薛公做魏国的相国，必定会把齐国看得比魏国重要；公孙衍做魏国的相国，必定会把韩国看得比魏国重要。魏王是个贤明的君主，一定不会任用他们做相国的。’我说：‘没有什么能比得上太子自己做相国。这三人都认为太子不会一直担任相国，都将致力于用自己的国家来侍奉魏国，而想得到丞相的印玺。凭着魏国的强大，又有三个拥有一万辆战车的国家辅佐它，魏国一定会安定了。所以说不如太子







to be the new prime minister?" Zhao Yu said, "I hope that the crown prince can take this post himself." Su Dai said, "Please let me go to the north to see the king of the state of Wei, and I assure you that he will appoint the crown prince to be the new prime minister." Zhao Yu asked, "How can you do that?" Su Dai said, "Suppose you were the king of Wei, and let me consult with you." Zhao Yu asked, "How will you persuade me?" Su Dai replied, "I just came from the state of Chu and something worried Zhao Yu very much. I asked him, 'What worries you?' He said, 'Tian Xu has died. I am afraid that either Zhang Yi, the lord of Xue or Gongsun Yan will be appointed to be the new prime minister of the state of Wei.' I said, 'Don't worry. The king of Wei is a sensible sovereign. He certainly won't appoint Zhang Yi to be the new prime minister. If Zhang Yi is appointed to be the new prime minister, he will definitely put the state of Qin ahead of the state of Wei. If the lord of Xue is appointed to this post, he will definitely put the state of Qi ahead of the state of Wei. If Gongsun Yan is appointed, he will definitely put the state of Han ahead of the state of Wei. The king of Wei is a sensible sovereign. Certainly he won't appoint any of these people to be the new prime minister.' I continued, 'Nothing could be better than the crown prince taking this post himself. Now these three persons will all think that the crown prince won't hold this position for good. So, in order to obtain this position, they will concentrate on leading their states to serve Wei. As powerful and strong as the state of Wei is, it will now be supported by three big states with ten thousand



**【原文】**  
故曰，不如太子之自相也。”遂北见梁王，以此语告之，太子果自相。

**【今译】**  
自己做相国。”于是北上谒见魏王，把这活告诉了他，太子果然亲自做了相国。

## 秦召魏相信安君

**【原文】**  
秦召魏相信安君，信安君不欲往。苏代为说秦王曰：“臣闻之，忠不必当，当不必[不必]忠。今臣愿大王陈臣之愚意，恐其不忠于下吏，自使有要领之罪，愿大王察之。今大王令人执事于魏，以完其交，臣恐魏交之益疑也。将以置赵也，臣又恐赵之益劲也。夫魏王之爱习魏信也甚矣，其智能而任用之也厚矣，其畏恶严尊秦也明矣。今王之使人人魏而不用，则王之使人人魏无益也。若用，魏必舍所爱习而用所畏恶，

### 【今译】

秦国召见魏国相国信安君，信安君不想去。苏代为他劝说秦王说：“我听说，忠心的人一定不会结党，结党的人一定不会忠心。今天我愿意谒见大王，陈述我愚蠢的见解，唯恐自己不忠于大王，使自己犯下被腰斩或砍头的罪行，希望大王明察。如今大王派人到魏国执掌政事，来巩固跟魏国的交情，我担心跟魏国的交情会更加疑虑。想要阻塞赵国，我又担心赵国会更加强劲。魏王十分宠爱信任信安君，他认为信安君机智能干，才任用他担当重要的职位，他畏惧尊敬秦国也是很明显的。如今大王安排人到魏国去的人如果不被任用，那大王派人到魏国就没有任何用处，如果被任用了，魏王必定要舍弃自己喜爱的人而任用自



chariots each. Wei's security will surely be guaranteed. That's why I said nothing could be better than the crown prince taking this position himself." So Su Dai went to the north to meet the king of Wei and told him about the situation. So the crown prince took the post himself as expected.

### **Qin Called in Lord Xin'an, the Prime Minister of Wei**

The state of Qin wanted to invite Lord Xin'an, the prime minister of the state of Wei, but Lord Xin'an didn't want to go. On the lord's behalf, Su Dai went to consult with the king of Qin and said, "I heard that loyal people don't build cliques, and that people who build up cliques must be disloyal. Now I want you to give me a chance to tell you my thoughts. Anyway, I don't want to be sentenced to death because of disloyalty, so please consider it carefully. You are going to send someone to the state of Wei to administer government affairs and thus consolidate ties with it. But I am afraid that your relations with Wei will deteriorate further. By doing so, you want to put the state of Zhao under threat. But I am afraid that Zhao will become more powerful instead. The king of Wei cherishes Lord Xin'an very much. He considers him both intelligent and capable and therefore has appointed him to a very important position. Obviously he fears the powerful Qin. Now if Wei refuses to appoint any important position to a person you recommend, it is of no use your sending anybody there. If Wei agrees to employ him,

### 【原文】

此魏王之所以不安也。夫舍万乘之事而退，此魏信之所难行也。夫今人之君处所不安，令人之相行所不能，以此为亲则难久矣。臣故恐魏交之益疑也。且魏信舍事，则赵之谋者必曰：‘（舍）[合]于秦，秦必令其所爱信者用赵。是赵存而我亡也，赵安而我危也。’则上有野战之气，下有坚守之心，臣故恐赵之益幼也。

“大王欲完魏之交而使赵小心乎？不如用魏信而尊之以名。魏信事王，国安而名尊；离王，国危而权轻。然则魏信之事（主）[王]也，上所以为其主者思矣，下所以自为者厚矣，彼其事王必完矣。赵之用事者必曰：‘魏氏之名称不高于我，土地之实不厚于我，魏信以韩，魏事秦，秦

### 【今译】

已畏惧讨厌的人，这就会让魏王感到不安。舍弃一个拥有一万辆战车的国家的政事而退位，这是信安君难以做到的。让别国君主处在不安之中，让别国相国做不愿做的事情，用这种方式来结交，就难以长久了。所以我担心跟魏国的交情会让魏国更加产生疑虑。再说魏国信安君舍弃了政事，那赵国的谋士必定会说：‘如果跟秦国交好，秦王就一定会安排自己的亲信到赵国执政。这样一来，赵国保存下来，我们就完了；赵国安全，我们就危险了。’那样，居于上位的人就有野战的志气，居于下位的人就有坚守的决心，所以我担心赵国会更加强劲啊。

“大王想巩固跟魏国的交情并且让赵国小心翼翼吗？不如任用信安君并且给他尊名。信安君侍奉大王，国家安定而且名声尊显；违逆大王，国家危险而且权势减轻。那么信安君侍奉大王，上可以为他的君主尽忠，下可以为自己博得丰厚利益，他一定会尽心侍奉大王。赵国执政的人一定会说：‘信安君的门第出身不比我们高，土地不比我们多，他用



the king of Wei must dismiss a beloved one from office and be forced to use someone he fears and hates. This will make him very nervous. And it is also difficult for Lord Xin'an to quit this powerful position of a state with ten thousand chariots. If you make a sovereign feel uneasy and a prime minister be forced to do unacceptable things, it is very difficult to maintain good relations. That's why I worry that your relations with Wei will deteriorate further. Moreover, if Lord Xin'an is dismissed from office, the advisors of the state of Zhao will certainly say, 'If we establish good relations with Qin, the king of Qin will definitely send his beloved ones here to govern our state. In this case, if the state of Zhao survives, we will come to a sticky end. And if the state of Zhao is safe, we will be in danger.' Therefore, the leaders will decide to fight a bloody war, and the subjects will defend them bitterly. That's why I worry that the state of Zhao will become more powerful.

"Do you really want to consolidate the relations with Wei and put Zhao under threat? Then you'd better let Lord Xin'an maintain his post as well as confer an honourable title on him. Thus, if Lord Xin'an submits to you, his state will be safe and he himself can also be held in high repute. If he turns against you, his state will be in danger and he himself will lose power too. Therefore, by submitting to you, not only can Lord Xin'an serve his own sovereign loyally, but he can also benefit tremendously. So he will do his best to serve you. And court officials administering the state of Zhao will certainly say, 'Look, Lord Xin'an's family background is not

### 【原文】

甚善之，国得安焉，身取尊焉。今我讲难于秦，兵为招质，国处削危之形，非得计也。结怨于外，主屈于中，身处死亡之地，非完事也。彼将伤其前事而悔其过行，冀其利，必多割地以深下王。则是大王垂拱之割地以为利重，尧、舜之所求而不能得也。臣愿大王察之。”

### 【今译】

韩国和魏国来侍奉秦国，秦国对他非常好，国家得到安宁，自身博得尊贵。现在如果我们跟秦国作对，我们的军队就会成为秦军进攻的目标，国家就会处于被削弱的危险形势中，这不是个办法。在国外结怨，在国内发生祸患，自己处于死亡境地，不是件好事。‘他们将力以前所做的事而伤心，为错误的行为而后悔，希望得到好处，一定会多多割让土地来努力侍奉大王。那样大王不费吹灰之力就能割取土地，获得巨大利益，尧、舜也不能得到这样的好事，我希望大王明察此事。’

## 秦楚攻魏围皮氏

### 【原文】

秦、楚攻魏，围皮氏。为魏谓楚王曰：“秦、楚胜魏，魏王之恐也见亡矣，必(舍)[合]于秦，王何不倍秦而与魏王？魏王喜，必内太子。秦恐失楚，必效城地于王。王虽复与之攻魏可也。”楚王曰：“善。”乃倍秦而

### 【今译】

秦国和楚国进攻魏国，包围了皮氏。有人为魏国对楚王说：“秦国和楚国战胜魏国的话，魏王害怕被消灭掉，一定会跟秦国讲和，大王为什么不背叛秦国而跟魏王结交？魏王高兴了，一定会派太子过来。秦国害怕失去楚国，必定会进献城邑给大王。大王即使再跟它一起进攻魏国也是可以的。”楚王说：“好。”于是背叛了秦国而跟魏国交好。魏国



as influential as ours, and his fief is not as large as ours. However, he leads Han and Wei to serve the state of Qin, and Qin cherishes him very much. By doing so, he has not only safeguarded his state, but also gained a high reputation. Now if we confront the state of Qin, our military forces will become Qin's target, and our state will be weakened and under severe threat. This is not a correct policy. Being at enmity with other states and causing damage within our state is not a good thing. They will feel sorry for their previous conduct and also regret their mistakes. In the hope of gaining more benefit, they will definitely cede a lot of land to win you over. Thus without exerting any effort, you can gain territory and benefit yourself. Even Yao and Shun could not achieve this. I hope you will consider it."

### **Qin and Chu Attacked Wei and Besieged Pishi**

The allied forces of the states of Qin and Chu attacked the state of Wei and besieged Pishi. On behalf of Wei, someone had a talk with the king of Chu and said, "If Qin and Chu defeat Wei, the king of Wei will fear that his state might be destroyed. Therefore, he will definitely seek to establish ties with Qin. Why not betray Qin and join the king of Wei? Then the king of Wei will become happy and will send the crown prince here as a hostage. If this is the case, Qin will be afraid that it might lose Chu, so it will certainly cede some cities and towns to you. Then it is also possible for you to unite with it to invade Wei again." The king of Chu said,

### 【原文】

与魏。魏内太子于楚。

秦恐，许楚城地，欲与之复攻魏。穰里疾怒，欲与魏攻楚，恐魏之以太子在楚不肯也，为疾谓楚王曰：“外臣疾使臣谒之，曰：‘敝邑之王欲效城地，而为魏太子之尚在楚也，是以未敢。王出魏质，臣请效之，而复固秦、楚之交，以疾攻魏。’”楚王曰：“诺。”乃出魏太子。秦固合魏以攻楚。

### 【今译】

把太子送到了楚国。

秦国害怕了，许诺送给楚国城邑，想跟它再联合进攻魏国。穰里疾生气了，想跟魏国一起进攻楚国，担心魏国因为太子在楚国的缘故而不肯答应。有人为穰里疾对楚王说，“身在国外的臣子穰里疾依我禀报大王说：‘鄙国的国君想进献城邑。然而魏国的太子还在楚国，因此不敢进献。大王放走魏国的人质，我就进献土地，并且重新巩固秦国和楚国的交情，赶紧进攻魏国。’”楚王说：“好。”就放走了魏国的太子。于是秦国联合魏国攻打楚国。

## 庞葱与太子质于邯郸

### 【原文】

庞葱与太子质于邯郸，谓魏王曰：“今一人言市有虎，王信之乎？”王曰：“否。”“二人言市有虎，王信之乎？”王曰：“寡人疑之矣。”“三人言市

### 【今译】

庞葱要和魏国太子到邯郸做人质，他对魏王说：“现在假如有一个人说市场上有只老虎，大王相信吗？”魏王说，“不信。”“有两个人说市场上有只老虎，大王相信吗？”魏王说，“我怀疑是不是真的。”“三个人说市





“Fine.” Then he betrayed Qin and joined Wei. Wei sent its crown prince to Chu.

Qin was frightened. It promised to cede some territory to Chu and wanted to attack Wei with Chu again. Chu Liji was so angered that he wanted to ally with Wei to attack Chu. However, he feared that Wei might refuse to do so because its crown prince was still in Chu. On Chu Liji’s behalf, someone had a talk with the king of Chu and said, “Chu Liji, your inferior serving in another state, has sent me here urgently to convey this message; ‘The sovereign of our state wants to cede some territory to you, but he dare not do so because the crown prince of Wei is still in Chu. If you send him back, I will give you the territory and re-establish good relations between Qin and Chu, so that we can immediately invade Wei together.’” The king of Chu said, “I agree.” Then he sent Wei’s crown prince back. Qin then allied its forces with those of Wei to attack Chu.

### **Pang Cong and the Crown Prince of Wei Stayed in Handan as Hostages**

Pang Cong and the crown prince of the state of Wei were about to leave for the capital of Handan of the state of Zhao to serve as hostages. Before they left, Pang Cong went to say good-bye to the king and said, “If somebody said there was a tiger in the market, would you believe it?” “No.” “If two people said there was a tiger in the market, would you believe it?” “I would doubt it.” “If three people said there was a tiger

【原文】

有虎，王信之乎？”王曰：“寡人信之矣。”庞葱曰：“大市之无虎明矣，然而三人言而成虎。今邯郸去大梁也远于市，而议臣者过于三人矣，愿王察之矣。”王曰：“寡人自为知。”于是辞行，而谗言先至。后太子娶质，果不得见。

【今译】

场上有只老虎，大王相信吗？”魏王说：“我信了。”庞葱说：“市场上没有老虎是明摆着的，然而三个人说有，您就认为真有老虎了。如今邯郸距离大梁比市场远得多，而非议我的人超过三个，希望大王明察啊。”魏王说：“我自己知道怎么做。”于是庞葱辞行前往赵国，可是关于他的谗言随后就传了回来。后来太子做人质的期限到了，庞葱果然没有得到召见。

## 梁王魏婴觞诸侯于范台

【原文】

梁王魏婴觞诸侯于范台。酒酣，请鲁君举觞。鲁君兴，避席，择言曰：“昔者，帝女令仪狄作酒而美，进之禹，禹饮而甘之，遂疏仪狄，绝旨酒，曰：‘后世必有以酒亡其国者。’齐桓公夜半不寐，易牙乃煎熬燔炙，和调五味而进之。桓公食之而饱，至旦不觉，曰：‘后世必有以味亡其国

【今译】

魏惠王魏婴在范台请其他国家的君主饮酒。酒兴酣畅的时候，魏惠王请鲁国的君主晋共公举杯祝酒。晋共公站起来，离开自己的座位，选择祝酒辞说：“从前，帝女仪狄酿造出美酒，进献给禹，禹喝了它，觉得非常甘美，于是就疏远了仪狄，从此拒绝喝美酒。他说：‘后世一定有因为酒而亡国的。’齐桓公半夜里吃不下东西，易牙就煎熬燔炙，调和五味，制作美食进献给他，桓公吃饱后，睡到天亮也不醒，说：‘后世一定有



in the market, would you believe it?" "I would believe it." Pang Cong said, "Obviously there is no tiger in the market. However, if there were three people saying there was a tiger in the market, you would believe it. Handan is far from here. However, there could be more than three people speaking ill of me here. I hope that you will remember this." The king said, "I understand." After Pang Cong left for Handan, slanders arose against him. After the crown prince's term as a hostage expired, Pang Cong was not recalled.

### **Wei Ying, the King of Wei, Invited Some Sovereigns for a Drink at Fantai**

Wei Ying, also known as King Hui of the state of Wei, once invited some sovereigns to drink some wine at Fantai. When the banquet atmosphere reached its zenith, King Hui asked Duke Gong, the sovereign of the state of Lu, to propose a toast. Duke Gong stood up, left his seat and said deliberately, "Previously, Yi Di, the daughter of God, brewed some luscious wine and presented it to Yu. Yu drank it and thought it was very good. So he estranged Yi Di and refused to drink any luscious wine from then on. He said, 'In later times, there will be some sovereigns leading their states to ruin because of their love for luscious wine.' Duke Huan of the state of Qi didn't want to eat anything at midnight. Yi Ya concocted all kinds of flavours, made some very delicious food and presented it to the duke. Duke Huan enjoyed it and ate till he was full. Then he fell asleep and couldn't get up the



### 【原文】

者。’晋文公得南之威，三日不听朝，遂推南之威而远之，曰：“后世必有以色亡其国者。”楚王登强台而望崩山，左江而右湖，以临彷徨，其乐忘死，遂盟强台而弗登，曰：“后世必有以高台陂池亡其国者。”今主君之尊，仪狄之酒也；主君之味，易牙之调也；左白台而右闾须，南威之美也；前夹林而后兰台，强台之乐也。有一于此，足以亡其国。今主君兼此四者，可无戒与？”梁王称善相属。

### 【今译】

因为美味而亡国的。’晋文公得到南之威以后，三天不上朝处理政事，于是把南之威推到一边并疏远了她，说：“后世一定有因为美色而亡国的。”楚王登上强台眺望巫山，左边有湘江，右边有洞庭湖，居高望远，流连忘返，快乐得忘记了生死。于是在强台上立下永不登临的誓言，说：“后世一定有因为高台水塘而亡国的。”如今大王的尊威犹如仪狄的美酒；大王的美食犹如易牙调制的美味；您左边有白台，右边有闾须，犹如南威的美色；前面有夹林，后面有兰台，犹如强台的快乐。有这些当中的一项，就足以亡国。如今大王您四项都有了，能不警惕吗？”魏惠王称赞他说得好，并告诫在场的人。



next morning. He said, 'In later times, there will be some sovereigns leading their states to ruin because of their love for delicious food.' After Duke Wen of the state of Jin obtained Nan Zhiwei, he didn't hold court to manage government affairs for three days. Then he pushed Nan Zhiwei aside and estranged her. He said, 'In later times, there will be some sovereigns leading their states to ruin because of their love for beautiful women.' Once the king of Chu mounted the Qiangtai Platform to view Mount Wu. He enjoyed the scenery of the Xiangjiang River on the left side and that of the Dongting Lake on the right side. He was so entranced with the beautiful scenery that he even left life or death in oblivion. Then he made a vow on the platform and promised that he would never mount it again. He said, 'In later times, there must be some sovereigns leading their states to ruin because of their love for high platforms and huge ponds.' Now the power of Your Majesty is somewhat the same as the luscious wine made by Yi Di. The case of Your Majesty is somewhat the same as the delicious food made by Yi Ya. You are accompanied by Bai Tai on the left side and Lu Xu on the right. They are somewhat the same as the pretty Nan Zhiwei. You also have Jialin in the front and Lantai at the rear. They are somewhat the same as the Qiangtai Platform. Among these aforementioned four factors, if you possess any one of them, you will lose your state. Now you possess the four of them at the same time. Isn't that dangerous?" King Hui praised his words and warned his court officials to maintain utmost vigilance.

## 卷二十四 魏 三

### 秦赵约而伐魏

#### 【原文】

秦、赵约而伐魏，魏王患之。芒卯曰：“王勿忧也。臣请发张倚使谓赵王曰：‘夫邲，寡人固（刑）[形]弗有也。今大王收秦而攻魏，寡人请以邲事大王。’”

赵王喜，召相国而命之曰：“魏王请以邲事寡人，使寡人绝秦。”相国曰：“收秦攻魏，利不过邲。今不用兵而得邲，请许魏。”张倚因谓赵王曰：“敝邑之吏效城者，已在邲矣。大王且何以报魏？”赵王因令闭关绝秦。秦、赵大恶。

芒卯应赵使曰：“敝邑所以事大王者，为完邲也。今（郊）[效]邲者，

#### 【今译】

秦国和赵国联合起来进攻魏国，魏王担心此事。芒卯说：“大王不用担忧。请让我派张倚对赵王说：‘邲地，我势必不能拥有，现在如果大王不联合秦国来进攻魏国，我请求把邲地献给大王。’”

赵王很高兴，召见相国并命令他说：“魏王请求把邲地献给我，让我跟秦国绝交。”相国说：“跟秦国联合进攻魏国，得到的利益也不过是占领邲。如今无需用兵就能得到邲，请答应魏国。”于是张倚对赵王说：“邲国进献邲城的官吏已经在邲地了。大王将如何报答魏国呢？”于是赵王下令关闭边境，跟秦国断绝关系。秦国和赵国互相之间非常仇视对方。

芒卯回复赵国的使者说：“邲国所用来侍奉大王的，就是保全邲地。如今进献邲地是使者的罪过，我不知道有这么回事。”赵王害怕魏国会



## Book 24

### The Third Volume on Wei

#### Qin United with Zhao to Attack Wei

The state of Qin united with the state of Zhao to attack the state of Wei, and the king of Wei worried about it. Mang Mao said, "Your Majesty, please don't worry. Please let me send Zhang Yi to inform the king of Zhao as follows; 'As for the region of Ye, I cannot maintain it anyway. If Your Majesty don't ally with Qin to attack Wei, please let me present you with the region of Ye.'"

The king of Zhao was very happy, so he called in the prime minister and issued an order to him; "In order to make me cut off our ties with the state of Qin, the king of Wei has offered me the region of Ye." The prime minister said, "If we ally with Qin to attack Wei, we can merely take over Ye. Now we can obtain Ye without taking military action. Please agree with Wei." Then Zhang Yi told the king of Zhao, "The officer in charge of handing over Ye has already been there. What will Your Majesty do for us in return?" As a result, the king of Zhao ordered to close the border and cut off relations with Qin. Therefore, Qin and Zhao became very hostile towards each other.

Mang Mao answered the emissary of Zhao, "The main thing our state will do is to defend the region of Ye at any cost. In regard to ceding Ye to your state, it must have been



### 【原文】

使者之罪也，卯不知也。”赵王恐魏承秦之怒，遂割五城以合于魏而支秦。

### 【今译】

因为秦国的恼怒而趁机跟它联合，立即割让五座城邑跟魏国联合来对抗秦国。

## 芒卯谓秦王

### 【原文】

芒卯谓秦王曰：“王之士未有为之中者也。臣闻明王不胥中而行。王之所欲于魏者，长羊，王屋，洛林之地也。王能使臣为魏之司徒，则臣能使魏献之。”秦王曰：“善。”因任之以为魏之司徒。

谓魏王曰：“王所患者，土地也。秦之所欲于魏者，长羊、王屋、洛林之地也。王献之秦，则上地无忧患。因请以下兵东击齐，壤地必远矣。”魏王曰：“善。”因献之秦。

地入数月，而秦兵不下。魏王谓芒卯曰：“地已入数月，而秦兵不

### 【今译】

芒卯对秦王说：“大王的士人中没有为您做内应的。我听说英明的君主必须依赖内应来行事。大王想从魏国得到的是长羊、王屋、洛林等地区。大王如果能让我做上魏国的司徒，我就能让魏国把这些地区进献给您。”秦王说：“好。”于是任命他为魏国的司徒。

芒卯对魏王说：“大王所担心的是土地。秦国想从魏国得到的是长羊、王屋、洛林等地区。大王把这些地区献给秦国，那上地就没有忧患了。趁机请秦国出兵与我们一起向东进攻齐国，一定能夺得大片的土地。”魏王说：“好。”于是把长羊、王屋、洛林等地区献给秦国。

土地献出几个月了，然而秦国却没有出兵。魏王对芒卯说：“已经





a trick played by our messenger, and I know nothing about that." The king of Zhao feared that Wei might take occasion to unite with Qin since Qin was still furious with Zhao. So he ceded five cities to win over Wei and thus build up an alliance to confront Qin.

### **Mang Mao Had a Talk with Qin's King**

Mang Mao had a talk with the king of the state of Qin and said, "None of Your Majesty's scholars can join other states' governments and work for you as provocateurs. I heard that a wise sovereign will definitely resort to using provocateurs when taking big actions. What Your Majesty want are the areas of Changyang, Wangwu and Luolin. If Your Majesty can let me be Situ (referring to the title of a post in charge of administering civil affairs) of the state of Wei, I can make Wei cede these areas to you." The king of Qin said, "Very good." Then he appointed Mang Mao to be Situ of the state of Wei.

Mang Mao told the king of Wei, "Your Majesty is worrying about the safety of Shangdi. What the state of Qin wants are the areas of Changyang, Wangwu and Luolin. If Your Majesty present these areas to Qin, Shangdi will be free from threat. Then we can take occasion to ask Qin to send troops to the east to attack the state of Qi. Certainly we can enlarge our territory to a great extent." The king of Wei said, "Very good." Then he presented those areas to Qin.

Several months after those areas were ceded to Qin, Qin

### 【原文】

下，何也？”芒卯曰：“臣有死罪。虽然，臣死则契折于秦，王无以责秦。王因赦其罪，臣为王责约于秦。”

乃之秦，谓秦王曰：“魏之所以献长羊、王屋、洛林之地者，有意欲以下大王之兵东击齐也。今地已入而秦兵不可下，臣则死人也。虽然，后山东之士，无以利事王者矣。”秦王懼然曰：“国有事，未澹下兵也，今以兵从。”后十日，秦兵下。芒卯并将秦、魏之兵以东击齐，占地二十二县。

### 【今译】

把土地献给秦国几个月了，然而秦国却没有出兵，这是什么原因？”芒卯说：“我犯下了死罪。虽然如此，我死了，秦国就会解围，大王没有什么凭据指责秦国，我为大王到秦国讨债。”

于是芒卯来到秦国，对秦王说：“魏国之所以献出长羊、王屋、洛林



等地区，是想用大王的兵力向东进攻齐国。如今土地已经献出，但是秦国却没有出兵，那我就犯下死罪了。”秦王害怕地说：“国家有事，没有人会做对大王有利的事了。”秦王害怕地说：“国家有事，没有人会做对大王有利的事了。”十天后，秦国出兵，芒卯同时率领秦国和魏国的军队向东进攻齐国，占领二十二个县。

## 秦败魏于华走芒卯而围大梁

### 【原文】

秦败魏于华，走芒卯而围大梁。须贾为魏谓穰侯曰：“臣闻魏氏大

### 【今译】

秦国军队在华击败了魏军，逼得芒卯出逃，并且包围了大梁。须贾



hadn't sent troops as promised. The king of Wei asked Mang Mao, "Now we have ceded those areas to Qin several months ago, but it still hasn't sent its troops. Why?" Mang Mao said, "I would be sentenced to death because of such an error. Now, if I am sentenced to death, Qin will go back on its word, and you won't have any means to demand the land. If Your Majesty absolve me, I will urge Qin to keep its word."

Then Mang Mao went to the state of Qin, had a talk with the king and said, "The reason that Wei has ceded Changyang, Wangwu and Luolin lies in the fact that it hopes that Your Majesty might agree to dispatch troops to the east to attack the state of Qi. However, those areas have been ceded to you, but the troops of Qin still haven't moved. For this, I should be sentenced to death. Moreover, scholars from the states located east of Mount Xiao will not serve Your Majesty in future." The king of Qin was scared and said, "My state has some problems. That's why I haven't found the time to dispatch my troops. I will send them to follow you immediately." Ten days later, the troops of Qin were sent. Mang Mao commanded the allied forces built by Qin and Wei to march towards the east to attack the state of Qi and occupied twenty-two of its counties.

### **Qin Defeated Wei in Hua and Forced Mang Mao to Flee**

The troops of the state of Qin defeated those of the state of Wei in Hua, forced Mang Mao to flee and besieged the

### 【原文】

臣父兄皆谓魏王曰：“初时惠王伐赵，战胜乎三梁，十万之军拔邯郸，赵氏不割而邯郸复归。齐人攻燕，杀子之，破故国，燕不割，而燕国复归。燕、赵之所以国全兵劲而地不并乎诸侯者，以其能忍难而重出地也。宋、中山数伐数割，而随以亡。臣以为燕、赵可法，而宋、中山可无为也。夫秦贪戾之国而无亲，蚕食魏，尽晋国，战胜（秦）[暴]子，割八县，地未毕入而兵复出矣。夫秦何厌之有哉！今又走芒卯，入北（地）[宅]，此非但攻梁也，且劫王以多割也，王必勿听也！今王偪楚、赵而讲，楚、赵怒

### 【今译】

为魏国时穰侯说：“我听说魏王的大臣和父兄都对魏王说：‘当初惠王进攻赵国，在三梁击败赵军，用十万大军攻克了邯郸，赵国没有割让土地而且收复了邯郸。齐国军队进攻燕国，杀死了子之，攻破了故都蓟，燕国没有割让土地而且燕国故都被收复。燕国和赵国之所以国家保全，兵力强劲而且土地没有被其他国家兼并，是因为它们能忍受艰难而且看重割让土地。宋国和中山国几次被讨伐，几次割让土地，随后就灭亡了。我认为可以效仿燕国和赵国，但是不可以像宋国和中山国那样做事。秦国是个贪婪暴戾的国家，而且地情暴义，它蚕食魏国，吞并晋国领土，战胜暴子，割取八个县，土地还没有接收完毕就又出兵了。秦国哪里会满足呢！如今又逼走芒卯，侵占了北宅，这不仅仅是进攻大梁，而且是逼迫大王割让更多的土地，大王一定不要听从。如今大王背叛



capital of Liang. On behalf of the state of Wei, Xu Gu had a talk with Marquis Rang (of the state of Qin) and said, "I heard that both the high-ranking court officials and close relatives of the king of the state of Wei have told him, 'Previously, King Hui attacked the state of Zhao and defeated Zhao's troop in Sanliang. Under his leadership, a hundred thousand soldiers occupied Handan. However, Zhao didn't cede any land and reoccupied Handan. The troops of the state of Qi attacked the state of Yan, killed Zizhi and occupied the former capital—Ji. However, Yan didn't cede any land and reoccupied Ji. The reason that Yan and Zhao could maintain their territory and powerful military forces, and managed not to cede any land to other states is that they could overcome all difficulties and defend their territory stoically. The states of Song and Zhongshan suffered several invasions and ceded territory to enemy states every time they were defeated. As a result, these two states were ruined. I think we can follow the example of Yan and Zhao and never repeat the conduct of Song and Zhongshan. The state of Qin is very covetous, tyrannical and ruthless. It has encroached on the state of Wei, taken over all the territory Wei occupied from Jin, won the war in Baozi and seized eight counties. Before it took over all these areas, it sent troops to invade other places again. How can Qin's endless cupidity be satisfied? Recently, Qin has forced Mang Mao to flee to another place and taken over our northern land. It not only wishes to occupy Liang, but also wants to force Your Majesty to cede more territory. Please don't listen to it. Now if you



### 【原文】

而与王争事秦，秦必受之。秦挟楚、赵之兵以复攻，则国救亡不可得也已！愿王之必无讲也。王若欲讲，必少割而有质，不然，必欺！’是臣之所闻于魏也，愿君之以是虑事也。

“《周书》曰：‘维命不干常。’此言幸之不可数也。夫战胜（秦）[暴]于而割八县，此非兵力之精，非计之工也，天幸为多矣。今又走芒卯，从北（地）[宅]，以攻大梁，是以天幸自为常也。知者不然。臣闻魏氏悉其百县胜兵以止戍大梁，臣以为不下三十万。以三十万之众，守（十）[七]仞之城，臣以为虽汤，武复生，弗易攻也。夫轻信楚、赵之兵，破（十）

### 【今译】

楚国和赵国而跟秦国讲和，楚国和赵国就会恼火，从而跟您争相侍奉秦国，秦国必定会接受它们。秦国迫使楚国和赵国的军队重新发动进攻，那国家救亡也不可能了。希望大王一定不要讲和，大王如果讲和，一定只割让很少的土地，而且要让秦国派来人质，不然的话，秦国一定会欺骗我们。’这是我在魏国听到的，希望您根据这番话谋划大事。

“《周书》中说：‘命运是不确定的。’这是说不能屡次得到上天的保佑。魏国暴于，割取八个县，这并非由于兵力精良、策略巧妙，更多的是依赖上天的保佑。如今又逃走芒卯，占据北宅，来进攻大梁，这是把上天的保佑视为经常的了。智者不是这样的。我听说魏国把它一百个县全部的精兵选提出来守卫大梁，我以为不少于三十万。用三十万大军来守卫七仞高的城墙，我认为即使汤，武王转世，也不能轻易地攻下。轻易背叛楚国和赵国的军队，登上七仞高的城墙，进攻二十万大军，而



turn against Chu and Zhao and make peace with Qin, Chu and Zhao will be vexed and therefore will vie with you in winning over Qin. Qin will also accept them. If Qin unites with Chu and Zhao and sends allied forces to attack you again, you won't be able to stop your state from being defeated. I hope that you won't make peace with Qin. Otherwise, if you do, please make sure that you only cede a small amount of land and also ask Qin to send its crown prince here as a hostage. Otherwise, it will deceive you.' That's what I have heard from the state of Wei, so I hope that you will take this into serious consideration.

"It is said in *Zhoushu*, 'Fate is unpredictable.' This means that one cannot always resort to luck. In regard to your victory in Hua and taking over those eight counties, these achievements were not accomplished because your military forces are excellent and formidable, nor can they be attributed to your own tactics. Mostly it is pure luck. You have forced Mang Mao to flee to another place and taken over the northern land, and you are planning to attack the capital of Liang, because you think that you can always resort to luck. A wise person is not the same. I heard that the state of Wei is about to dispatch all its best officers and men to defend the capital of Liang. Altogether I think they are no less than three hundred thousand. If a seven-*ren*-tall protective wall is defended by three hundred thousand officers and men, even if people like Tang and King Wu came back to life, they could not defeat this city easily. If you are determined to simply betray the troops of Chu and Zhao, attack a city protected by a





### 【原文】

[七]仞之城，戴三十万之众，而志必举之，臣以为自天(下)[地]之始分以至于今，未尝有之也。攻而不能拔，秦兵必罢，(阴)[陶]必亡，则前功必弃矣。今魏方疑，可以少割收也。愿之及楚、赵之兵未任于大梁也，亟以少割收。魏方疑，而得以少割为和，必欲之，则君得所欲矣。楚、赵怒于魏之先已讲也，必争事秦。从是以散，而君后择焉。且君之尝割晋国取地也，何必以兵哉？夫兵不用而魏效絳、安邑，又为(阴)[陶]启两[道]，机尽故宋，卫效(尤惮)[单父]。秦兵已(令)[全]，而君制之，何求而不得？何为而不成？臣愿君之熟计而无行危也！”穰侯曰：“善。”乃罢

### 【今译】

且决心要攻克它，我认为自从天地开辟到现在，从来没有过这种情形。如果发动进攻却不能攻克，秦国军队一定会疲惫，陶一定会沦丧，那前功尽弃了。如今魏国正在犹疑，可以稍微割让一些土地来争取它，希望趁着楚国和赵国的军队还没有到达大梁，赶紧稍微割让一点土地来争取它们。魏国正在犹疑，却能稍微割取一些土地跟您讲和，一定会同意的，那您的愿望就实现了。楚国和赵国因为魏国抢在自己前面跟您讲和，必定争相侍奉秦国，这样一来，合纵就解散了，您就可以从容不迫地选择盟国了。而且您曾经从晋国割取土地，何必一定要用兵呢？无需用兵，魏国就进献絳与安邑，又为陶开辟了两条道路，几乎占领了宋国所有的领地，卫国进献单父。秦国兵力可以保全，而操纵权在您手里，什么目标不能达到呢？什么事情不能做成？我希望您仔细考虑此



seven-*ren*-tall protective wall and confront a defending army consisting of three hundred thousand officers and men, I don't think there has been any precedent of this kind since the beginning of the world. If you fail to defeat them, your troops will become exhausted, Yin will be out of your control, and therefore all your former endeavours will result in failure. Now the state of Wei is still hesitant, so you can win it over by ceding a small area to it. Please do so immediately before the allied forces of Chu and Zhao approach the capital of Liang. Since Wei hasn't made a final decision, if you offer to cede some land and thus make peace with it, it will definitely agree with you. Thus you will realize your own goal as well. If this is the case, Chu and Zhao will be angry with Wei because it has taken the lead in making peace with you. Therefore, they will vie with Wei in serving you. As a result, their alliance will be disbanded. Then you can choose which states you want to ally with. Moreover, you once ceded some territory used to belong to the state of Jin. Is it necessary to resort to military action at all times? Without taking any military action, the state of Wei ceded Jiang and Anyi to you as well as built two roads leading to the region of Tao. You almost took over all the territory used to belong to the state of Song. In addition, the state of Wei also ceded you the region of Shanfu. You will be able to maintain the power of the military forces of the state of Qin and take firm control of them in the meantime. If this is the case, which goal won't be fulfilled? Which undertaking won't result in success? I hope that you can think about it thoroughly and don't take

【原文】

梁圉。

【今译】

事而不要采取危险行动！”穰侯说：“好。”于是解除了对大梁的包围。

## 秦败魏于华魏王且入朝于秦

【原文】

秦败魏于华，魏王且入朝于秦。周沂谓主曰：“宋人有学者，三年反而名其母。其母曰：‘子学三年，反而名我者，何也？’其子曰：‘吾所贤者，无过尧、舜，尧、舜名；吾所大者，无大天地，天地名。今母贤不过尧、舜，母大不过天地，是以名母也。’其母曰：‘子之于学者，将尽行之乎？愿子之有以易名母也。子之于学也，将有所不行乎？愿子之且以名母为后也。’今王之事秦，尚有可以易入朝者乎？愿王之有以易之，而以入朝为后。”魏王曰：“子患寡人入而不出邪？许绾为我祝曰：‘入而不出，

【今译】

秦国军队在华打败了魏国的军队，魏王将要到秦国去朝拜。周沂对魏王说：“宋国有个人到外面求学，三年后回到家里，直呼他母亲的名字。他母亲说：‘你上了三年学，回来却叫我的名字，为什么呢？’他的儿子说：‘我所认为贤明的人，没有能超过尧、舜的，人们对尧、舜都是直呼其名；我所认为大的，没有大过天与地的，人们对天、地都是直呼其名。如今母亲论贤明比不上尧、舜，论大比不上天、地，所以直接称呼母亲的名字。’他的母亲说：‘你对于自己所学到的东西，将要统统实行吗？如果是这样，我希望你能换一个叫法来称呼母亲。你对于自己所学的东西，有一些将不实行吗？如果是这样，我希望你能把直接称呼我的名字一事推迟一下。’如今大王侍奉秦国，除了到秦国朝拜，还有别的办法吗？我希望大王还有别的办法，而把到秦国朝拜一事推迟一下。”魏王说：“你担心我到了秦国以后不能出来吗？许绾对我发誓说，如果进入秦



any dangerous action." Marquis Rang said, "Very good." Then he withdrew the troops besieging the capital of Liang.

### **The Troops of Qin Defeated the Troops of Wei in Hua and the King of Wei Was Going to Qin to Meet with Qin's King**

The troops of the state of Qin defeated those of Wei in Hua and so the king of Wei was going to Qin to meet with Qin's king. Zhou Xin told Wei's king, "In the state of Song, there was a man who had studied for three years. Then he went home and addressed his mother by name. His mother said, 'You have studied for three years and then you came home and addressed me by name. Why?' The son said, 'I think no one is wiser and more capable than Yao and Shun. And people always address Yao and Shun by their names. I think nothing is bigger than Heaven and the Earth. And people always address Heaven and the Earth by name. Now you are not as wise and capable as Yao and Shun, and not as big as Heaven and the Earth, so I addressed you by your name.' His mother said, 'Do you want to practice all that you have learned? If so, I hope that you will address me in another way. If you don't practice all that you have learned, I hope that you will postpone addressing me by name.' Now is there another choice for you apart from going to Qin to worship its king in person? I hope that you have an alternative and that you will postpone your trip to Qin." Wei's king said, "Are you worrying that it won't let me come back if I go to Qin? Xu Wan has promised me that if I cannot get out

【原文】

请殉寡人以头。”周诰对曰：“如臣之贱也，今人有谓臣曰‘人不测之渊而必出。不出，请以一鼠首为女殉’者，臣必不为也。今秦不可知之国也，犹不测之渊也；而许绾之首，犹鼠首也。内王于不可知之秦，而殉王以鼠首，臣窃为王不取也。且无梁孰与无河内急？”王曰：“梁急。”“无梁孰与无身急？”王曰：“身急。”曰：“以三者，身，上也；河内，其下也。秦未索其下，而王效其上，可乎？”

王尚未听也。支期曰：“王视楚王。楚王入秦，王以三乘先之，楚王不入，楚、魏为一，尚足以得秦。”王乃止。王谓支期曰：“吾始已诺于应

【今译】

国后不能出来，请用他的脑袋为我殉葬。”周诰回答说：“像我这么卑贱的人，如果有人对我说‘你下一个深不可测的深渊里，一定能活着出来，如果不出来，我请求用一个老鼠脑袋为你殉葬’，我一定不会做的；秦国是一个不可知的国家，如同深不可测的深渊，而许绾的脑袋犹如一个老鼠的脑袋。让大王到不可知的秦国去，却用一个老鼠脑袋为大王殉葬，我私下认为大王这么做是不可取的。况且失去魏国和失去河内哪个更要紧？”魏王说：“魏国要紧。”“失去魏国与丢掉大王性命哪个更要紧？”魏王说：“性命要紧。”周诰说：“以上三方面中，性命是最要紧的，河内是最不要紧的。秦国还没有索取最不要紧的，大王就献上最要紧的，可以吗？”

魏王还是不听。支期说：“大王观察一下楚王，如果楚王到秦国去，大王就派三辆车子抢在他前面；楚王不到秦国去，楚国和魏国联合起来，还足以抵挡秦国。”魏王这才不去了。魏王对支期说：“我开始已诺



of the state of Qin, he will cut off his head and bury it with me." Zhou Xin replied, "As powerless and menial as I am, if someone assures me that I can jump into an unfathomable abyss and then return alive, and if I cannot return alive, he will cut off a rat's head and bury it with me, I would definitely not do that. Now Qin is a very uncertain state, and it is somewhat the same as an unfathomable abyss. And Xu Wan's head is somewhat the same as a rat's head. He arranges for Your Majesty to go to the unreliable Qin and will bury a rat's head with you for martyrdom. I personally think that it is unwise for you to do that. Moreover, compared with losing our state, is losing Henei more important?" The king said, "Our state is more important." Zhou Xin asked further, "Compared with losing your life, is losing our state more important?" The king said, "My life is more important." Zhou Xin said, "Among all the three aforementioned factors, your life is the most important one. And Henei is the least important. Now Qin has not asked us for the least important one, but you are going to present it with the most important one. Should you do that?"

The king hesitated and didn't make up his mind to take Zhou Xin's advice. Zhi Qi told the king, "Your Majesty, please wait and see whether or not Chu's king will go to Qin to meet with its king. If he goes, you can lead three carriages to Qin and make sure that you arrive there before he does. If he doesn't go, we can unite with Chu, and the combined military force of our two states will be powerful enough to confront that of Qin." The king then gave up his trip. The



### 【原文】

侯矣，今不行者，欺之矣。”支期曰：“王勿忧也。臣使长信侯请无内王，王待臣也。”

支期说于长信侯曰：“王命召相国。”长信侯曰：“王何以臣为？”支期曰：“臣不知也，王急召君。”长信侯曰：“吾内王于秦者，宁以为秦邪？吾以为魏也。”支期曰：“君无为魏计，君其自为计。且安死乎？安生乎？安穷乎？安贵乎？君其先自为计，后为魏计。”长信侯曰：“楼公将入矣。臣今从。”支期曰：“王急召君，君不行，血溅君襟矣！”长信侯行，支期随其后。且见王，支期先入，谓王曰：“伪病者乎而见之，臣已恐之矣。”长信侯入，见王，王曰：“病甚奈何！吾始已诺于应侯矣，意虽道死，行乎！”

### 【今译】

答应过应侯了，如今不去了就是欺骗了他。”支期说：“大王不要担心。我能让长信侯请求应侯不让您到秦国去，大王等我的消息吧。”

支期对长信侯说：“大王下令召见相国大人。”长信侯说：“大王找我做什么？”支期说：“我不知道，大王急着召见您。”长信侯说：“我让大王到秦国去，难道是为了秦国吗？我是为了魏国。”支期说：“您不用为魏国打算了，您还是为自己打算打算吧。是想找死呢，还是想活命？是想穷困潦倒呢，还是想富贵？您还是先为自己打算打算，然后再为魏国打算吧。”长信侯说：“楼缓要来了，我今天跟他一起去拜见大王。”支期说：“大王急着召见您，您不去，我就在您面前自杀，让鲜血喷射到您的衣服上。”长信侯出发了，支期跟随在他身后。将要见到魏王的时候，支期先进去对魏王说：“大王装作生病接见他，我已经吓唬过他了。”长信侯入宫拜见魏王，魏王说：“我病得厉害，怎么办呢？我开始已经答应过应侯



king told Zhi Qi, "I have already promised Marquis Ying that I will go to Qin in person. If I give up this trip, that's cheating him." Zhi Qi said, "Your Majesty, please don't worry. I am going to make Marquis Changxin ask Marquis Rang to cancel your trip to Qin. Please wait for my good news."

Zhi Qi went to consult with Marquis Changxin and said, "His Majesty has ordered you, our prime minister, to go to see him." Marquis Changxin said, "Why did His Majesty want to see me?" Zhi Qi said, "I don't know. He wanted to see you immediately." Marquis Changxin said, "I have arranged for His Majesty to go to Qin in person. Did I do that for the sake of the state of Qin? I did that for our state." Zhi Qi said, "Please don't plan for our state, but plan for yourself first. Do you want to die or survive? Do you want to be impoverished or maintain your power? You can plan for yourself first and then plan for our state." Marquis Changxin said, "Mr Lou is going to come here soon. Then I will go to see the king along with him." Zhi Qi said, "His Majesty wanted to see you immediately. If you don't go right away, I am going to commit suicide in front of you and spray my blood on your clothes." Marquis Changxin left for the palace and Zhi Qi followed him. Just before they arrived there, Zhi Qi went to see the king in advance and said, "Please pretend that you are sick. I have already terrified him." Marquis Changxin entered the palace to see the king. The king said, "What shall I do since I am suffering from a severe disease? Previously, I promised Marquis Ying that I would go to Qin





### 【原文】

长信侯曰：“王毋行矣！臣能得之于应侯，愿王无忧。”

### 【今译】

了。我想即使死在路上，也要出发了吧？”长信侯说，“大王别去了吧！臣能让应侯同意不让大王前往，希望大王不要担心。”

## 华(军)[阳]之战

### 【原文】

华(军)[阳]之战、魏不胜秦。明年，将使段干崇割地而讲。

孙臣谓魏王曰：“魏不以败之上割，可谓善用不胜矣；而秦不以胜之上割，可谓不能用胜矣。今处期年乃欲割，是群臣之私而王不知也。且夫欲策者，段干于也，王因使之割地，欲地者，秦也，而王因使之受策。夫欲策者制地，而欲地者制策，其势必无魏矣。且夫奸臣固皆欲以地事秦，以地事秦，譬犹抱薪而救火也，薪不尽，则火不止。今王之地有尽，

### 【今译】

秦军和魏军在华阳交战的时候，魏国的军队没有战胜秦国的军队。第二年，魏王准备让段干崇割让土地给秦国并向它讲和。孙臣对魏王说：“魏国没有因为战败而马上割让土地，可以称得上是善于对付战败的局势了；秦国没有因为战胜而马上就索要土地，可以称得上是不能利用战胜的局势了。如今过了一年了还想割让土地，这是群臣的私心而且大王也不够英明啊。再说想得到官印的是段干崇，大王便派他割让土地；想得到土地的是秦国，而大王便让秦授于段干崇官印。想得到官印的控制着土地，想得到土地的控制着官印。这样一来，魏国势必要灭亡了。再说，奸臣本来都想拿我们的土地来侍奉秦国，拿土地来侍奉秦



in person. Shall I leave for Qin even though I might die on the way there?" Marquis Changxin said, "Please don't go there, Your Majesty! I can ask Marquis Ying to cancel your trip. Please don't worry."

### The War in Huayang

During the war in Huayang, the troops of the state of Wei could not defeat those of the state of Qin. The next year, Wei's king was going to send Duangan Chong as an emissary to cede some land to Qin and make peace with it. Sun Chen told the king of Wei, "Wei didn't cede any land to Qin immediately after our troops were defeated. That means we could make good use of our loss. Qin didn't ask for land immediately after its troops won the war. That means it could not make good use of its victory. Now you are going to cede some land to Qin after a year. That's nothing but the selfish wish of the court officials and the rashness of Your Majesty. The one who wants an official stamp (referring to longing for a high position) is Duangan Chong. And you are sending him to cede the land. The state which wants the land is Qin, and you are letting it present the official stamp to Duangan Chong. Therefore, the one who wants the official stamp will take control of the land, and the state which wants the land will take control of the official stamp. As a result, the state of Wei will definitely be ruined. In addition, it's natural that evil court officials want to establish good relationship with Qin by ceding some land to it. Ceding land to establish good



### 【原文】

而秦之求无穷，是薪火之说也。”魏王曰，“善。虽然，吾已许秦矣，不可以革也。”对曰：“王独不见夫博者之用梩邪？欲食则食，欲握则握。今君劫于群臣而许秦，因曰‘不可革’，何用智之不若梩也？”魏王曰，“善。”乃按其行。

### 【今译】

国，如同抱着柴禾去救火，柴禾不烧完，火就不会熄灭。如今大王的土地是有限的，然而秦国的贪欲是无穷的，这就是抱着柴禾去救火。”魏王说：“说得好。即使如此，我已经答应给秦国土地了，不可以更改的。”孙臣回答说：“大王难道没有看见赌博的人使用梩子吗？想吃子就吃子，想握在手里就握在手里。如今您受到群臣的胁迫而答应了秦国，就说不可以更改，怎名您运用智谋还不如赌博的人使用梩子呢？”魏王说：“说得好。”于是放弃让段干崇出使秦国。

## 齐欲伐魏

### 【原文】

齐欲伐魏，魏使人谓淳于髡曰，“齐欲伐魏，能解魏患唯先生也。敝邑有宝璧二双，文马二驷，请致之先生。”淳于髡曰：“诺。”人说齐王曰：“楚，齐之仇敌也；魏，齐之与国也。夫伐与国，使仇敌制其余敌，名丑而

### 【今译】

齐国准备进攻魏国，魏国派人对淳于髡说：“齐国想进攻魏国，只有先生您能替魏国解围。敝国有两对珍贵的宝玉，两匹有文采的马，请献给您。”淳于髡说：“好的。”进言劝说齐王说，“楚国是齐国的敌国，魏国是齐国的盟国。进攻盟国，让敌国控制我们岌岌可危的军队，名声难



relationship with Qin is somewhat the same as carrying firewood to fight a fire. The fire cannot be put out until all the firewood is burnt up. The territory of Your Majesty is limited, but the rapacity of Qin is endless. It will keep on asking for land from us." The king of Wei said, "Very good. Although I agree with what you said, I have already promised Qin that I would give it the land, so we cannot change our minds now." Sun Chen replied, "Haven't you seen gamblers using Xiao? If they want to knock over a chessman, they will knock it over with the Xiao. If they want to take it in their hands, they will take it in the hands. Now you were coerced by the court officials and therefore promised to give some land to Qin, and you also don't want to change your mind. Why are you not as wise as those gamblers!" The king said, "Very good." He then stopped Duangan Chong going to Qin.

### **Qi Was About to Attack Wei**

The troops of the state of Qi were about to attack the state of Wei. Wei sent someone with the following message to Chunyu Kun: "The troops of Qi are going to attack our state, and you are the only one who is able to help us out of this trouble. Our state has two pairs of precious jade and two swift horses with beautifully patterned coats. Please let us present them to you." Chunyu Kun said, "I will accept them." Then he went to the palace to persuade the king and said, "Chu is our enemy state, and Wei is our ally. By attacking our ally and offering our enemy state a chance to



### 【原文】

实危，为王弗取也。”齐王曰：“善。”乃不伐魏。

客谓齐王曰：“淳于髡言不伐魏者，受魏之璧、马也。”王以谓淳于髡曰：“闻先生受魏之璧、马，有诸？”曰：“有之。”“然则先生之为寡人计之，何如？”淳于髡曰：“伐魏之事不便，魏虽刺髡，于王何益？若诚不便，魏虽封髡，于王何损？且夫王无伐与国之诽，魏无见亡之危，百姓无被兵之患，髡有璧、马之宝，于王何伤乎？”

### 【今译】

听而且实情危险，我认为大王这么做是不可取的。”齐王说：“好。”于是没有进攻魏国。

有位客人对齐王说：“淳于髡说不进攻魏国，是因为接受了魏国的美玉和宝马的缘故。”齐王对淳于髡说：“听说先生接受了魏国的玉和马，有这么回事吗？”淳于髡说：“有这回事。”“既然如此，那您是怎么为我打算的？”淳于髡说：“如果进攻魏国对齐国有利，即使魏国派人刺杀我，对大王又有什么好处呢？假如真的不利，魏国即使封赏我，对大王又有什么损害呢？况且大王不招致攻打盟国的非议，魏国没有被消灭的危险，百姓不用遭受战争的灾祸，我得到了美玉和宝马，对大王有什么损害呢？”

## 秦将伐魏

### 【原文】

秦将伐魏。魏王闻之，夜见孟尝君，告之曰：“秦且攻魏，子为寡人谋，奈何？”孟尝君曰：“有诸侯之救，则国可存也。”王曰：“寡人愿子之行

### 【今译】

秦国将要进攻魏国，魏王听说了此事，连夜去见孟尝君，告诉他说：“秦国即将进攻魏国，您为我谋划一下，该怎么办？”孟尝君说：“有诸侯援助的话，国家就能保全。”魏王说：“我希望您为我跑一趟。”郑重地为



take advantage of our exhausted (due to the military action against Wei) troops, not only will we become notorious, but our state will also be endangered. I don't think you should do that." The king of Qi said, "I see." So he gave up the plan of attacking Wei.

A guest told the king of Qi, "The reason that Chunyu Kun stopped you attacking Wei lies in the fact that he has accepted jade and horses from the state of Wei." The king asked Chunyu Kun, "I heard that you have accepted jade and horses from Wei. Is that true?" "Yes, that's true." "In this case, what's your plan on my behalf?" Chunyu Kun said, "Given that it is advantageous for us to attack Wei, will it be of any use to you if Wei send someone to assassinate me? Given that it is disadvantageous to attack Wei, will you suffer any loss if Wei bestow upon me generous rewards? Moreover, you can avoid the notorious reputation of attacking an ally, Wei will avoid being defeated, the people of Wei will avoid suffering from the problems caused by war, and I can obtain jade and horses. Does this do any harm to you?"

### **Qin Was About to Attack Wei**

The troops of the state of Qin were going to attack the state of Wei. When the king of Wei heard of this, he went to see Lord Mengchang the same night, told him about it and said, "Now the troops of Qin are about to attack our state. Please tell me what I should do?" Lord Mengchang said, "If other states can come to our rescue, our state can survive."

## 【原文】

也。”重为之约车百乘。

孟尝君之赵，谓赵王曰：“文愿借兵以救魏。”赵王曰：“寡人不能。”孟尝君曰：“夫敢借兵者，以忠王也。”王曰：“可得闻乎？”孟尝君曰：“夫赵之兵非能强于魏之兵，魏之兵非能弱于赵也。然而赵之地不岁危而民不岁死，而魏之地岁危而民岁死者，何也？以其西为赵蔽也。今赵不救魏，魏献盟于秦，是赵与强秦为界也。地亦且岁危，民亦且岁死矣。此文之所以患于大王也。”赵王许诺，为起兵十万，车三百乘。

又北见燕王曰：“先日公子常约两王之交矣。今秦且攻魏，愿大王

## 【今译】

他准备了一百辆车子。

孟尝君到了赵国，对赵王说：“我想请求兵力营救魏国。”赵王说：“我不能。”孟尝君说：“我敢于借救兵，是为了效忠大王。”赵王说：“能解释给我听听吗？”孟尝君说：“赵国的兵力并非比魏国的兵力强大，魏国的兵力也不能被赵国削弱。然而赵国的土地不是每年面临被分割的危险，而且百姓不是每年而临死亡的威胁，但是魏国的土地每年都有被分割的危险，而且百姓每年都面临死亡的威胁，为什么呢？因为它是赵国西部的屏障啊。现在如果赵国不援救魏国，魏国跟秦国歃血结为盟国，这样一来，赵国就跟强大的秦国为邻了。土地每年也会有被分割的危险，百姓每年也会有死亡的威胁，这就是我对大王的忠心啊。”赵王许诺，为他派出十万士兵，三百辆战车。

孟尝君又向北去见燕王，说：“从前公子常为大王和魏王两位君主



The king said, "I hope that you can go and win over the support of other states for me." Then, carefully, the king had a hundred carriages prepared for Lord Mengchang.

Lord Mengchang went to the state of Zhao and told the king of Zhao, "I hope that you can send some troops to rescue our state." The king said, "I cannot." Lord Mengchang said, "I am asking for reinforcements out of loyalty to you." The king asked, "Would you please explain that to me?" Lord Mengchang said, "The troops of the state of Zhao are not more formidable than those of the state of Wei, nor can the troops of Wei be defeated by those of Zhao. However, your state doesn't need to cede territory to other states every year, nor do many people of Zhao lose their lives every year. On the contrary, the state of Wei needs to cede land to other states every year, and many people lose their lives every year. Why? Because Wei is located west of Zhao and therefore can serve as a natural barrier protecting Zhao. Now if you refuse to rescue Wei, Wei and Qin will hold a ceremony, drink the blood of sacrificial animals, and make an agreement to build an alliance with each other. If this is the case, the powerful Qin will become your new neighbour. And as a result, not only will you need to cede some land to it every year, but many people of your state will also lose their lives every year. That's why I said I am asking for your reinforcements out of loyalty to you." The king of Zhao promised to help Zhao. He dispatched a hundred thousand soldiers along with three hundred chariots to rescue Zhao.

Then Lord Mengchang travelled to the north to see the



【原文】

之救之。”燕王曰：“吾岁不熟二年矣，今又行数千里而以助魏，且奈何？”田文曰：“夫行数千里而救人者，此国之利也。今魏王出国门而望见魏，辄欲行数千里而助人，可得乎？”燕王尚未许也。田文曰：“臣效便计于王，王不用臣之忠计，文请行矣，恐天下之将有大变也！”王曰：“大变可得闻乎？”曰：“秦攻魏，未能克之也，而台已燬，游已夺矣。而燕不救魏，魏王折节割地，以国之半与秦，秦必去矣。秦已去魏，魏王悉韩、魏之兵，又西借秦兵，以因赵之众，以四国攻燕，王且何利？利行数千里而助

【今译】

交好。如今秦军即将进攻魏国，希望大王营救。”燕王说：“我国连续两年的收成都不好，如今再行军几千里去营救魏国，该怎么办？”孟尝君说：“行军几千里去营救别国，这对国家是有利的。如今魏王一出都城，的门就能看见敌军，虽然想行军几千里来援助别人，可能吗？”燕王还没表示同意。孟尝君说：“我给大王献上有利的计谋，大王不采纳我忠诚的计策，我要走了，恐怕天下会有大的变故啊！”燕王说：“能告诉我有什么大的变故吗？”孟尝君说：“秦军进攻魏国，还没能占领它之前，高台就已经被烧毁了，行宫就已经被夺走了。然而燕国不管救魏国，魏王屈服，割让土地，把一半国土送给秦国，秦国一定会调兵的。秦军撤离魏国后，魏王率领韩国和魏国的全部军队，又向西借来秦国军队，再加上赵国的士卒，用四个国家的军队来进攻燕国，这对大王有什么好处？是千





king of the state of Yan. He said, "Previously, Childe Chang helped you establish good relations with the king of the state of Wei. Now the troops of Qin are attacking Wei, so I hope that you can assist us." The king of Yan said, "The harvest of my state has been bad for two years. Under such circumstances, how can my troops march several thousand *li* to help Wei?" Lord Mengchang said, "It is advantageous to your state that you order your troops to march several thousand *li* to help another state. Now, whenever the king of Wei goes out of the gate of our capital, he sees nothing but enemy troops. Although he wants to order his troops to march several thousand *li* to assist another state, is it possible?" The king of Yan still hesitated. Lord Mengchang said, "I have offered you an advantageous strategy. However, you won't take my honest advice. Therefore, I am leaving for Wei. But I am afraid that the whole world will soon witness severe strife." The king of Yan asked, "Would you please tell me what kind of strife it will be?" Lord Mengchang said, "When the troops of Qin attack Wei, the platforms in Wei will be burnt and the Xanadus will be seized even before they defeat Wei. If you refuse to assist Wei, the king of Wei will submit to Qin and cede a half of his state to Qin. Thus the troops of Qin will definitely withdraw. After that, the king of Wei will lead all the officers and men of Han and Wei, and ask for reinforcements from Qin in the west. He will also organise the masses of Zhao to attack Yan with the allied forces of these four states. If this is the case, what kind of benefit will you enjoy? Is it more advantageous to

### 【原文】

人手？利出燕南门而望见军乎？则道里近而输又易矣，王何利？”燕王曰：“子行矣，寡人听子。”乃为之起兵八万，车二百乘，以从田文。

魏王大说，曰：“君得燕，赵之兵甚众且速矣。”秦王大恐，割地请讲于魏。因归燕，赵之兵而封田文。

### 【今译】

里行军去援助别人有利，还是一出燕都南门就看见入侵的敌军有利？那样路途倒是近了，可是却又容易失败了，对大王有什么好处？”燕王说：“您上路吧，我听您的。”于是为他派出八万军队、二百辆战车，跟随在孟尝君身后。

魏王十分高兴，说：“您这么快就从燕国和赵国争取到大量援兵了。”秦王非常害怕，割让土地请求跟魏国讲和，于是魏王打发燕国和赵国的军队回去，并且封赏孟尝君。

## 魏将与秦攻韩

### 【原文】

魏将与秦攻韩，（朱己）〔无忌〕谓魏王曰：“秦与戎、翟同俗，有虎狼之心，贪戾好利而无信，不识礼义德行。苟有利焉，不顾亲戚兄弟，若禽兽耳。此天下之所同知也，非所施厚积德也。故太后母也，而以仇死；

### 【今译】

魏国将要跟秦国一起进攻韩国，无忌对魏王说：“秦国跟戎、翟地区的风俗相同，有虎狼一般凶狠的心肠，贪婪残暴，追逐利益，而且没有诚信，不懂得礼义，道义与德行，只要有利可图，就不顾亲戚兄弟，跟禽兽一样。这是天下人都知道的，没有任何善举，也不积德。原来的太后是



order your troops to march several thousand *li* to rescue another state or to find invading troops at the southern gate of your capital? If you choose the latter, you will be defeated easily although you don't need to march a long distance. Can you really benefit from that?" The king of Yan said, "Please return to Wei now. I will take your advice." Then he dispatched eighty thousand soldiers along with two hundred chariots to follow the lord to Wei.

The king of Wei was extremely happy. He said, "You have won over so many troops from Yan and Zhao in such a short time." The king of Qin was very much afraid. Therefore, he offered to cede some territory to Wei to make peace with it. Wei then sent the troops of Yan and Zhao back and rewarded Lord Mengchang.

### **Wei Was About to Join Qin in Attacking Han**

The state of Wei was about to join the state of Qin to attack the state of Han. Wu Ji had a talk with the king of Wei and said, "Qin shares the same custom with the Rong and the Di peoples. Like savage tigers and wolves, Qin is covetous, tyrannical and dishonest. It doesn't adhere to any rules of proprieties or righteousness, and has no virtue at all. Whenever there is a chance to gain some profit, the rulers of Qin don't mind hurting their relatives or even their own brothers. They are nothing but beasts. People all over the world know this. Qin knows no kind deeds or admirable virtues. The former queen mother was King Zhaoxiang's own



### 【原文】

穰侯屬也，功莫大焉，而能逐之，兩弟無罪，而再奪之國。此于其親戚兄弟若此，而又況于仇讎之敵國也？

“今大王與秦伐韓而益近秦[燕]，臣甚[或]感[之]，而王弗識也，則不明矣。群臣知之而莫以此諫，則不忠矣。今夫韓氏以一女子承一國之主，內有大亂，外安能支強秦、魏之兵？王以為不破乎？韓亡，秦尽有其地，與大梁鄰，王以為安乎？王欲得故地，而今莫強秦之禍也，王以為利乎？”

“秦非無事之國也，韓亡之後必且侵事。侵事，必就易與利。就易與利，必不伐楚與趙矣。是何也？夫越山逾河，絕韓之上黨而攻強趙。

### 【今译】

秦王的對策，却让地积忧而死，穰侯是秦王的舅舅，没有谁能比得上他的功劳大，然而竟放逐了他；两个弟弟没有任何罪过，然而却再度剥夺了他们的封地。他对自己的亲戚和兄弟都是这个样子，更何况对敌国呢？

“现在如果大王跟秦国一起进攻韩国，距离秦国的入侵就越发近了，我感到非常不解，然而大王却没有意识到，那就不明智了。如果群臣知道了这种情况却不因此进行劝谏，那就不忠了。现在的韩国，一个女人辅佐着一个年幼的国君，内部有极大的混乱，在外怎能抵御强大的秦国和魏国联军？大王认为韩国不能攻破吗？韩国灭亡了，秦国就会完全占有以前属于韩国的土地，跟大家为邻，大王认为安全吗？大王想收复以前属于我们的土地，但是现在却要遭受强大的秦国带来的灾祸，大王认为会有利吗？”

“秦国并不是不制造事端的国家，韩国灭亡以后，必定会再挑起事端，挑起事端一定会先从容易进攻并且能带来利益的国家入手，从容易并有料可图的国家入手就一定不会进攻楚国和赵国了。这是行必



mother. However, he made her die from sadness. Marquis Rang was the king's own uncle on his mother's side, and no one has been as meritorious as he used to be. However, he was driven out of the state. The king's two younger brothers were innocent. However, they were twice deprived of fiefs. If the king of Qin treats his own relatives and brothers this way, what will he do to enemy states?

“Now if you unite with Qin to attack Han, Qin's aggression against your state will increase. I cannot understand why you have not realized the danger? You are not perspicacious. If your court officials have realized it but would rather not advise you, they are not loyal. Now in the state of Han, a woman (referring to the queen mother) is helping the fledging king manage government affairs. Within the state, there is severe chaos. How can it confront the formidable allied forces built by Qin and Wei? Don't you think Han will be destroyed? If Han is destroyed, Qin will take over all the territory that used to belong to the state of Jin. Therefore, Qin's territory will be adjacent to the capital of Liang of Wei. Do you think you will be safe? If you want to reoccupy the territory taken over by other states, you will be under the threat of aggression from the powerful Qin. Do you think you will benefit from that?

“The state of Qin is by no means peace-loving. After Han is beaten, Qin will definitely launch attacks on other states. Therefore, it will definitely start with those which both are easier to conquer and also provide more benefit. So, in this case, certainly it will not attack the state of Chu and

【原文】

则是复罔与之事也，秦必不为也。若道河内，信邲、朝歌，绝漳，隘之水，而以与赵兵决胜于邲邲之郊，是受智伯之祸也，秦又不敢。伐楚，道雍而谷行三(十)[千]里，而攻危隘之塞，所行者甚远，而所攻者甚难，秦又弗为也。若道河外，背大梁，而右上蔡、召陵，以与楚兵决于陈郊，秦又不敏也。故曰，秦必不伐楚与赵矣，又不攻卫与齐矣。韩亡之后，兵出之日，非魏无攻矣。

“秦故有怀，(地)[茅]，刑丘，(之)城埴津，而以之临河内，河内之共、汲莫不危矣。秦有郑地，得垣雍，决荧泽而水大梁，大梁必亡矣。王

【今译】

原因呢？翻越大山、渡过大河，切断韩国的上党来进攻强大的赵国，这样一来，就会重蹈罔与的失败，秦国一定不会这么做。如果取道河内，绕过邲、朝歌，渡过漳水、卫水，来跟赵国军队在邲邲郊外决战，这样就会遭受智伯的灾祸，秦国也不敢这么做。如果进攻楚国，就要跋山涉水，行进三十里路来进攻危险狭窄的要塞，所走的路太远，而且所进攻的目标又很难攻克，秦国也不会这么做。假如取道河外，绕过大梁，从右边挺进上蔡、召陵，来跟楚军在陈的郊外决战，秦国也不敢这么做。所以说，秦国一定不会攻打楚国和赵国，也不会进攻卫国和齐国。韩国灭亡以后，秦国出兵的那天，除了魏国，没有哪个国家会灭亡。

“秦国已经占领了怀、茅、邢丘，在地津修筑城墙，来逼近河内，河内的共、汲就都危险了。秦国占有了郑国故地，夺得垣雍，就会放荧泽的水来淹没大梁，大梁一定会灭亡了，大王的使者犯下太大的错误，以至



the state of Zhao. Why? Qin certainly won't send its troops to march over mountains and cross rivers to cut off the region of Shangdang of the state of Han to attack the powerful Zhao. Otherwise, the debacle in Yuyu would be repeated. If the troops of Qin cross the region of Henei, bypass Ye and Chaoge, and cross the Zhangshui River and the Fushui River to fight the troops of Zhao in the suburbs of the capital of Handan, they will suffer the same problems experienced by Marquis Zhi before. Certainly Qin won't dare to do that. If the troops of Qin attack the state of Chu, they will need to march over hills and dales to cover around three thousand *li* to attack the strong fortifications. In this case, they must cover an extremely long distance to attack a very tough target. Certainly Qin won't do that either. Qin won't dare to traverse Hewai, bypass the capital of Liang, and approach Shangcai and Shanling to fight the troops of the state of Chu in the suburbs of Chen. So I said that the troops of Qin will definitely not attack Chu and Zhao, nor will they invade Wei and Qi. After Han is defeated, on the day the troops of Qin are sent out of their state, the only state that will follow in the footsteps of Han is Wei.

“Qin has already occupied Huai, Mao and Xingqiu, and now it is building protective walls in Guijin. Based in these places, it can threaten Henei. As a result, both Gong and Ji located in the region of Henei will be in danger. If Qin takes over the territory used to belong to the state of Zheng, seize Yuanyong and release the water of Yingze (or the Ying Lake) to submerge the capital of Liang, Liang will be destroyed.





### 【原文】

之使者大过矣，乃恶安陵氏于秦，秦之欲许之久矣。然而秦之叶阳、昆阳与舞阳、高陵邻，听使者之恶也，（随）[堕]安陵氏而欲亡之。秦绕舞阳之北以东临许，则南国必危矣。南国虽无危，则魏国岂得安哉？且夫憎韩，不（受）[爱]安陵氏可也，夫不患秦之不爱南国，非也。

“异日者，秦乃在河西，晋国之去梁也，千里有余，河山以兰之，有周、韩而间之。从林军以至于今，秦十攻魏，五入国中，边城尽拔，文台堕，重都焚，林木伐，麋鹿尽，而国继以围。又长驱梁北，东至陶，卫之郊，北至乎阙，所亡乎秦者，[山南、]山北，河外河内，大县数百，名都数

### 【今译】

于在秦国那里说安陵国的坏话，秦国早就觊觎许地了。然而秦国占有叶阳、昆阳，跟舞阳、高陵相邻，听了使者败坏安陵的话，就摧毁了安陵而且想消灭它。秦军绕过舞阳北部，向东逼近许地，那南部地区必定就危险了。即使南部地区没有危险，魏国又怎么能得到安宁呢？再说，憎恨韩国、讨厌安陵国是可以的，要说不担心秦国的侵略、不爱惜南部地区，那就错了。

“以前，秦国处在黄河以西，晋国距离大梁一千多里，有河山拦着它，有周国和韩国隔在中间。从林地一战到现在，秦国十次进攻魏国，五次侵入国都，边境的城邑都被攻克了，文台被摧毁，重都被焚烧，林木被砍伐光，麋鹿被杀尽，继而国都又被包围。秦军又长驱挺进大梁北部，向东逼近陶、卫的郊区，向北到达阙，被秦国所占有的山南、山北、



Your emissary has committed a severe mistake by speaking ill of the state of Anling in front of the king of Qin. Qin has coveted Xu for a long time. Moreover, the regions of Sheyang and Kunyang of the state of Qin are adjacent to Wuyang and Gaoling. If the king of Qin listens to your emissary's accusations towards Anling, he will invade Anling and destroy it. Then the troops of Qin will bypass north Wuyang and march eastward to approach Xu. Thus our southern areas will be in danger. Although our southern areas might be free of threat, how can the state of Wei be safeguarded if this is the case? There is nothing wrong with hating the state of Han and disliking Anling. However, if you say that you don't worry about Qin's aggression or attach no importance to the southern areas, I cannot believe.

“Previously, the state of Qin was located west of the Yellow River, and the state of Jin was more than one thousand *li* away from the capital of Liang. In addition, there were mountains and rivers posing obstacles to Qin's troops, and the two Zhous and the state of Han were also in the way. Since the war in the area of Lin, the troops of Qin have invaded the state of Wei seven times and attacked the capital of Liang five times. After their aggression, all our border cities and towns were occupied, Wentai was destroyed, Chuidu was set on fire, the forests were hacked down, and the elk were exterminated. After that, they besieged the capital of Liang. They then traversed Liang, marched to the north, arrived at the suburbs of Tao and Wei and reached the area of Kan in the north. The regions of Shannan, Shanbei,



### 【原文】

十。秦乃在河西，晋国之去大梁也尚千里，而祸若是矣。又况于使秦无韩而有郑地，无河山以兰之，无周、韩以间之，去大梁百里，祸必百此矣。异日者，从之不成矣，楚、魏疑而韩不可得而约也。今韩受兵三年矣，秦挠之以讲，韩知亡，犹弗听，投质于赵，而请为天下雁行顿刃。以臣之观之，则楚、赵必与之攻矣。此何也？则皆知秦之[欲]无旁也，非尽亡天下之兵而臣海内之民，必不休矣。是故臣愿以从事乎王，王速受楚、赵之约而挟韩、魏之质，以存韩为务，因求故地于韩，韩必效之。如此，则

### 【今译】

河外、河内，大的县几百个，有名的郡城数十个。那时秦国还是在河西，晋国距离大梁也还有一千里，灾祸尚且这么严重啊。更何况秦国消灭韩国并且占有了郑国故地，没有山河拦着它，没有周国和韩国隔在中间，距离大梁仅仅一百里，灾祸一定比这大一百倍啊。有朝一日，合纵不能成功，楚国和魏国互相猜疑，而且不能跟韩国结盟。如今韩国遭受秦国的侵略已经三年了，秦国用讲和来扰乱韩国，韩国知道自己会灭亡，就不听从，把人质派送到赵国，并且请求为天下各国打头阵、决一死战。在我看来，楚国和赵国一定会加入进来进攻秦国了。为什么会是这样呢？因为都知道秦国的贪得无厌，不把天下各国的军队都消灭干净，不把海内的百姓全部征服，一定不肯罢休的。因此我愿意推行合纵来侍奉大王，大王赶快接受楚国和赵国的盟约，并且挟持韩国的人质，致力于保全韩国，趁机向韩国索要我们被占领的土地，韩国一定会把它



Hewai, Henei along with several hundred big counties and dozens of famous cities fell into Qin's hands. At that time, Qin was still located in Hexi, and the territory used to belong to the state of Jin was still more than one thousand *li* away from the capital of Liang. Yet Qin still posed a severe threat to your state. What will happen if Qin defeats Han and occupies the area of Zheng? If this is the case, there won't be any mountains or rivers posing obstacles to Qin's troops, nor will there be the two Zhous and the state of Han in their way. The border of Qin will be only one hundred *li* away from the capital of Liang. Therefore, the threat posed by Qin will be a hundred times worse. If the strategy of Hezong results in failure one day, the state of Chu and the state of Wei will suspicious of each other, and it will no longer be possible to win over the state of Han to join the alliance. Han has been suffering aggression for three years, and Qin has been distracting it by pretending to make peace. If Han realizes that it will be ruined by Qin and therefore refuses to listen to Qin, it will send the crown prince to Zhao as a hostage and willingly fight in the van for other states of the world to confront Qin's troops. From my point of view, Chu and Zhao will join Han in attacking Qin. Why? Because they all know that Qin's cupidity is endless, and it won't stop taking military action against other states until it defeats all other military forces and conquers other peoples of the world. Hence, I want to help you practice Hezong. Please join the agreement made by Han and Wei immediately. Accept their hostages, and focus on helping the state of Han survive.

### 【原文】

士民不劳而故地得，其功多于与秦共伐韩，然而无与强秦邻之祸。

“夫存韩安魏而利天下，此亦王之大时已。通韩之上党于韩，莫，使道已通，因而关之，出入者赋之，是魏重质韩以其上党也。共有其赋，足以富国，韩必德魏、爱魏、重魏、畏魏，韩必不敢反魏，韩是魏之县也。魏得韩以为县，则卫、大梁、河外必安矣。今不存韩，则二周必危，安陵必易，楚、赵大破，卫、齐甚畏，天下之西乡而驰秦，入朝为臣之日不久！”

### 【今译】

们献出来。这样一来，无需劳烦士民就能收复故地，这样做的功劳比带秦国一起进攻韩国要多，而且还没有跟强大的秦国为邻的祸患。

“保全韩国，安定魏国并且为天下各国谋利，这就是大王最好的时机了。恢复韩国的上党和韩、魏之间的交通，趁机设立关卡，向出入的人征收赋税。这样一来，韩国就把上党这一重要地区托付给魏国了。共同享有那里的赋税，足以使国家富裕起来，韩国一定会感激魏国、爱惜魏国、敬重魏国、畏惧魏国，韩国一定不敢背叛魏国，韩国就是魏国的一个县了。魏国得到韩国作为自己的县，卫、大梁、河外就一定安全了。如今不保全韩国，两个周国就一定会有危险，安陵一定会被攻克，楚国和赵国一定会被攻破，卫国和齐国就会非常恐惧，天下各国就会向西奔跑到秦国，到秦国朝拜称臣的日子不久也就到了。”

## 叶阳君约魏

### 【原文】

叶阳君约魏，魏王将封其子，谓魏王曰：“王尝身济漳，朝邯郸，抱葛

### 【今译】

叶阳君跟魏国结盟，魏王将要封赏他的儿子。不是对魏王说：“大





Thus if you demand your territory previously occupied by Han, Han will definitely return it to you. If this is the case, you can reoccupy the former areas without enlisting soldiers and the masses to take any military action. It will be more successful than joining Qin in attacking Han. Moreover, you can avoid the threat of being adjacent to the powerful Qin.

“This is the best opportunity for you to help Han survive, safeguard Wei and benefit the whole world. Open up the roads between the region of Shangdang of Han and Gong and Mo, and then set up toll-gates there to collect tariffs on those entering and leaving this area. Thus Han will entrust Wei with the important region—Shangdang. By sharing the tariffs to enrich both states, Han will definitely be grateful to Wei, love Wei, respect Wei as well as fear Wei. As a result, Han will definitely not dare turn against Wei. Thus Han is nothing but a county of Wei. If Wei can win over Han and treat it as its own county, the region of Wei, the capital of Liang and Hewai will be safe. But if you don’t assist Han, the two Zhou will be in danger, Anling will be destroyed, Chu and Zhao will be badly defeated, and Qi and Wei will be severely alarmed. All the states of the world will travel to the west to pay homage to the king of Qin and submit to him immediately.”

### **Lord Fengyang Built an Alliance with Wei**

Under Lord Fengyang’s leadership and supervision, the state of Zhao built an alliance with the state of Wei.



### 【原文】

《薛》[孽]、阴成以为赵养邑，而赵无为王有也。王能又封其子问阳、姑(衣)[密]乎？臣为王不取也。”魏王乃止。

### 【今译】

王曾经亲自渡过漳水到邯郸朝拜，奉上葛藟，阴成作为供养赵王的食邑，然而赵国却没有为大王做过什么事。大王又怎能把赵王的儿子分封在河阳、姑密呢？我认为大王这么做是不可取的。”于是魏王放弃了。

## 秦使赵攻魏

### 【原文】

秦使赵攻魏，魏谓赵王曰，“攻魏者，亡赵之始也。昔者，晋人欲亡虞而伐虢，伐虢者，亡虞之始也。故荀息以马与璧假道于虞，宫之奇谏而不听，卒假晋道。晋人伐虢，反而取虞。故《春秋》书之，以罪虞公。

### 【今译】

秦国让赵国攻打魏国，魏国派人对赵王说：“进攻魏国是赵国灭亡的开始。从前，晋国人想买掉虞国而攻打魏国。攻打魏国是虞国灭亡的开始。所以荀息把宝马和美玉送给虞国君主来向他借道。宫之奇进谏，虞国君主却不听从，最终同意让晋国借道。晋国军队进攻魏国，回来的途中又攻取了虞国。所以《春秋》中记载了这件事，来谴责虞国君



Therefore, the king of Wei was about to confer some land on Lord Fengyang's son. Su Qin had a talk with the king and said, "You once crossed the Zhangshui River and made for Handan to pay homage to the king of Zhao in person. You also ceded the areas of Genie and Yincheng to him as fiefs. However, the state of Zhao has done nothing for you in return. Why are you now going to confer Heyang and Gumi on Lord Fengyang's son? I personally think it is unwise to do so." The king of Wei then gave up his plan.

### Qin Ordered Zhao to Attack Wei

The state of Qin ordered the state of Zhao to send troops to attack the state of Wei. Wei sent someone to inform the king of Zhao as follows: "Attacking Wei is the beginning of the process of ruining Zhao. Previously, the people of the state of Jin wanted to overthrow the state of Yu, so they made an excuse to launch military action against the state of Guo. Launching military action against Guo is the beginning of the process of the perdition of Yu. So Xun Xi presented swift horses and precious jade to the sovereign of Yu to ask for his permission to let the troops of Jin march through his territory to attack Guo. Gong Zhiqi remonstrated with the sovereign fiercely but the sovereign wouldn't listen to him. He finally agreed to let the troops of Jin march through his state. Then the troops of Jin attacked Guo. And on their way back, they occupied Yu. Hence, *The Spring and Autumn Annals* records this story to reprimand the sovereign of Yu. Now





### 【原文】

今国莫强于赵，而并齐、秦。王贤而有声者相之，所以为腹心之疾者，赵也。魏者，赵之敌也；赵者，魏之虞也。听秦而攻魏者，虞之为也。愿王之熟计之也。”

### 【今译】

王。如今各诸侯国中没有比赵国更强大的了，国力可以跟齐国和秦国相提并论，大王贤明而且任用有声望的人做相国。能成为秦国的心腹之患的，就是赵国。魏国是赵国的敌国，赵国是魏国的虞国。如果听从秦国来进攻魏国，那就是虞国的所作所为了。希望大王仔细考虑这件事啊。”

## 魏太子在楚

### 【原文】

魏太子在楚，谓楼子干郢陵曰：“公必且待齐、楚之合也，以救皮氏。今齐、楚之理必不合矣。彼翟子之所恶于国者，无公矣。其人皆欲合齐，秦外楚以轻公，公必谓齐王曰：‘魏之受兵，非秦实首伐之也，楚恶魏之事王也，故劝秦攻魏。’齐王故欲伐楚，而又怒其不已善也，必令魏以地听秦而为和。以张子之强，有秦、韩之重，齐王恶之，而魏王不敢据

### 【今译】

魏国的太子在楚国做人质，他派人到郢陵对楼庸说：“您一定等待齐国和楚国联合起来解救皮氏。如今齐国和楚国一定联合不起来了。国内人当中，翟强最讨厌的就是您了。他的同党都想跟齐国和秦国联合、疏远楚国来减轻您的势力，您一定会对齐王说：‘魏国遭到入侵，并非秦国首先要攻打它，楚国讨厌魏国侍奉大王，所以劝说秦国进攻魏国。’齐王本来就想攻打楚国，并且又恼火它对自己不友好，必定会让魏国割让土地、服从秦国，从而跟秦讲和。凭着张仪当时的强大，又把持



Zhao is one of the most powerful states in the world, and it is as powerful as the states of Qi and Qin. In addition, Your Majesty is wise and capable. And your prime minister is a person of high reputation. So Zhao is a serious threat to Qin. The relationship between Wei and Zhao is somewhat the same as that between Guo and Yu. If you take the orders of Qin's king to attack Wei, you will do the same as Yu did before. I hope that you will think it over carefully. ”

### The Crown Prince of Wei Was in Chu

The Crown Prince of the state of Wei was staying in the state of Wei as a hostage. He sent someone to Yanling to persuade Lou Bi as follows: “You are determined to wait for the state of Qi and the state of Chu to build an alliance to rescue Pishi. However, obviously Qi and Chu won't ally with each other. In the state of Wei, you are the one Zhai Qiang hated most. Zhai Qiang's followers all plan to unite with the states of Qi and Qin to alienate the state of Chu, and thus to diminish your power. You should certainly send the following message to the king of the state of Qi: ‘The state of Wei is under attack. However, it was not the state of Qin that has taken the lead in attacking Wei. The state of Chu hated Wei to submit to you, so it persuaded Qin to attack Wei.’ The king of Qi has already been planning to attack Chu, and he also has been angered due to Chu's unfriendly attitude towards him. So he will definitely ask Wei to cede some land to Qin, submit to Qin and therefore make peace with Qin. When the powerful personage—Zhang Yi was in



### 【原文】

也。今以齐、秦之重，外楚以轻公，臣为公患之。苟之出地以为和于秦也，岂若由楚乎？秦伐攻楚，楚还兵，魏王必惧，公因寄汾北以于秦而为和，合亲以孤齐、秦，楚重公，公必为相矣！臣意秦王与穰里疾之欲之也，臣请为公说之。”

乃(请)[谓]穰里子曰，“攻皮氏，此王之首事也，而不能拔，天下且以此轻秦。且有皮氏足以攻韩、魏，利也。”穰里子曰，“吾已合魏矣，无所用之。”对曰，“臣愿以鄙心意公，公无以为罪。有皮氏，国之大利也，而以与魏，公终自以为不能守也，故以与魏。今公之力有余守之，何故

### 【今译】

着秦国和韩国的重权，齐王讨伐他，魏王就不敢依恃他。如今凭借着齐国和秦国的强大势力，疏远楚国来降低您的权势，我为您感到担忧。都是割让土地来跟秦国讲和，哪里比得上服从楚国呢？如果秦国迅速派兵进攻楚国，楚国撤兵，魏王一定会很惊恐，您趁机把汾北割让给秦国来跟它讲和，秦、魏、楚联合起来，齐国就孤立了。秦国和楚国重视您，您一定能做上相国了。我猜想秦王和穰里疾希望出现这种情形，请让我为您说和一下。”

于是对穰里疾说，“进攻皮氏，是文王的头等大事，然而假如不能攻克，天下各国就会因此而轻视秦国。而且占领了皮氏，以其为据据地来进攻韩国和魏国，是有利的。”穰里疾说，“我已经跟魏国联合起来了。皮氏对我没有任何用处了。”那人回答说：“我愿意用我的心思来揣测一下您的心理，您不要怪罪我。占领皮氏对国家是非常有利的，但您却把皮氏让给魏国，您这么做应该是认为自己终究不能固守皮氏，所以才让魏



power, Qin and Han were under his firm control. However, the king of Qi disliked him. As a result, the king of Wei did not dare rely on him. Now through the might of Qi and Qin, Zhai Qiang and his supporters are about to alienate Chu and thus impair your power. I am worried about you. If you are going to cede some land to Qin to make peace with it, why not join Chu instead? If Qin launches attacks on Chu immediately, the troops of Chu (stationed here to help us) will withdraw, and the king of Wei will be scared. Then you can take occasion to cede the region north of the Fenshui River to Qin to make peace with it. Thus you can ally with Qin to alienate Qi. Qin and Chu will attach importance to you, and certainly you will be designated as the new prime minister. I think both the king of Qin and Chu Liji hope for this result. Please allow me to discuss it with them on your behalf."

So the messenger went to consult with Chu Liji and said, "It is of primary importance for His Majesty (referring to the king of Qin) to attack Pishi. However, if you cannot occupy it, people of the world will look down on Qin. If you seize Pishi and then attack Han and Wei based in this region, it will be advantageous to your state." Chu Liji said, "I have already made peace with Wei, so Pishi is of no use to me." The man replied, "I will try to read your mind according to my own perspective. Please don't blame me for that. I think that if you keep Pishi, your state will benefit. However, you have returned it to Wei. You probably did so because you thought you would not be able to maintain it, so you decided to return it to Wei. But you are indeed more than capable of maintaining Pishi, so why did you give it up?" Chu Liji



### 【原文】

尚弗有也？”穉里子曰：“奈何？”曰：“魏王之所恃者，齐、楚也；所用者，楼廉、翟强也。今齐王谓魏王曰，‘欲讲攻于齐，’王兵之辞也，是弗救矣。楚王怒于魏之不用楼子，而使翟强为和也，恐讫已绝之矣。魏王之惧也，见亡。翟强欲合齐、秦外楚，以轻楼廉；楼廉欲合秦、楚外齐，以轻翟强。公不如按魏之和，使人谓楼子曰：‘子能以汾北与我乎？请合于楚外齐，以重公也。此百事也。’楼子与楚王必疾矣。又谓翟子：‘子能以汾北与我乎？必为合于齐、外于楚，以重公也。’翟强与齐王必疾矣。是公外得齐，楚以为用，内得楼廉，翟强以为佐，何故不能有地于河东乎？”

### 【今译】

了魏国。可是您现在的力量守卫皮氏还有余，为什么不想占据它呢？”穉里鸡说：“怎么办？”那人说：“魏王所倚仗的，是齐国和楚国；所重用的，是楼廉和翟强。如今齐王对魏王说：‘真想进攻齐国！’这是主战的话，因此是不会营救魏国的。楚王恼怒魏国不重用楼廉，却派翟强跟齐国和秦国联合，他表现出愤怒的神色，而且已经跟魏国断绝关系了。魏王很害怕，意识到自己就要被消灭了。翟强想跟齐国和秦国联合，就远楚国，来减轻楼廉的权势；楼廉想跟秦国和楚国联合，就远齐国，来减轻翟强的权势。您不如阻止魏国讲和，派人对楼廉说：‘您能把汾北地区给我吗？那我就帮您联合楚国，疏远齐国，来助长您的权势，这是我能够做到的。’楼廉肯定急于跟楚王联合。再对翟强说：‘您能把汾北地区给我吗？那我就帮您联合齐国、疏远楚国，来助长您的权势。’翟强一定急于联合齐王。这样一来，您在外国能争取到齐国和楚国为自己所用，在国内能赢得楼廉和翟强来帮助自己，为什么不能占有河东地区？”



asked, "How can I maintain it then?" The man said, "The states the king of Wei are resorting to, are Qi and Chu. The people the king of Wei employs to govern his state are Lou Bi and Zhai Qiang. Now the king of Qi has told the king of Wei, 'Are you really about to attack Qi?' It means that he is ready to confront the troops of Wei and therefore won't come to our rescue. The king of Chu is angry because Wei refused to appoint Lou Bi to govern the state but asked Zhai Qiang to make peace with Qin instead. He seems so angry that he has already cut off ties with Wei. The king of Wei was frightened and realized that his state might be ruined. Zhai Qiang wants to ally with Qi and Qin, alienate Chu and thus diminish Lou Bi's power. Lou Bi wants to ally with Qin and Chu, alienate Qi and thus diminish Zhai Qiang's power. You'd better stop Wei from making peace with Qin and send someone to take a message to Lou Bi as follows: 'Can you give me the land north of the Fenshui River? If you can, I will build an alliance with Chu and at the same time estrange Qi for you to consolidate your power. That's within my reach.' Lou Bi will definitely be eager to win over the king of Chu. Then you can also send a message to Zhai Qiang as follows: 'Can you give me the land north of the Fenshui River? If you can, I will build an alliance with Qi and at the same time estrange Chu for you to consolidate your power.' Zhai Qiang will definitely be eager to win over the king of Qi. Thus you can use the states of Qi and Chu as well as win over Lou Bi and Zhai Qiang to support you within this state. Why shouldn't you be able to secure the region of Hedong (referring to the area east of the Yellow River)?"

## 卷二十五 魏 四

### 献书秦王

#### 【原文】

（原文）献书秦王曰：“昔[臣]窃闻大王之谋出事于梁，谋恐不出于计矣，愿大王之熟计之也。梁者，山东之要也。有蛇于此，击其尾，其首救；击其首，其尾救；击其中身，首尾皆救。今梁（王）[者]，天下之中身也。秦攻梁者，是示天下要断山东之脊也，是山东首尾皆救中身之时也。山东见亡，必恐，恐必大合。山东尚强，臣见秦之必大忧可立而待也。臣窃为大王计，不如南出事于南方。其兵弱，天下必能救，地可广

#### 【今译】

有人给秦王献上一封书信说：“我私下里听说大王谋划着进攻魏国，恐怕大王的计谋要受挫了，希望大王仔细考虑此事啊。魏国是山东各国的要冲。譬如有一条蛇在这里，击打它的尾部，它的头部就会过来救援；击打它的头部，它的尾部就会过来救援；击打它的中部，头部和尾部都会过来救援。如今魏国是天下的中心。秦国进攻魏国，是向天下人表明要砍断山东各国的脊梁，这就是山东各国头部和尾部都来营救中部的的时候了。山东各国发觉自己将要灭亡，一定会非常恐慌，恐惧了就会在很大程度上联合起来。山东各国倘若结成强大联盟，我预料秦国的巨大的忧患很快就会到来了。我私下为大王打算，不如向南进攻楚国。楚国兵力薄弱，天下各国不能援救它，（进攻楚国，）辅地可以打



## Book 25

### The Fourth Volume on Wei

#### Someone Presented a Letter to Qin's King

Someone presented a letter to the king of the state of Qin, which stated, "I privately heard that you are planning to attack the state of Wei, but I am afraid that you might not be able to carry out your strategy. So I hope that you think about it carefully. As for the state of Wei, it is central to those states located east of Mount Xiao. Suppose there were a snake. If its tail were hit, its head would go to the tail's rescue. If the head were hit, the tail would go to the head's rescue. If the centre of the body were hit, both the head and the tail would go to the centre's rescue. The state of Wei is the centre of the world. If the troops of Qin attack Wei, it simply tells people all over the world that you are about to cut off the spine of those states located east of Mount Xiao. Therefore, it is the right time for all of them to come to Wei's rescue. If these states located east of Mount Xiao realize that they will be defeated, they will definitely become frightened. If they are frightened, they will definitely build a strong alliance with each other. If these states build a strong alliance, I can foresee that the state of Qin will soon be under severe threat. On your behalf, I personally think it would be better if you take military action against the state of Chu in the south. Chu's military force is weak, and other states





### 【原文】

大，国可富，兵可强，主可尊。王不闻汤之伐桀乎？试之弱密须氏以为武教，得密须氏而汤之服桀矣。今秦国与山东为仇，不先以弱为武教，兵必大挫，国必大忧！”秦果南攻蓝田、郢郢。

### 【今译】

大，国家可以富强，兵力可以强大，君主可以尊威。大王没有听说过汤讨伐桀吗？用薄弱的密须氏来试探敌方的武功教习情况，占领密须氏后，汤就知道如何征服桀了。如今秦国跟山东各国结仇，不先从薄弱的地方开始试探武功教习，兵力一定会受到重创，国家一定会陷入极大的忧患。”秦国果然向南进攻蓝田、郢与郢。

## (八)[六]年谓魏王

### 【原文】

(八)[六]年(阙文)谓魏王曰：“昔曹恃齐而轻晋，齐伐釐、莒而晋人亡曹。缙恃齐以悍越，齐和子乱而越人亡缙。郑恃魏以轻韩，伐榆关而韩氏亡郑。原恃秦、翟以轻晋，秦、翟年谷大凶而晋人亡原。中山恃齐。

### 【今译】

(秦始皇即位第)六年，有人对魏王说：“从前曹国倚仗齐国而轻视晋国，齐国进攻釐国和莒国的时候，晋国人消灭了曹国。缙国倚仗齐国来抗拒越国，齐国田和作乱的时候，越国人消灭了缙国。郑国倚仗魏国而轻视韩国，魏国攻打榆关的时候，韩国人消灭了郑国。原国倚仗秦国和翟国而轻视晋国，秦国和翟国闹饥荒的时候，晋国人消灭了原国。中



won't come to its rescue. So you can enlarge your territory, enrich your state, strengthen your military forces and consolidate your power. Haven't you heard of the story of Tang attacking Jie? He attacked the Mixus first to test Jie's military power. After he conquered the Mixus, he knew how to defeat Jie. Now Qin is at enmity with those states east of Mount Xiao, and doesn't attack the weak areas first to test their military power. Your troops will be badly defeated, and your state will be in severe trouble." The troops of Qin attacked Lantian, Yan and Ying in the south as expected.

#### **During the Sixth Year, Someone Had a Talk with Wei's King**

During the sixth year (after Emperor Qin Shihuang was enthroned), someone had a talk with the king of the state of Wei and said, "Previously, the state of Cao relied on the state of Qi and therefore disregarded the state of Jin. When Qi attacked the state of Lai and the state of Ju, the people of Jin destroyed Cao. The state of Zeng relied on the state of Qi to confront the state of Yue. When Tian He stirred up a rebellion in Qi, the state of Qi was in chaos and the people of Yue destroyed Zeng. The state of Zheng relied on the state of Wei and therefore disregarded the state of Han. When the troops of Wei attacked Yuguan, the people of Han destroyed Zheng. The state of Yuan relied on the state of Qin and the Di people, and therefore disregarded the state of Jin. When both Qin and the Di people suffered from severe famine, the people of Jin destroyed Yuan. The state of Zhongshan relied



### 【原文】

魏以轻赵，齐、魏伐楚而赵亡中山。此五国所以亡者，皆其所恃也。非独此五国为然而已也，天下之亡国皆然矣。夫国之所以不可恃者多，其变不可胜数也。或以政教不修、上下不辑而不可恃者，或有诸侯邻国之虞而不可恃者，或以年谷不登、储积竭尽而不可恃者，或化于利、比于患。臣以此知国之不可必恃也。今王恃楚之强，而信春申君之言，以是质秦，而久不可知。即春申君有变，是王独受秦患也。即王有万乘之国而以一人之心为命也。臣以此为不完，愿王之熟计之也。”

### 【今译】

山国倚仗齐国和魏国而轻视赵国，齐国和魏国进攻楚国的时候，赵国消灭了中山国。这五个国家之所以灭亡，都是因为倚仗别国的缘故。不仅仅这五个国家是这样的，天下被消灭的国家都是这样的。别国之所以不可以倚仗的原因太多了，它们的变化数不过来。有的因为政教法令不善，君臣上下不和睦而不可以倚仗，有的因为来自别国或邻近国家的忧患而不可以倚仗，有的因为庄稼收成不好、积蓄用尽而不可以倚仗，有的被某种利益诱惑而接近了灾祸。我因此知道不可以一定要倚仗别国。如今大王倚仗楚国的强大，并且相信春申君的话，因此做了秦国进攻的目标，而且好长时间都不知道。假如春申君有了变故，大王就得独自遭受秦国入侵的祸患。大王拥有一个有着一万辆战车的国家却只听从春申君一个人的命令。我认为这么做是不妥的，希望大王仔细谋划这件事。”



on the state of Qi and the state of Wei, and therefore disregarded the state of Zhao. When Qi and Wei attacked the state of Chu, the people of Zhao destroyed Zhongshan. These five states were destroyed because they relied exclusively on their alliance. Not only were these five states destroyed for this reason. All the states that have been destroyed shared the same experience. So many reasons indicate that a state cannot rely on its allies, as there are numerous uncertain factors within an alliance. Some states cannot be relied on because their policies and edicts are not good, and the relationship between rulers and subjects is not harmonious. Some states cannot be relied on because they are under the threat of foreign aggression or have other problems caused by their neighbouring states. Some states are not dependable because of famine and the exhaustion of all the resources and grain stores. Some states cannot be relied on because they are tempted to take action for some profit but eventually find themselves in trouble. For all these reasons, I know that a state cannot rely exclusively on its alliance. Now you rely on the might of the state of Chu and believe the promises made by Lord Chunshen. Thus you are making yourself a target of the state of Qin, but you haven't realized this for a long time. If Lord Chunshen changes his mind, you will be the only one suffering Qin's aggression. You own a state with ten thousand chariots. Why do you need to take orders only from Lord Chunshen? I don't think it is wise for you to do so, and I hope that you can think about what I said carefully."



## 魏王问张旄

### 【原文】

魏王问张旄曰：“吾欲与秦攻韩，何如？”张旄对曰：“韩且坐而胥亡乎？且割而从天下乎？”王曰：“韩且割而从天下。”张旄曰：“韩怨魏乎？怨秦乎？”王曰：“怨魏。”张旄曰：“韩强秦乎？强魏乎？”王曰：“强秦。”张旄曰：“韩且割而从其所强，与所不怨乎？且割而从其所不强，与其所怨乎？”王曰：“韩将割而从其所强，与其所不怨。”张旄曰：“攻韩之事，王自知矣。”

### 【今译】

魏王问张旄：“我想跟秦国一起进攻韩国，怎么样？”张旄回答说：“韩国将坐待灭亡呢，还是将割让土地来屈从于天下各国？”魏王说：“韩国将割让土地来屈从于天下各国。”张旄说：“韩国怨恨魏国呢，还是怨恨秦国？”魏王说：“怨恨魏国。”张旄说：“韩国认为秦国强大呢，还是认为魏国强大？”魏王说：“认为秦国强大。”张旄说：“韩国将会割让土地并屈服于它认为强大的国家，跟自己不怨恨的国家结盟呢，还是将割让土地并屈服于它认为不强大的国家，跟自己所怨恨的国家结盟？”魏王说：“韩国将割让土地并且屈服于它认为强大的国家，跟自己不怨恨的国家结盟。”张旄说：“是否进攻韩国一事，大王自己心里明白了。”

## 客谓司马食其

### 【原文】

客谓司马食其曰：“虑久以天下为可一者，是不知天下者也。欲独

### 【今译】

有个客人对司马食其说：“认为天下各国可以联合起来的，大概是不了解天下形势的人。想单独用魏国来抗拒秦国的，是不了解魏国的



### **Wei's King Asked Zhang Mao a Question**

The king of the state of Wei asked Zhang Mao, "I want to join the state of Qin in attacking the state of Han. What do you think about that?" Zhang Mao replied, "Do you think Han will wait to be destroyed? Or do you think it will cede some land and thus submit to other states in the world?" The king said, "Han will cede some land and submit to other states." Zhang Mao asked, "Do you think Han hates our state or the state of Qin?" The king said, "It hates Wei." Zhang Mao asked, "Do you think Han considers Qin more powerful, or our state more powerful?" The king said, "It considers Qin more powerful." Zhang Mao asked further, "Do you think Han will cede land and submit to the more powerful state as well as ally with the state it doesn't hate, or will it cede land and submit to the less powerful state as well as ally with the state it hates?" The king said, "Han will cede land and submit to the more powerful state as well as ally with the state it doesn't hate." Zhang Mao said, "Then whether or not we should attack Han is clear to you."

### **A Guest Had a Talk with Sima Siji**

A guest had a talk with Sima Siji and said, "Generally those advocating allying with all other states in the world don't know the situation of the world. Those advocating that the state of Wei confront the state of Qin alone don't know

### 【原文】

以魏支秦者，是又不知魏者也。谓兹公不知此两者，又不知兹公者也。然而兹公为从，其说何也？从则兹公重，不从则兹公轻。兹公之处重也，不实为期。子何不殃及三国方坚也自委于秦？秦必受子。不然，横者将图子以合于秦，是取子之资而以资子之仇也。”

### 【今译】

人。说此公不了解这两群人的，又是不了解此公的人。然而此公主张合纵，为什么持这种说法呢？合纵成功，此公就会掌握重权；不进行合纵，此公的权势就轻。此公掌握了重权，就不管合纵有没有实效。您为何不赶快趁着三个国家正坚定联合在一起的时候自己讨好秦国？秦国一定会接受您的。不然的话，主张连横的人将利用您来跟秦国联合，这就是拿您的钱去资助您的仇人了。”

## 魏秦伐楚

### 【原文】

魏、秦伐楚，魏王不欲。楼缓谓魏王曰：“王不与秦攻楚，楚且与秦攻王。王不如令秦、楚战，王交制之也。”

### 【今译】

魏国和秦国一起进攻楚国，魏王不想这么做。楼缓对魏王说：“大王不跟秦国一起进攻楚国，楚国就要跟秦国一起进攻大王。大王不如让秦国和楚国开战，就可以把它们都控制起来。”

## 穰侯攻大梁

### 【原文】

穰侯攻大梁，（乘）[入]北（郢）[宅]，魏王且从。谓穰侯曰：“君攻

### 【今译】

穰侯进攻大梁，攻克北宅，魏王即将投降。有人对穰侯说：“您进攻

the situation in Wei. People who think a man knows nothing about these aforementioned two kinds of people don't know this man. What's the reason for a man to advocate Hezong (referring to the strategy of allying with all other states in the world to counterattack the state of Qin)? Well, if Hezong succeeds, he will become very powerful. If not, he will lose power. Although he advocates Hezong, he doesn't expect any concrete results at all. Why not hobnob with Qin now when those three states are still firmly allied with one another? Qin will definitely accept you. Otherwise, people advocating Lianheng will conspire against you and at the same time try to build an alliance with Qin. If this is the case, you will support your enemies with your own strength."

### **Wei and Qin Attacked Chu**

The state of Wei and the state of Qin planned to attack the state of Chu together, but the king of Wei was reluctant to do so. Lou Huan persuaded him, "If you don't join Qin in attacking Chu, Chu will join Qin in attacking you. It would be better if you let Qin and Chu engage in a war with each other, then you can control both of them."

### **Marquis Rang Attacked the Capital of Liang**

Marquis Rang of the state of Qin attacked the capital of Liang of the state of Wei and conquered the region of Beizhai. The king of Wei was about to yield to the marquis. Someone







### 【原文】

楚，得宛，横以广陶；攻齐，得刚（博）[寿]以广陶；[攻魏，]得许，郢陵以广陶。秦王不问者，何也？以大梁之未亡也。今日大梁亡，许，郢陵必议，议则君必劳。为君计者，勿攻便。”

### 【今译】

楚国，占领了宛，横来扩大陶的地盘；进攻齐国，占领了刚寿来扩大陶的地盘；占领了许，郢陵来扩大陶的地盘。秦王没有过问这些事，为什么？因为大梁还没有攻克的缘故。如今大梁就要灭亡了，必定有人非议您占有许和郢陵。有人非议，您必然要陷入困境了。为您考虑，不攻打大梁是有利的。”

## 白珪谓新城君

### 【原文】

白珪谓新城君曰，“夜行者能无为奸，不能禁狗使无吠己也。故臣能无议君于王，不能禁人议臣于君也。”

### 【今译】

白珪对新城君说：“在夜间行走的人能不做坏事，但不能阻止狗，让它不朝自己狂吠。因此我能够不在大王面前说您的坏话，但不能禁止别人在您面前说我的坏话。”

## 秦攻韩之管

### 【原文】

秦攻韩之管，魏王发兵救之，昭忌曰：“夫秦，强国也，而韩，魏境

### 【今译】

秦国军队进攻韩国的管，魏王派兵营救。昭忌说：“秦是一个强大的国家，而且韩国和魏国跟秦国接壤，秦国不出兵进攻便罢，如果出兵



had a talk with Marquis Rang and said, "You have invaded the state of Chu and seized the areas of Wan and Rang from it to enlarge your own fief in Tao. You have invaded the state of Qi and seized the areas of Gangshou to enlarge your own fief in Tao. You have also seized the regions of Xu and Yanling to enlarge your fief in Tao. However, the king of Qin hasn't mentioned this. Why? Because the capital of Liang has not yet been destroyed. Now if you destroy the capital of Liang, there will be people protesting against your keeping Xu and Yanling for yourself. If this is the case, you will find yourself at an impasse. For your sake, you'd better give up attacking Liang."

### **Bai Gui Told Lord Xincheng**

Bai Gui told Lord Xincheng, "People walking during the night can restrain themselves from committing any misconduct. However, they cannot make dogs stop yapping at them. Accordingly, I won't speak ill of you in front of His Majesty. However, I cannot stop others speaking ill of me in front of you."

### **Qin Attacked Guan of Han**

The troops of the state of Qin attacked the region of Guan of the state of Han, and the king of the state of Wei sent some troops to rescue Guan. Zhao Ji said, "Qin is a very powerful state, and lies adjacent to the state of Han and the

### 【原文】

(梁)[挈]。不出攻则已，若出攻，非于韩也，必魏也。今幸而于韩，此魏之福也。王若救之，夫解攻者，必韩之管也，致攻者，必魏之梁也。“魏王不听，曰：“若不因救韩，韩怨魏，西合于秦，秦、韩为一，则魏危。”遂救之。

秦果释管而攻魏。魏王大恐，谓昭忌曰：“不用子之计祸至，为之奈何？”昭忌乃为之见秦王曰：“臣闻明主之听也，不以挟私为政，是参行也。愿大王无攻魏，听臣也。”秦王曰：“何也？”昭忌曰：“山东之从，时合时离，何也哉？”秦王曰：“不识也。”曰：“天下之合也，以王之不必也；其离也，以王之必也。今攻韩之管，国危矣，未卒而移兵于梁，合天下之

### 【今译】

进攻，它不是攻打韩国，就必定是攻打魏国。如今幸而它进攻韩国，这是魏国的福气。大王如果管救韩国，那解除进攻的一定是韩国的管，排挤进攻的一定是魏国的梁。”魏王没有听从，说：“如果不管救韩国，韩国怨恨魏国，向西跟秦国联合，秦国和韩国联合起来，那魏国就危险了。”于是派兵管救韩国。

秦军果然放弃了管而进攻魏国，魏王非常惊恐，对昭忌说：“没有采纳您的意见而招致了灾祸，怎么办呢？”于是昭忌为他去见秦王，说：“我听说英明的君主采纳建议，不用自己的私心处理政事，这就是参考别人的意见行事。希望大王不要进攻魏国，听从我的建议。”秦王说：“什么建议？”昭忌说：“山东各国合纵，时合时离，为什么呢？”秦王说：“不知道。”昭忌说：“天下各国联合，是因为大王不信守承诺；它们解散，是因为大王信守承诺。如今进攻韩国的管，韩国陷入危机了，没有结束战



state of Wei. We will be safe if Qin is at peace. If the troops of Qin are deployed, they will either attack the state of Han or our state. We are lucky this time since they are attacking Han. If you send troops to assist Han, the troops of Qin will withdraw from Guan of the state of Han and will then definitely turn to attack our capital—Liang.” However, the king of Wei did not listen to him, and said, “If we do not send reinforcements to Han, Han will be bitter towards us, and therefore will ally with the state of Qin in the west. If Qin and Han ally with each other, our state will be in danger.” So the king sent troops to assist Han.

The troops of Qin gave up Guan and attacked the state of Wei as expected. The king of Wei was extremely frightened, and he told Zhao Ji, “We are now in trouble because I did not take your advice. What shall we do now?” On behalf of the king of Wei, Zhao Ji went to see the king of Qin and said, “I heard that the way a wise sovereign governs his state is that instead of conducting government affairs according to his own whim, he will listen to the advice of others. I hope that you will stop attacking Wei. Please take my advice.” The king of Qin asked, “What advice will you give me?” Zhao Ji said, “Why do those states east of Mount Xiao sometimes ally with one another, and at other times cut off relations with each other?” The king of Qin said, “I do not know.” Zhao Ji said, “The reason that they build an alliance is that you do not keep your word. And the reason that they cut off ties with one another is that you sometimes keep your word. Recently you attacked Guan of the state of Han, but before the battles



### 【原文】

从，无精于此者矣。以为秦之求索，必不可支也。故为王计者，不如（齐）[制]赵。秦已制赵，则燕不敢不事秦，荆、齐不能独从。天下争敌于秦，则弱矣。”秦王乃止。

### 【今译】

斗就转移兵力进攻大梁，促使天下各国联合起来的，没有比这更有效的时候了。它们认为秦国的索求一定是不能被满足的。所以为大王考虑，不如控制起赵国。秦国控制起赵国以后，燕国就不敢不侍奉秦国，楚国和齐国就不能单独联合起来。如果天下各国争相跟秦国为敌，秦国就会削弱了。”于是秦王停止进攻魏国。

## 秦赵构难而战

### 【原文】

秦、赵构难而战。谓魏王曰：“不如齐赵而构之秦。王不构赵，赵不以毁构矣；而构之秦，赵必复斗，必重魏。是并制秦、赵之事也。王欲焉而收齐，赵攻荆，欲焉而收荆，赵攻齐，欲王之东长之待之也。”

### 【今译】

秦国和赵国交战。有人对魏王说：“不如帮助赵国跟秦国决战。大王如果不帮助赵国，赵国就不会用已经被挫败的军队跟秦军交战了；而如果帮助它对抗秦国，赵军一定会重新投入战斗，必定会重视魏国。这样一来，就同时控制住了秦国和赵国的战事。大王或者是想跟齐国和赵国联合起来进攻楚国，或者是想跟楚国和赵国联合起来进攻齐国，大王就等着做山东各国的领袖吧。”



there were over, you ordered the officers and men to attack the state of Wei. Nothing is more likely to bring on an alliance of those states than this. These states believe that the greed of the state of Qin is endless and therefore it cannot be satisfied anyway. Hence, for your sake, it would be better to take control of the state of Zhao. If Qin takes control of Zhao, the state of Yan will not dare refuse to submit to you. And as a result, the state of Chu and the state of Qi cannot build an alliance among themselves. If all other states in the world vie with each other in attacking you, the state of Qin will be weakened." So the king of Qin gave up his military action against Wei.

### **Qin and Zhao Engaged in a War**

The troops of the state of Qin and those of the state of Zhao engaged in a war against each other. Someone had a talk with the king of Wei and said, "You'd better help Zhao confront Qin. If you do not help Zhao, Zhao will no longer fight the troops of Qin with only the remnants of its army. If you help Zhao confront Qin, the troops of Zhao will definitely launch attacks on Qin again. Therefore, Zhao will attach importance to your state. Thus you can manipulate warfare between Zhao and Qin. You can either persuade both the state of Qi and the state of Zhao to attack the state of Chu, or win over both the state of Chu and the state of Zhao to attack the state of Qi. Then you can await becoming the leader of all those states located east of Mount Xiao."



## 长平之役

### 【原文】

长平之役，平都君说魏王曰：“王胡不为从？”魏王曰：“秦许吾以垣雍。”平都君曰：“臣以垣雍为空割也。”魏王曰：“何谓也？”平都君曰：“秦、赵久相持于长平之下而无决。天下合于秦，则无赵；合于赵，则无秦。秦恐王之变也，故以垣雍饵王也。秦战胜赵，王敢责垣雍之割乎？”（王）曰：“不敢。”“秦战不胜赵，王能令韩出垣雍之割乎？”（王）曰：“不能。”“臣故曰垣雍空割也。”魏王曰：“善。”

### 【今译】

长平战役中，平都君游说魏王道：“大王为什么不加入合纵呢？”魏王说：“秦国许诺把垣雍归还给我。”平都君说：“我认为归还垣雍不过是句空话。”魏王问：“为什么这样说呢？”平都君说：“秦国和赵国在长平相持不下有很长时间了。天下各国跟秦国联合起来，赵国就会灭亡；跟赵国联合起来，秦国就会灭亡。秦国担心大王会改变主意，所以用垣雍来诱惑大王。如果秦国战胜了赵国，大王敢要求它割让垣雍吗？”魏王说：“不敢。”“如果秦国不能战胜赵国，大王能让韩国把垣雍割让出来吗？”魏王说：“不能。”“所以我说割让垣雍是一句空话啊。”魏王说：“好。”

## 楼梧约秦魏

### 【原文】

楼梧约秦：魏，将令秦王遇于境，谓魏王曰：“遇而无相，秦必置相。”

### 【今译】

楼梧撮合秦国跟魏国会盟，要安排魏王和秦王在边境上会晤，他



## The War in Changping

During the war in Changping, Lord Pingdu consulted with the king of the state of Wei and asked him, "Why not join other states in counterattacking the state of Qin?" The king of Wei said, "Qin has promised to cede me the region of Yuanyong (an area that used to belong to the state of Wei but was occupied by the state of Han)." Lord Pingdu said, "I think ceding Yuanyong to us is nothing but an empty promise." The king asked, "What do you mean?" Lord Pingdu said, "The troops of Qin and those of Zhao have been engaged in a war for a long time and no one knows which side will win. If other states in the world ally with the state of Qin, the state of Zhao will be destroyed. If they ally with the state of Zhao, the state of Qin will be destroyed. The king of Qin is afraid that you might change your mind, so he promised to cede you the region of Yuanyong to appease you. If Qin wins the war against Zhao, dare you demand the region of Yuanyong from Qin?" The king said, "I dare not do that." "If Qin does not win the war against Zhao, can you persuade the state of Han to cede the region of Yuanyong to you?" The king said, "I cannot." "That's why I said it is nothing but an empty promise." The king said, "I see."

## Lou Wu Built an Alliance Between Qin and Wei

Lou Wu built an alliance between the state of Qin and the





### 【原文】

不听(之),则交恶于秦;听之,则后王之臣,将皆务事诸侯之能令于王之上者。且遇于秦而相[有]秦者,是无齐也,秦必轻王之强矣。有齐者不若相之,齐必喜。是以有雍者与秦遇,秦必重王矣。”

### 【今译】

对魏王说:“如果不设立相国就跟秦王会晤,秦王就一定会安排人来做我们的相国。如果不听他的,跟秦国的关系就会恶化;如果听他的,以后大王的大臣就都将致力于侍奉能对大王发号施令的国家的君主了。而且跟秦王会晤并任用秦王推荐的人做相国,就会断绝我们跟齐国的关系,秦国一定会轻视大王的实力了。保持跟齐国的关系的最好办法就是任用大臣中能争取到齐国的人做相国,齐国一定会很高兴。争取到齐国的支持后再跟秦王会晤,秦国一定会重视大王的。”

## 芮宋欲绝秦赵之交

### 【原文】

芮宋欲绝秦、赵之交,故令魏氏收秦太后之养地。秦王(于秦)[怒],芮宋谓秦王曰:“魏委国于王而王不受,故委国于赵也。李郝谓

### 【今译】

芮宋想让秦国和赵国绝交,所以让魏国收回了供养秦太后的土地。秦王非常愤怒。芮宋对秦王说:“魏国把国家托付给大王,但大王却不肯接受,所以才把国家托付给赵国。李郝对我说:‘您说跟秦国断绝关



state of Wei and arranged for the sovereigns of these two states to meet each other on the border. He conferred with the king of Wei and said, "If you meet the king of Qin before appointing someone to be prime minister of our state, the king of Qin will definitely recommend someone to you to be our prime minister. If you don't carry out his order, our relationship with Qin will deteriorate. If you do carry out his order, from then on, all your high-ranking court officials will focus on hobnobbing with those sovereigns who issue orders to you. Moreover, if you meet the king of Qin and appoint the one recommended by him as our prime minister, the state of Qi will cut off its ties with us. As a result, the state of Qin will disregard your might. Nothing could be better than appointing a prime minister who can win over the state of Qi. Thus the state of Qi will be happy with us. If we win over the state of Qi, the king of Qin will attach much importance to you when you meet him."

### **Rui Song Wanted Qin and Zhao to Cut Their Ties with Each Other**

Rui Song wanted the states of Qin and Zhao to cut their ties with each other, so he asked the state of Wei to take back the land used for supporting the queen mother of Qin. Qin's king was very angry. Rui Song told Qin's king, "Our state wanted to follow Your Majesty but you rejected us, so we have turned to follow Zhao. Once Li Hao told me, 'You said that you have cut your diplomatic relations with Qin, but you

### 【原文】

臣曰：“子言无秦，而养秦太后以地，是欺我也。”故敝邑收之。”秦王怒，遂绝赵也。

### 【今译】

惠了，却还用土地供养着秦国的太后，这是欺骗我国。”因此我国就把土地收回了。”秦王很恼火，于是跟赵国断绝了关系。

## 为魏谓楚王

### 【原文】

为魏谓楚王曰：“索攻魏于秦，秦必不听王矣，是智困于秦而交疏于魏也。楚、魏有怨，则秦重矣。故王不如顺天下，遂伐齐，与魏（便）[更]地，兵不伤，交不变，所欲必得矣。”

### 【今译】

有人为魏国对楚王说：“要求秦国进攻魏国，秦国一定不会听从大王的。这样一来，智谋在秦国就得不到施展，而且跟魏国的交情也会疏远了。楚国和魏国有仇，秦国的地位就重要了。所以大王不如顺应天下各国，立即攻打齐国，跟魏国交换土地，兵力不会损伤，交情不会改变，所有的愿望必定都能实现了。”

## 管鼻之令翟强与秦事

### 【原文】

管鼻之令翟强与秦事，谓魏王曰：“鼻之与强，犹晋人之与楚人也。”

### 【今译】

管鼻让翟强出使秦国，对魏王说：“我跟翟强，犹如晋国人跟楚国人



still cede some land to support Qin's queen mother. You are cheating us. ' So we have taken back the land." Qin's king was irritated, so he cut off diplomatic relations with Zhao.

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

On behalf of the state of Wei, someone had a talk with the king of the state of Chu and said, "If you ask the state of Qin to attack the state of Wei, it certainly won't listen to you. If this is the case, not only will your plan not be carried out by the state of Qin, but you will also harm the relations with Wei. If Chu and Wei are at odds with each other, the state of Qin will become more powerful and influential. Hence, it would be better if you join other states in the world in launching a concerted attack against the state of Qi immediately. Then you can exchange some territory with the state of Wei without causing any casualties to your army or damaging the relations with Wei. So all your wishes will certainly be fulfilled."

### **Guan Bi Ordered Zhai Qiang to Go to Qin on a Diplomatic Mission**

Guan Bi ordered Zhai Qiang to go to the state of Qin on a diplomatic mission. He had a talk with the king of the state of Wei and said, "The relationship between Zhai Qiang and me is similar to that between a person from the state of Jin and a person from the state of Chu. The person from Jin realized

### 【原文】

晋人见楚人之急，带剑而缓之，楚人恶其缓而急之。令鼻之人秦之传舍，舍不足以舍之。强之人，无蔽于秦者。强，王贵臣也，而秦若此其甚，安可？”

### 【今译】

一样。晋国人看见楚人性子急，佩戴着剑慢慢走，楚国人讨厌他太慢，就催促他。假如我到了秦国的宾馆，宾馆安置不下我的人马。翟强去了，在秦国连个安身的地方也没有了。翟强是大王显贵的大臣，而秦国这么过分地对待他，怎么可以呢？”

## 成阳君欲以韩魏听秦

### 【原文】

成阳君欲以韩、魏听秦，魏王弗利。白圭谓魏王曰：“王不如阴侯人说成阳君曰：‘君入秦，秦必留君，而以多割于韩矣。韩不听，秦必留君而伐韩矣。故君不如安行求质于秦。’成阳君必不入秦。秦、韩不敢合，则王重矣。”

### 【今译】

成阳君想让韩国和魏国服从秦国，魏王认为这对自已不利。白圭对魏王说：“大王不如暗中派人游说成阳君道：‘如果您到秦国去，秦国一定会扣留您，而以此要挟韩国多割让一些土地。韩国不听从的话，秦国一定会扣留您并且攻打韩国。所以您不如慢点走，并且要求秦国送人质来。’成阳君一定不会到秦国去了。秦国和韩国不能联合，大王的地位就重要了。”



that the person from Chu was quick-tempered, so he carried his sword and walked very slowly on purpose. The person from Chu hated this slowness, so he urged him to move more quickly. If I go to stay in a hotel in the state of Qin, it will not have enough rooms to lodge my attendants. If Zhai Qiang goes there, he won't have a place to stay. Zhai Qiang is your very powerful and influential high-ranking court official, but he will be treated very badly by the state of Qin. How can it treat him that way?"

### **Lord Chengyang Wanted Han and Wei to Take Orders from Qin**

Lord Chengyang wanted both the state of Han and the state of Wei to take orders from the state of Qin, but the king of Wei considered that it was disadvantageous to do so. Bai Gui had a talk with the king of Wei and suggested to him, "You'd better secretly send someone to take a message to Lord Chengyang as follows: 'If you enter the state of Qin, it will definitely detain you there to coerce the state of Han into ceding more land to it. If Han rejects it, Qin will detain you as well as launch attacks against Han. Hence, you'd better postpone your journey to Qin and ask it to send a hostage here.' Thus Lord Chengyang will definitely not go to the state of Qin. Then Qin and Han won't ally with each other, and as a result, you will become powerful and influential."

## 秦拔宁邑

### 【原文】

秦拔宁邑，魏王令（之）[人]谓秦王曰：“王归宁邑，吾请先天下构。”<sup>4</sup>（魏魏）[谓秦]王曰：“王无听。魏王见天下之不足恃也，故欲先构。夫亡宁者，宜割二宁以求构，夫得宁者，安能归宁乎？”

### 【今译】

秦国攻克了宁邑，魏王派人对秦王说：“大王归还宁邑，我就请求抢在天下各国之前率先跟您讲和。”有人对秦王说：“大王不要听他的，魏王发现天下各国靠不住了，所以想抢先讲和。失掉宁邑的一方应该割让两倍于宁邑的土地来寻求讲和，得到宁邑的一方怎能归还呢？”

## 秦罢邯郸

### 【原文】

秦罢邯郸，攻魏，取宁邑。吴庆恐魏王之构于秦也，谓魏王曰：“秦之攻王也，王知其故乎？天下皆曰王近也，王不近秦，秦之所去。皆曰王弱也，王不弱二周，秦人去邯郸，过二周而攻王者，以王为易制也。王

### 【今译】

秦军停止对邯郸的进攻，转而进攻魏国，占领了宁邑。吴庆担心魏王会跟秦国讲和，对魏王说：“秦国进攻大王，大王知道为什么吗？天下人都说大王亲近秦国，大王不亲近秦国了，就遭到秦国侵略。都说大王软弱，大王并不比东、西周软弱，秦国军队撤离邯郸，经过东、西周而进攻大王，是因为认为大王容易被制服的缘故。大王知道示弱也会招致



### **Qin Occupied the County of Ning**

The troops of the state of Qin seized the county of Ning from the state of Wei. The king of Wei sent someone to inform the king of Qin, "If you return the county of Ning, I will make peace with you before other states of the world." Someone told the king of Qin, "Please do not listen to him. The king of Wei realizes that he can no longer rely on other states of the world, so he wants to make peace with you first. In order to reach a ceasefire, the state that has lost the county of Ning will need to cede twice as much land as the county of Ning to the victor. How can the victor return the county of Ning to the loser?"

### **Qin Stopped Attacking Handan**

The troops of the state of Qin stopped attacking Handan to attack the state of Wei and seized the county of Ning. Wu Qing was afraid that the king of Wei might make peace with Qin, so he told the king of Wei, "Do you know the reason for Qin's aggression against your state? People all over the world say that you have been close to the king of Qin, but now you are no longer close to him, so he launched attacks on you. They say that your state is weak. But in fact, your state is not as weak as the East Zhou and the West Zhou. However, the troops of Qin left Handan and bypassed the two Zhou states to attack you, because they think it is easy to conquer you. Now





### 【原文】

亦知荆之召攻乎？”

### 【今译】

荆国进攻了吗？”

## 魏王欲攻邯郸

### 【原文】

魏王欲攻邯郸。季梁闻之，中道而反，衣焦不申，头尘不去，往见王曰：“今者臣来，见人于大行，方北面而持其驾，告臣曰：‘我欲之楚。’臣曰：‘君之楚，将奚为北面？’曰：‘吾马良。’臣曰：‘马虽良，此非楚之路也。’曰：‘吾用多。’臣曰：‘用虽多，此非楚之路也。’曰：‘吾御者善。’此数者愈善，而离楚愈远耳。今王动欲成霸王，举欲信于天下。恃王国之大，兵之精锐，而攻邯郸，以广地尊名。王之动愈数，而离土愈远耳。犹

### 【今译】

魏王想攻打邯郸，季梁听到这个消息后，半路上就返回来，衣服皱巴巴的也顾不上弄平，头上的尘土也顾不上洗掉，就去拜见魏王说：“刚刚我往回走的时候，在大路上见到一个人，他正驾着车往北走，告诉我说：‘我要到楚国去。’我说：‘您到楚国，为什么要往北走？’那人说：‘我的马好。’我说：‘马虽然好，但这不是去楚国的道路。’那人说：‘我的路费很多。’我说：‘路费虽然多，但这不是去楚国的道路。’那人说：‘我的车夫技术好。’这几个方面越好，离楚国就越远呢。”如今大王任何行动都想成就王霸大业，一切举措都想取信于天下。凭借着大王的国土的广大，兵器的精良，却进攻邯郸来扩展土地，争取尊名，大王采取的行动



have you seen that you will suffer aggression if you give the impression of weakness to Qin. ”

### **Wei's King Wanted to Attack Handan**

Wei's king wanted to send troops to attack Handan. When Ji Liang heard of this, he returned although he had travelled halfway to his destination. His clothes were creased, but he didn't have time to smooth them. His head was very dirty, but he didn't have time to wash it. Thus he went to see the king immediately and said, "When I was on the way back, I saw someone on the main road and he was driving his carriage and travelling towards the north. He told me, 'I am heading for the state of Chu.' I said, 'If you are going to Chu, why are you travelling northwards?' He said, 'My horse is very good.' I said, 'Although your horse is good, this is not the right way to Chu.' He said, 'I have a lot of money prepared for this trip.' I said, 'Although you have a lot of money, this is not the right way to Chu.' He said, 'My driver is very skillful.' 'The more excellent the aforementioned factors are, the more distant you are from the state of Chu.' Now whatever Your Majesty does, you want to unify the world to become King or at least establish a most powerful state to become Lord-protector. Whatever action Your Majesty takes, you want to extend your honesty across the world. With your vast territory and excellent weapons, you are going to attack Handan to enlarge your territory and obtain a more powerful reputation. The more actions you

【原文】

至楚而北行也。”

【今译】

越频繁，禹成就王业就越远，如同想要到楚国去却往北走一样。”

## 周肖谓宫他

【原文】

周肖谓宫他曰：“子为肖谓齐王曰肖愿为外臣，令齐资我于魏。”宫他曰：“不可，是示齐轻也。夫齐不以无魏者以害有魏者，故公不如示有魏。公曰：‘王之所求于魏者，臣请以魏听。’齐必资公矣。是公有齐，以齐有魏也。”

【今译】

周肖对宫他说：“您替我对齐王说我愿意到别的国家任职去为他做事，让齐国帮助我谋求魏国的官职。”宫他说：“不可以。这就是向齐国表示您的卑微。齐国不会为了跟魏国没有交情的人而伤害跟魏国有交情的人，所以您不如表现出跟魏国有交情。您说：‘大王想让魏国替您做什么事，我让魏国听从命令。’齐国一定会帮助您了。这样一来，您就能赢得齐国，并通过齐国赢得魏国了。”

## 周最善齐

【原文】

周最善齐，翟强善楚，二子者欲伤张仪欲于魏，张子闻之，因使其

【今译】

周最跟齐国交情好，翟强跟楚国交情深，这两个人想损伤张仪在魏国的地位。张仪听说这事，就安排他的人做侍奉谒见人员的小官，蓝御





take, the more difficult it is for you to unify the world. This is somewhat the same as travelling northwards to go to the state of Chu.”

### **Zhou Xiao Had a Talk with Gong Tuo**

Zhou Xiao had a talk with Gong Tuo and said, “Please tell the king of the state of Qi that I want to serve in another state to work for him and have the state of Qi help me gain a position in the government of the state of Wei.” Gong Tuo said, “That’s not possible. By so doing, you are showing Qi that you are powerless and indeed of no influence. The state of Qi will not pose a threat to those close to the state of Wei on behalf of those not close to Wei. Hence, you’d better pretend that you are close to the state of Wei. If you tell the king of Qi, ‘If you want the state of Wei to do something for you, just tell me, and I will persuade it to carry out all your orders’, the state of Qi will definitely support you. Then you will win over Qi, and also win over Wei because of your close relations to Qi.”

### **Zhou Ju Was Close to Qi**

Zhou Ju was close to the state of Qi and Zhai Qiang was close to the state of Chu. They both wanted to drive Zhang Yi out of power in the state of Wei. When Zhang Yi heard of this, he appointed people loyal to him to serve as officers in charge of receiving guests visiting the king of Wei and act as

【原文】

人为见者嗇夫，闻见者，因无敢伤张子。

【今译】

谒见魏王的人的举动，于是没有人敢欺坏张仪。

## 周冢入齐

【原文】

周冢入齐，秦王怒，令姚贾让魏王。魏王为之谓秦王曰：“魏之所以为王通天下者，以周冢也。今周冢通寡人人齐，齐无通于天下矣。敝邑之事王，亦无齐累矣。大国欲急兵，则趣赵而已。”

【今译】

周冢到了齐国，秦王对此恼怒，命令姚贾指责魏王。魏王为此事对秦王说：“魏国之所以能为齐国串通天下各国，靠的就是周冢。如今周冢逃离我去了齐国，齐国不能跟天下各国串通了，郟国侍奉大王，也不用受齐国钳制了。贵国想迅速派兵进攻齐国，只需督促一下赵国。”

## 秦魏为与国

【原文】

秦、魏为与国。齐、楚约而欲攻魏，魏使人求救于秦，冠盖相望，秦救不出。

魏人有唐且者，年九十余，谓魏王曰：“老臣请出西说秦，令兵先臣

【今译】

秦国和魏国结为盟国，齐国和楚国联合起来要进攻魏国，魏国派人到秦国求救，使者的车子络绎不绝，秦国没有派出救兵。

魏国有个叫唐且的人，九十多岁了，对魏王说：“请让老夫到西方去





spies. As a result, no one dared speak ill of Zhang Yi.

### **Zhou Ju Fled to Qi**

Zhou Ju fled to the state of Qi, and this angered the king of the state of Qin. So he sent Yao Jia to condemn the king of Wei. For this reason, the king of Wei sent a message to the king of Qin as follows: "In my state, Zhou Ju was the only person who allied with other states for the state of Qi. Now Zhou Ju has left me for the state of Qi, and as a result, no one will focus on winning over other states in the world on behalf of the state of Qi. So, free from all burdens posed by the state of Qi, we can also serve you according to our own will. If you want to launch an attack against the state of Qi immediately, you can urge the state of Zhao to join you."

### **Qin and Wei Built an Alliance with Each Other**

The state of Qin and the state of Wei built an alliance with each other. The state of Qi and the state of Chu allied with each other to attack the state of Wei. Wei sent some people to the state of Qin to ask for reinforcements, and the carriages of Wei's emissaries travelled to Qin in an endless stream. However, Qin did not send any troops to rescue Wei.

In the state of Wei, there was a man named Tang Ju, who was in his nineties. He told the king of Wei, "I want to go to the west to persuade the king of Qin to send



### 【原文】

出，可乎？”魏王曰：“敬诺。”遂约车而遣之。唐且见秦王，秦王曰：“丈人芒然乃远至此，甚苦矣。魏来求救数矣，寡人知魏之急矣。”唐且对曰：“大王已知魏之急而救不至者，是大王筹策之臣无任矣。且夫魏一万乘之国，称东藩，受冠带，祠春秋者，以为秦之强足以与也。今齐、楚之兵已在魏郊矣，大王之救不至，魏急，则且割地而约齐、楚。王虽欲救之，岂有及哉？是亡一万乘之魏，而强二敌之齐、楚也。窃以为大王筹策之臣无任矣。”

秦王喟然愁悟，遽发兵，日夜赴魏。齐、楚闻之，乃引兵而去。魏氏

### 【今译】

游说秦国，让它在我动身回国之前就派出救兵，可以吗？”魏王说：“很好。”于是为他准备好车子，派他出发了。唐且拜见秦王，秦王说：“老人家远道来到这里，太辛苦了。魏国已多次派人来求救了，我知道魏国的危急了。”唐且说：“大王已经知道魏国危急而救兵还没有被派往魏国，这是为大王出谋划策的人无能。况且魏国是一个拥有一万辆战车的国家，自称东方的属国，接受大王赏赐的衣冠与绶带，供给春秋祭祀的祭品，是因为认为秦国强大、足以结交的缘故。如今齐国和楚国的军队已经在魏国郊外了，大王的救兵却没有到来，魏国在情势危急下，就将割让土地来跟齐国和楚国联合。大王即使想营救，哪里还来得及呢！这就是灭掉一个拥有一万辆战车的魏国，来壮大齐国和楚国这两个敌国啊。我私下认为为大王出谋划策的人无能啊。”

秦王叹息着醒悟过来，立即派出军队，日夜兼程奔赴魏国。齐国和



reinforcements here before I come back. Would you allow me to do so?" The king said, "Yes, please." So he had carriages prepared for Tang Ju and let him go to Qin. Tang Ju went to see the king of Qin, and the king said, "You are of such an old age. It must have been very difficult for you to cover such a long distance to see me. Wei has already sent many messengers here, and I know that your state is in severe danger." Tang Ju said, "You have already realized that Wei is in danger, but you still haven't sent troops to help us. This shows that your advisors are really incompetent. Wei is a state with ten thousand chariots, but the king of Wei has declared Wei a dependency of your state. He accepted the robe, hat and belt you bestowed, and presented offerings to you at the ceremonies held both in the spring and autumn because he thinks that Qin is a powerful state and therefore can be relied on as an ally. Now the troops of Qi and Chu have already arrived at the suburbs of the capital of the state of Wei, but you haven't sent reinforcements there. If Wei finds itself under severe threat, it will cede some territory to Qi and Chu to make peace with them. If this is the case, how will you be able to help it even you want to do so? In this case, the state of Wei, which has only ten thousand chariots, will be destroyed to strengthen your enemy states—Qi and Chu. Personally I think that your advisors are really incompetent."

The king of Qin groaned and appeared regretful. He immediately sent troops to march towards Wei day and night. When the sovereigns of Qi and Chu heard of this, they





### 【原文】

复全，唐且之说也。

### 【今译】

楚国听说了此事，才退兵离去。魏国重新得到保全，是唐且一番话的功劳。

## 信陵君杀晋鄙

### 【原文】

信陵君杀晋鄙，救邯郸，破秦人，存赵国，赵王自郊迎。唐且谓信陵君曰：“臣闻之曰：事有不可知者，有不可不知者；有不可忘者，有不可不忘者。”信陵君曰：“何谓也？”对曰：“人之憎我也，不可不知也；吾憎人也，不可得而知也。人之有德于我也，不可忘也；吾有德于人也，不可不忘也。今君杀晋鄙，救邯郸，破秦人，存赵国，此大德也。今赵王自郊迎，卒然见赵王，臣愿君之忘之也。”信陵君曰：“无忌谨受教。”

### 【今译】

信陵君杀死晋鄙，解救邯郸，击败秦国军队，保全了赵国。赵王亲自到郊外迎接他。唐且对信陵君说：“我听到有句话说：有些事情是不可以知道的，有些是不可以不知道的，有些是不可以忘记的，有些是不可以不忘记的。”信陵君说：“这是什么意思？”唐且回答说：“别人憎恨我，不可以不知道；我憎恨别人，不可以让人知道；别人对我有恩德，不可以忘记；我对别人有恩德，可以不忘记。如今您杀死了晋鄙，解救了邯郸，击破了秦军，保全了赵国，这是大恩大德啊。如今赵王亲自到郊外迎接您，仓促之间见到赵王，我希望您把这事忘了吧。”信陵君说：“我恭敬地听从教导。”

## 魏攻管而不下

### 【原文】

魏攻管而不下。安陵人缩高，其子为管守。信陵君使人谓安陵君

### 【今译】

魏国军队进攻管却没有攻下。安陵人缩高的儿子做管城的长官。



ordered their troops to retreat and return to their own states. Owing to Tang Ju's intercession to the king of Qin, the state of Wei was saved.

### **Lord Xinling Killed Jin Bi**

Lord Xinling killed Jin Bi, relieved Handan, defeated the troops of the state of Qin and secured the state of Zhao. The king of Zhao went to the suburbs of the capital of Handan in person to welcome him. Tang Ju had a talk with Lord Xinling and said, "I heard that there are some facts we cannot know, some facts we should know, some facts we should not forget and some facts we should forget." Lord Xinling asked, "What do you mean by saying that?" Tang Ju replied, "If there are some people who hate you, you should know that. If you hate some people, you should not let others know. If some people have done you favours, you should not forget that. If you have done others a favour, you should forget it. Now you have killed Jin Bi, rescued Handan, defeated the troops of the state of Qin and secured the state of Zhao. Therefore, the king of Zhao has come to the suburbs to welcome you in person. When you meet the king of Zhao, I hope that you will forget this favour you have done to him." Lord Xinling said, "I will carefully follow your instructions."

### **Wei Attacked Guan but Could Not Conquer It**

The troops of the state of Wei attacked the city of Guan

### 【原文】

曰：“君其遣缩高，吾将仕之以五大夫，使为持节尉。”安陵君曰：“安陵，小国也，不能必使其民。使者自往请。”使道使者至（编）[缩]高之所，复信陵君之命。缩高曰：“君之幸高也，将使高攻管也。夫（以）父攻子守，人大笑也。（是）[见]臣而下，是倍主也。父教子倍，亦非君之所喜也。敢再拜辞。”

使者以报信陵君，信陵君大怒，遣大使之安陵，曰：“安陵之地，亦犹魏也。今吾攻管而不下，则举兵及我，社稷必危矣。愿君之生束缩高而致之。若君弗致也，无忌将发十万之师，以遣安陵之城。”安陵君曰：“君先君成侯受诏襄王以守此地也，手受大府之宪。宪之上篇曰：‘子弑父，

### 【今译】

信陵君派人对安陵君说：“您把缩高绑到这里来，我将任命他做五大夫，让他做持节的官吏。”安陵君说：“安陵是个小国，不能确保百姓都听从命令。请派出使者自己去请他。”派人把使者带到缩高的住处，传达了信陵君的命令。缩高说：“您赏识我，将安排我进攻管。让父亲进攻儿子守卫的城邑，很惹人嘲笑。儿子见到我投降的话，就会背叛他的君主。父亲让儿子背叛自己的君主，也不是您所喜欢的。斗胆行两个礼辞谢。”

使者把这个情况报告给了信陵君，信陵君十分生气，派遣重要的使臣到安陵，说：“安陵这个地方也算是魏国的。如今我进攻管而没有攻克，秦国军队就会进攻我，国家一定会陷入危险了。希望您把缩高活着捆缚起来送到我这里。如果您不把他送到这里，我将派出十万大军，逼近安陵城下。”安陵君说：“我已故的父亲从襄王那里接受命令来守卫这个地区，我手里拿着文府的法律，法律的上篇中说：‘儿子杀死父亲，臣



but could not conquer it. Suo Gao was a man from Anling, and his son was the officer defending the city of Guan. Lord Xinling sent someone to inform Lord Anling, "Please send Suo Gao to me. I will appoint him as one of my high-ranking court officials and appoint him to be a senior officer to protect me." Lord Anling said, "Anling is only a small state, and I am incapable of coercing the people here into carrying out my orders. Please ask an emissary to invite him in person." Then he sent someone to take the emissary to Suo Gao's place and inform him of Lord Xinling's order. Suo Gao said, "The lord thinks highly of me and therefore is about to appoint me to attack the city of Guan. Asking a father to attack a city defended by his own son will be derided by people all over the world. If my son yields to me because I am his father, he will betray his own sovereign. I don't think you would respect fathers who goad their sons to act against their sovereigns. I would venture to bow twice to you to reject this order."

The emissary reported this to Lord Xinling, and Lord Xinling became very angry. He sent an important emissary to Anling and declared, "The region of Anling also belongs to the state of Wei. Now I have attacked the city of Guan but failed to take it. If the troops of the state of Qin take occasion to invade my state, we will be in danger. I hope that you can arrest Suo Gao and send him here alive. If you don't agree with me, I will send a hundred thousand soldiers to invade Anling." Lord Anling said, "Marquis Cheng, my deceased father, took order from King Xiang to defend this region. Now I am carrying the laws of the government library in my



### 【原文】

臣弑君，有常不赦。国虽大赦，降城亡子不得与焉。‘今缩高谨（解）[辞]大位以全父子之义，而君曰‘必生致之’，是使我负襄王诏而废天府之宪也。虽死，终不敢行。”

缩高闻之曰：“信陵君为人，悍而自用也。此辞反，必为国祸。吾已全己（无）[之]为人臣之义矣，岂可使吾君有魏患也。”乃之使者之舍，刎颈而死。

信陵君闻缩高死，素服摘素辟舍，使使者谢安陵君，曰：“无忌，小人也，困于思虑，失言于君，敢再拜释罪。”

### 【今译】

子杀死君主，一定不能赦免。国家即使有大赦，率领城邑投降敌人的人也不能被赦免。‘如今我小心翼翼地推辞掉尊贵的职位来成全父子之间的大义，而您却说‘把他活着带来’，这就是让我辜负襄王的命令而且废弃天府的法律啊。即使死也不敢这么做。”

缩高听说了这件事，说：“信陵君这个人刚愎自用，这次推辞不遵从他的意思，一定会为国家招致灾祸。我已经保全了为人臣子的大义了，怎能让我的君主遭受魏国的进攻呢？”于是就来到使者所住的地方，刎颈自杀了。

信陵君听说缩高死了，穿上白色丧服住到外面，派使者到安陵君那里谢罪，说：“我是个小人啊，自己糊涂，对您说了错话，斗胆行两次礼，请求您原谅我的罪过。”



hands. In the first part, it states, 'Sons who have murdered their fathers and court officials who have murdered their sovereigns will never be absolved in any case. Although the state might issue an absolution, those who have surrendered and given up the areas they defended to the enemy will not be pardoned.' Now I have rejected the high position Lord Xinling offered me to ensure the relationship between fathers and sons. However, you said that you want Suo Gao to be sent to you alive. Therefore, you are forcing me to act against the orders of King Xiang and put the laws kept in our government library in disuse. Although I might lose my life, I dare not follow your order."

When Suo Gao heard this, he said, "Lord Xinling is a very cantankerous person. If we reject him, our state will be in severe trouble. I have already performed my role as a court official. How can I put my sovereign in trouble with the state of Wei caused by me?" Then he went to the hotel where Lord Xinling's emissary was staying and committed suicide.

When Lord Xinling heard that Suo Gao had killed himself, he went into mourning, dressed himself in white and spent the night outside his residence. He also sent an emissary to Lord Anling to apologize to him for his misconduct. He said, "I am a base person. I was muddle-headed and offended you with inappropriate words. Please allow me to bow twice to you and forgive my misconduct."

## 魏王与龙阳君共船而钓

### 【原文】

魏王与龙阳君共船而钓，龙阳君得十余鱼而涕下。王曰：“有所不安乎？如是，何不相告也？”对曰：“臣无敢不安也。”王曰：“然则何为涕出？”曰：“臣为(王)[臣]之所得鱼也。”王曰：“何谓也？”对曰：“臣之始得鱼也，臣甚喜，后得又益大，今臣直欲弃臣前之所得矣。今以臣凶恶，而得为王拂枕席。今臣爵至人君，走人于庭，辟人于途。四海之内美人亦甚多矣，闻臣之得幸于王也，必褻裳而趋王。臣亦犹曩臣之前所得鱼也，臣亦将弃矣，臣安能无涕出乎？”魏王曰：“(谏)[谗]。有是心也，何不相告也？”于是布令于四境之内，曰：“有敢言美人者族。”

### 【今译】

魏王跟龙阳君一起乘船钓鱼，龙阳君钓得十多条鱼，却流下了泪水。魏王说：“有什么不顺心的事吗？如果是这样，为什么不告诉我呢？”龙阳君回答说：“我不敢有什么不顺心的事。”魏王说：“既然如此，为什么哭了？”龙阳君说：“我因为我所钓得的鱼而哭泣。”魏王说：“这是怎么回事呢？”龙阳君回答说：“我开始得到一条鱼，我非常高兴，后来还钓得更大的鱼，现在我一直想抛弃我刚才钓到的鱼。如今我这么难看，却得以侍奉大王。现在我的爵位升到了君主，人们在朝廷里见到我就快步走开，在路上见到我就立即避让。四海之内，美丽的女子也太多了。她们听说我受大王的宠幸，一定会提起衣裳奔向大王。我也会像我先前钓到的鱼一样，我也即将被抛弃了，我怎么能不流泪呢？”魏王说：“唉。你有这样的心思，为什么不告诉我呢？”于是在四境之内颁布命令道：“有敢对我提到别的美人的，诛杀全族。”



## Wei's King Took a Boat to Go Fishing Along with Lord Longyang

Wei's king took a boat to go fishing along with Lord Longyang. Lord Longyang caught more than ten fish. Then she cried and tears rolled down her face. The king asked, "What's the matter? If there is something wrong with you, why not tell me about it?" Lord Longyang replied, "I dare not feel that something is wrong with me." The king asked, "Why are you crying then?" Lord Longyang said, "I am crying for the fish I have caught." The king asked, "Why?" She replied, "When I caught the first fish, I was very happy. Then I caught bigger ones. Now I want to discard those I have caught before. And as ugly as I am, I am very lucky to obtain the chance to serve you in your everyday life. Now my position is as high as a lord. People will walk away quickly when they see me at court. And they will circumvent when they meet me on the road. Within the Four Seas, there are numerous pretty women. When they hear that I am cherished by Your Majesty, they will uplift their clothes to come over to you. As a result, I will find myself in the same situation as the fish I have caught before. I will be discarded too. How can I hold back my tears?" Wei's king said, "You are wrong. If you had this on your mind, why didn't you tell me about it?" He then issued an order to people all over the state as follows: "Whoever dares to recommend beautiful women to me will have his clan exterminated."





### 【原文】

由是观之，近习之人，其挈谄也固矣，其自篡繁也完矣。今由千里之外欲进美人，所效者庸必得幸乎？假之得幸，庸必为我用乎？而近习之人相与怨我，见有祸，未见有福；见有怨，未见有德，非用知之术也。

### 【今译】

由此看来，受君王宠幸的人本来就会向君王进谄言，他（她）们巴结逢迎的手段也是非常完备的。如今从千里之外进献美人给君主，所进献的美人就一定能受到宠幸吗？即使她能够受到宠幸，她就一定能为我所用吗？然而君主身边受宠的人互相怨恨，我只看出他（她）们会有祸患，而看不出会有什么福分；只看出他（她）们互相的仇恨，而看不出他（她）们之间有什么恩德。向君王进献美女实在不是明智的做法。

## 秦攻魏急

### 【原文】

秦攻魏急。或谓魏王曰：“弃之不如用之之易也，死之不如弃之之易也。能弃之非能用之，能死之非能弃之，此人之大过也。今王亡地数

### 【今译】

秦国加紧进攻魏国。有人对魏王说：“放弃城邑逃跑不如割让土地跟敌国讲和有利，为守卫城邑而战死不如放弃城邑逃跑有利。能放弃城邑逃跑而不能用它跟敌国讲和，能为守卫城邑而战死而不能放弃它，这是人们犯的大错误。如今大王失去几百里的土地，失去几十座城邑，



Judging from that, it is natural that the beloved ones of a sovereign would flatter him and their ways of flattering are almost perfect. If one wants to recommend a beautiful woman living one thousand *li* away to his sovereign, would the woman definitely be appreciated and loved by the sovereign? Although she might be appreciated and loved, would the recommender definitely be able to take advantage of her by manipulating her according to his own will? Those beloved ones of sovereigns always hate each other and vie with each other for favour. Instead of witnessing their happiness, I can foresee the disasters they might suffer in the future. Instead of benefiting each other, they are full of enmity towards each other. Presenting pretty women to a sovereign is never the right way to exhibit one's wisdom.

### **Qin Took Sudden Military Action Against Wei**

The state of Qin took sudden military action against the state of Wei. Someone had a talk with the king of Wei and said, "It is more advantageous to cede an area to an enemy to make peace with it than simply discarding this area when you are not able to safeguard it during a war. It is also more advantageous to discard an area than fighting to the death to defend it (when it becomes impossible to do so). A big *mistake committed by ordinary people* is that they normally would discard an area instead of ceding it to the enemy to make peace with it, or they would fight to the death to defend it instead of discarding it when it was necessary to do so.

### 【原文】

百里，亡城数十，而国患不解，是王弃之，非用之也。今秦之强也，天下无敌，而魏之弱也甚，而王以是质秦，王又能死而弗能弃之，此重过也。今王能用臣之计，亏地不足以伤国，卑体不足以苦身，解患而怨报。

“秦自四境之内，执法以下至于长挽者故毕曰：‘与嫪毐乎？与吕氏乎？’虽至于门闾之下，廊庙之上，犹之如是也。今王割地以赂秦，以为嫪毐功；卑体以尊秦，以因嫪毐。王以国赞嫪毐，以嫪毐胜矣。王以国赞嫪氏，太后之德王也，深于骨髓，王之交最为天下上矣。秦、魏百相交

### 【今译】

而国家的战患却没有解除，这是大王放弃了土地，没有用它们跟敌国讲和。如今秦国强大，天下没有哪个国家能与它匹敌；而魏国非常软弱。然而大王还拿自己的国家作为秦国进攻的目标，大王又能够为守卫国土而战死却不能放弃它，这就犯下了两重错误啊。假如现在大王能够采纳我的计策，哪怕损失一些土地也不足以给国家带来伤害，哪怕委屈自身也不足以让自己受苦，而且可以解除忧患并且报仇雪恨。

“秦国境内，从掌权者到做苦力的人一定都会说：‘亲近嫪毐，还是亲近吕不韦呢？’即便是普通街巷和朝廷之上，都是这样的。如今大王割让土地来贿赂秦国，以此作为嫪毐的功劳；委屈自己来向秦王表示敬意，也通过嫪毐。大王拿自己的国家来帮助嫪毐，嫪毐就能胜出了。大王用自己的国家来帮助嫪毐，太后对您就会感恩戴德，您跟秦国的交情就会比天下任何别的国家都好了。秦国和魏国曾经一百次结交，一百



Now you have lost several hundred square *li* of land and dozens of cities and towns. However, your state is still under the threat of aggression from the state of Qin. You have discarded your land instead of ceding it to the enemy to make peace with it. Qin is a powerful state, and no other state in the world can match it in terms of might. On the other hand, your state is extremely weak. Nevertheless, you still manage to incur Qin's aggression. Moreover, you are also ready to order your people to fight to the death to defend your territory instead of discarding it. This is a double-mistake. Now if you use my strategy, your state won't be damaged although you might lose some land, and you won't be harmed though you might condescend to pay homage to the king of Qin. By so doing, you will be free from aggression and can also avenge your hatred towards Qin.

"In the state of Qin, everyone, from powerful governor to powerless servants driving carriages for respectable old people, says, 'Shall I join the Laos, or shall I join the Lüs?' In this instance, both ordinary people and officials serving at court are of the same mind. Now if you cede some land to bribe Qin, make sure that you let them know that this is Lao Ai's contribution to Qin. If you condescend yourself to pay homage to the king of Qin, make sure that you do so through Lao Ai's introduction. If you support Lao Ai with your state, Lao Ai will be the winner. If this is the case, the queen mother of Qin will become extremely grateful to you, and as a result, you can develop better relations with the state of Qin than all the states in the world do. Qin and Wei have



### 【原文】

也，百相欺也。今由嫪氏善秦，而交为天下上，天下孰不弃吕氏而从嫪氏？天下必合吕氏而从嫪氏，则王之怨报矣。”

### 【今译】

次互相欺骗。如今通过嫪毒来亲近秦国，而且跟秦国的交情在天下各国之上，天下哪个国家会不抛弃追随吕不韦而结交嫪毒？天下各国一定会舍弃吕不韦而结交嫪毒，那大王的仇就报了。”

## 秦王使人谓安陵君

### 【原文】

秦王使人谓安陵君曰：“寡人欲以五百里之地易安陵，安陵君其许寡人？”安陵君曰：“大王加惠，以大易小，甚善。虽然，受地于先（生）[王]，愿终守之，弗敢易！”秦王不说，安陵君因使唐且使于秦。

秦王谓唐且曰：“寡人以五百里之地易安陵，安陵君不听寡人，何也？且秦灭韩亡魏，而君以五十里之地存者，以君为长者，故不错意也。”

### 【今译】

秦王派人对安陵君说：“我想用方圆五百里的地来交换安陵，安陵君能答应我吗？”安陵君说：“大王施加恩惠，用大片的土地来换取一个小地方，很好。虽然如此，我从先王那里接受了这片土地，希望终生守护着它，不敢交换！”秦王不高兴了，于是安陵君派唐且出使秦国。

秦王对唐且说：“我用五百里的土地来交换安陵，安陵君不听我的，为什么？再说秦国摧毁韩国、灭掉魏国，而安陵君凭借着区区五十里的土地幸存下来，是因为我把他视为长者，所以没有把占领安陵放在心上。”



established ties a hundred times and cheated each other a hundred times as well. Now if you hobnob with Qin through Lao Ai and thus establish the closest relations with it, which state in the world will refuse to cut off its ties with Lü Buwei to follow Lao Ai? All the states in the world will definitely cut off their ties with Lü Buwei and join Lao Ai. Thus you will avenge yourself against the Lüs."

### **Qin's King Sent Someone to Take a Message to Lord Anling**

The king of the state of Qin sent someone with the following message to Lord Anling: "I want to trade five hundred square *li* of land for the area of Anling. Would you please agree to my suggestion?" Lord Anling said, "It is very kind of you to do me this big favour by offering me a much larger area to exchange for Anling. However, I accepted Anling from our deceased sovereign and would rather keep it during my lifetime. I dare not exchange it with you." The king of Qin was unhappy with Lord Anling, so Lord Anling sent Tang Ju to Qin on a diplomatic mission.

The king of Qin told Tang Ju, "I offered five hundred square *li* of land in exchange for the area of Anling, but Lord Anling would not agree with me. What's the reason? Moreover, the troops of my state have defeated the state of Han and toppled the state of Wei. However, Lord Anling has survived based in his fifty square *li* of land, because I consider him as a respectable old man and therefore have not intended to seize this area from him. Now I have offered to

### 【原文】

今吾以十倍之地请<sup>①</sup>于君，而君遣寡人者，轻寡人与？”唐且对曰：“善，非若是也，安陵君受地于先（生）（王）而守之，虽千里不敢易也，岂直五百里哉？”秦王怫然怒，谓唐且曰：“公亦尝闻天子之怒乎？”唐且对曰：“臣未尝闻也。”秦王曰：“天子之怒，伏尸百万，流血千里。”唐且曰：“大王尝闻布衣之怒乎？”秦王曰：“布衣之怒，亦免冠徒跣，以头抢地尔。”唐且曰：“此庸夫之怒也，非士之怒也。夫专诸之刺王僚也，彗星袭月；聂政之刺韩傀也，白虹贯日；要离之刺庆忌也，仓鹰击于殿上。此三子者，皆布衣之士也，怀怒未发，休祲降于天，与臣而将四矣。若士必怒，伏尸二人，流血五步，天下缟素，今日是也。”挺剑而起。秦王色挠，长跪而谢

### 【今译】

啊。如今我请求用十倍大的土地来扩展安陵君的领地，然而安陵君却违背我的意思，是轻视我吗？”唐且回答说：“不，不是这样的。安陵君从先王那里接受了这块土地而固守它，即使以一千里土地来交换，他也不敢换，岂止五百里呢！”秦王勃然大怒，对唐且说：“您也曾听说过天子发怒的情形吗？”唐且回答说：“我没有听说过。”秦王说：“天子发怒了，就会有一百万具尸体躺倒在地上，血流到千里之外。”唐且说：“大王曾经听说过老百姓发怒的情形吗？”秦王说：“老百姓发怒，也不过是摔掉帽子，脱掉鞋子，用头撞地罢了。”唐且说：“这是平庸之輩发怒的情形，不是士人发怒。专诸刺杀王僚的时候，彗星袭住了月亮；聂政刺杀韩傀的时候，一道白色的虹穿过太阳；要离刺杀庆忌的时候，青色的大鹰飞扑到朝堂上。这三个人都是没有任何官职的士人，心中藏着的情怒还没有发泄出来，上天就降下凶险的征兆，加上我就是四个人了。假如一个士人被激怒了，就会有两具尸体倒下，血流五步远的距离，天下人都穿起丧服，今天就会是这样的。”说完宝剑出鞘起身来，秦王跨上第



trade an area ten times larger for Anling to enlarge Lord Anling's fief. However, he has rejected my offer. Doesn't he look down upon me?" Tang Ju replied, "No, it is not like that. Lord Anling accepted the fief from our deceased sovereign and therefore he must keep it at any cost. Even if you offered an area of one thousand square *li*, he would not trade Anling for it, let alone five hundred." The king of Qin became very angry and asked Tang Ju, "Have you ever heard what happens if a Son of Heaven is angered?" Tang Ju replied, "I haven't heard of that." The king of Qin said, "When a Son of Heaven is vexed, a million people will lose their lives, and their blood will flow beyond a distance of one thousand *li*." Tang Ju said, "Have you ever heard what happens when a man of no power at all is vexed?" The king of Qin said, "When a man of no power is vexed, he will just take off his hat and shoes and bump his head against the ground." Tang Ju said, "This describes the reaction of an ordinary man when he is vexed. However, a scholar will not react the same way. When Zhuan Zhu assassinated Wang Liao, a comet obscured the moon. When Nie Zheng assassinated Han Gui, a white rainbow covered the sun. When Yao Li assassinated Qing Ji, a black hawk swooped down upon the court hall. These three persons were of no power at all. Before they exploded with anger, some ominous signs descended from Heaven. Including me, there would be four such scholars. If such a scholar is vexed, two persons will lose their lives, and their blood will flow only five *bu* over the ground. As a result, people all over the world will be in



**【原文】**

之，曰：“先生坐，何至于此？寡人谕矣。夫韩、魏灭亡，而安陵以五十里之地存者，徒以有先生也。”

**【今译】**

出屈服的神色，久久跪在地上道歉说：“先生请坐，怎么到了这般地步呢？我明白了。韩国和魏国灭亡了，而安陵凭着方圆五十里的土地幸存下来，只是因为先生您在的缘故啊。”



mourning, and such an event will happen today." He drew his sword and stood up suddenly. A sign of submission appeared on the face of the king of Qin. He knelt down on the ground for a long time and apologized, "Please sit down, Sire. Why are you over reacting to such an extent? Han and Wei were destroyed but Lord Anling has maintained his fifty square *li* fief successfully only due to your patronage. I can see that."



## 卷二十六 韩 一

### 三晋已破智氏

#### 【原文】

三晋已破智氏，将分其地。段规谓韩王曰：“分地必取成皋。”韩王曰：“成皋，石溜之地也，寡人无所用之。”段规曰：“不然，臣闻一里之厚而动千里之权者，地利也；万人之众而破三军者，不意也。王用臣言，则韩必取郑矣。”王曰：“善。”果取成皋。至韩之取郑也，果从成皋始。

#### 【今译】

韩、赵、魏三国军队消灭了智伯的势力以后，将要瓜分他的土地。段规对韩王说：“分割土地一定要争取得到成皋。”韩王说：“成皋是水身立即流失的石头地，我要了它没有什么用处。”段规说：“不是这样的。我听说拥有一里的地盘，就能牵动上千里的地方，是因为地形有利；一支一万人的军队可以击败敌人的大军，是因为出其不意。大王采纳我的建议，韩国就一定能夺取郑国。”韩王说：“好。”果然争取到了成皋。韩国占领郑国，果然是从取得成皋开始的。

### 大成午从赵来

#### 【原文】

大成午从赵来，谓申不害于韩曰：“子以韩重我于赵，请以赵重子于

#### 【今译】

大成午从赵国来到韩国，对申不害说：“您凭借着韩国让我在赵国



**Book 26**

**The First Volume on Han**

**The Troops of the States of Han, Zhao and Wei Defeated the Zhis**

After the troops of the states of Han, Zhao and Wei defeated Marquis Zhi and killed him, they were going to divide up his territory. Duan Gui suggested to Han's king, "When his land is divided up, make sure that you get Chenggao." Han's king said, "The land of Chenggao is full of stones and therefore it cannot hold any water. This land is of no use to me." Duan Gui said, "You are wrong. I have heard that one can operate a land of a thousand *li* by controlling only a *li* of land because of its advantageous geographical condition. An army with only ten thousand soldiers can defeat a vast army because of a surprise military action. If Your Majesty take my advice, our state will definitely occupy the territory of the state of Zheng." The king said, "Good idea." He then took over Chenggao as expected. From then on, Han accumulated its power, defeated and occupied the state of Zheng.

**Dacheng Wu Came from Zhao**

Dacheng Wu came to the state of Han from the state of Zhao and told Shen Buhai, "If you can help me gain power in

【原文】

韩，是子有两韩，而我有两赵也。”

【今译】

掌握重权，请让我凭借赵国让您在韩国掌握重权。这样一来，您就拥有两个韩国，而我就拥有两个赵国。”

## 魏之围邯郸

【原文】

魏之围邯郸也，申不害始合于韩王，然未知王之所欲也，恐言而未必中于王也。王闻申子曰：“吾谁与而可？”对曰：“此安危之要，国家之大事也。臣请深惟而苦思之。”乃微谓赵卓、韩晁曰：“子皆国之辩士也，夫为人臣者，言可必用？尽忠而已矣。”二人各进议于王以事。申子微视王之所说以言于王，王大说之。

【今译】

魏国军队包围了邯郸，申不害刚开始结交韩王，然而还不知道韩王的意向，恐怕自己说的话未必能正中韩王的心意。韩王问申不害：“我跟哪个国家结盟才可以呢？”申不害回答说：“这是关系到国家安危的关键，是国家的头等大事啊。请让我深入考虑一下。”于是暗中对赵卓、韩晁说：“您二位都是国内能言善辩的士人，作为别人的臣子，哪能自己说出的主张一定都会被采纳呢？竭尽自己的忠心而已。”这两个人分别到韩王那里阐述自己对此事的看法。申不害悄悄观察韩王喜欢什么观点，就用其来劝谏他，韩王十分欣赏他。





the state of Zhao through the might of the state of Han, I will help you gain power in the state of Han through the might of the state of Zhao. Thus you will take control of two Hans and I will take control of two Zhaos. ”

### **The Troops of Wei Besieged Handan**

The troops of the state of Wei besieged the capital of Handan of the state of Zhao. At that time, Shen Buhai had just tried to hobnob with Marquis Zhao, the then sovereign of the state of Han. However, he could not guess the intentions of Marquis Zhao, so he feared that if he advised the marquis to take action, it might be against the marquis' own will. The king (referring to Marquis Zhao) asked Shen Buhai, "Which state do you think I can ally with?" Shen Buhai replied, "At this crucial moment, this is the most important question we are facing. Please let me ponder it thoroughly and deeply." Then he secretly told Zhao Zhuo and Han Chao, "You both are persuasive speakers of this state. As court officials serving a sovereign, how can it be possible for the sovereign to take your advice every time? Please just try to persuade him with your absolute loyalty." Then they both went to see the king to discuss choosing which state to ally with. Shen Buhai secretly observed the king's reaction to their views and then persuaded the king to ally with the state the king himself preferred. As a result, the king was very happy and satisfied with him.

## 申子请仕其从兄官

### 【原文】

申子请仕其从兄官，昭侯不许也，申子有怨色。昭侯曰：“非所谓学于子者也。听子之谒而废子之道乎？又亡其行子之术而废子之谒乎？子尝教寡人循功劳，视次第，今有所求，此我将奚听乎？”申子乃辟舍请罪曰：“君真其人也！”

### 【今译】

申不害为自己的意见请求官职，韩昭侯不答应，申不害表现出怨恨的神色。韩昭侯说：“这不符合我从您那里学来的道理啊。我是听从您的请求从而废弃您的主张呢，还是推行您的主张从而否定您的请求？您曾经教导我要依据人们的功劳，检查他们的才能而授予他们官职，如今您有求于我，我该听从您哪方面的意见呢？”于是申不害离开自己的座位请罪道：“大王真是我理想中的君主啊。”

## 苏秦为楚合从说韩王

### 【原文】

苏秦为楚合从说韩王曰：“韩北有巩、洛、成皋之固，西有宜阳、常阪之塞，东有宛、穰、洧水，南有崆山，地方千里，带甲数十万。天下之强国

### 【今译】

苏秦为楚国推行合纵的策略，前去游说韩王说：“韩国北边有巩、洛、成皋等险固，西边有宜阳、常阪等要塞，东边有宛、穰、洧水，南边有崆山，土地方圆千里，有几十万武装的士卒，天下最强劲的弓箭都出自



### Shen Buhai Recommended His Cousin

Shen Buhai recommended his cousin to be employed by the government of the state of Han, but Marquis Zhao did not agree, so Shen Buhai appeared unhappy. Marquis Zhao said, "This is against what I have learned from you. Should I overlook your instructions and accept your recommendation? Or should I follow your instructions and reject your recommendation? Once you told me to employ people by checking their contributions to the state and inspecting their capability. Now you are asking me to employ your relative. What do you think I should do then?" Shen Buhai then left his seat and apologized to the marquis, "You are really the sort of person I admire."

### Su Qin Persuaded Han's King to Join Hezong on Behalf of Chu

Su Qin advocated Hezong on behalf of the state of Chu. He went to persuade Han's king to join Hezong and said, "Han has dangerous places such as Gong, Luo and Chenggao in the north and natural strategic passes such as Yiyang and Changban in the west. It also has Yuan, Rang and the Weishui River in the east and Mount Xing in the south. It owns a territory of one thousand square *li* and tens of thousands of armoured soldiers. All the firm bows and sharp arrows are produced in Han. Excellent bows produced in Han



【原文】

劲弩，皆自韩出。濩子、少府、时力、距（来）[乘]，皆射六百步之外。韩卒超足而射，百发不暇止，远者达胸，近者掩心。韩卒之剑戟，皆出于冥山、棠溪、墨阳、合伯膊。邓师、宛冯、龙渊、太阿，皆陆断马牛，水击鸿雁，当敌即斩。坚甲盾、鞬鞞、扶蓐、革抉、妖芮，无不毕具。以韩卒之勇，被坚甲，蹇劲弩，带利剑，一人当百，不足言也。夫以韩之劲与大王之贤，乃欲西面事秦，称东藩，筑帝宫，受冠带，祠春秋，交臂而服焉。夫羞社稷而为天下笑，无过此者矣。是故愿大王之熟计之也。大王事秦，秦必求宜阳、成皋。今兹效之，明年又益求割地。与之，即无地以给之；

【今译】

韩国，濩子、少府、时力、距秦的射程都超过六百步。韩国的士卒抬脚踏射，可以连续发射一百支箭而不间断，远的可以射中胸部，近的可以射穿心脏。韩国士卒所使用的剑、戟等兵器都出自冥山、棠溪、墨阳、合伯。邓师、宛冯、龙渊、太阿等宝剑，在陆地上都可以斩断牛马，在水中可以击杀天鹅、鸿雁，遇见敌人则立即斩杀。坚固的铠甲、盾牌、头盔、铁制的护臂、皮制的射抉、系盾的绶带等，全部都具备。凭借韩国士卒的勇猛，他们身披坚固的铠甲，脚踏强劲的弓弩，佩带着锋利的宝剑，一人就可以抵挡一百名敌兵，是不用说的。凭着韩国强大的实力与大王的贤明，却想向西侍奉秦国，自称东方的属国，为秦王修建行宫，接受秦王赏赐的衣冠与腰带，供给春秋祭祀的供品，拱手臣服。让国家蒙受耻辱，让天下人讥笑，再也没有比这更严重的了。所以希望大王深思熟虑啊。大王侍奉秦国，秦国一定会索取宜阳与成皋。现在如果给了它，明



such as Xi Zi, Shao Fu, Shi Li and Ju Shu can reach the targets located more than six hundred *bu* away. If the soldiers of Han raise their feet to launch arrows, they can launch one hundred without stopping. The arrows reaching distantly can hit enemies' chests, and those reaching near can penetrate enemies' hearts. All the weapons such as swords and halberds used by the troops of Han are produced in Mount Ming, Tangxi, Moyang and Hebo. All the precious swords, for instance, Deng Shi, Wan Ping, Long Yuan and Tai A, can cut cows and horses into pieces on land and kill swans and geese in the water. When they encounter enemies, they will behead them immediately. In addition, Han also is rich in strong armour, shields, helmets, iron arm-protectors, leather thumb-protectors and ropes used to bind shields. The troops of Han are so brave and tough that if they wear strong armour, stepped on powerful bows and carry sharp swords to fight enemy troops, needless to say that every one of them can easily confront a hundred adversaries. Despite the strength of Han and the wisdom of Your Majesty, you still plan to go to the west to submit to Qin, nominate your state as its eastern dependency, build a Xanadu for its king, accept its robe, hat and belt, offer sacrifice at its grand ceremonies held both in the spring and in the autumn, and serve it submissively. Thus the state will be humiliated, you will be derided, and nothing could be worse. So I hope that Your Majesty will think it over carefully. If you submit to Qin, Qin will definitely ask for our Yiyang and Chenggao. If we give them to it now, it will ask for more land next year. If we

【原文】

不与，则弃前功而后更受其祸。且大大王之地有尽，而秦之求无已。夫以有尽之地，而逆无已之求，此所谓市怨而买祸者也，不战而地已削矣。臣闻鄙语曰：‘宁为鸡口，无为牛后。’今大王西面交臂而臣事秦，何以异于牛后乎？夫大王之贤，挟强韩之兵，而有牛后之名，臣窃为大王羞之。”

韩王忿然作色，攘臂按剑，仰天太息曰：“寡人虽死，必不能事秦，今主君以楚王之教诏之，敬奉社稷以从。”

【今译】

年又会来索要土地。给了它，就没有土地再给它了，不给，就会前功尽弃，而且以后会遭受由它带来的更大的灾祸。况且大王的土地是有限的，而秦国的贪欲是无穷的。用有限的土地去应付无休止的索求，这就是所谓的购买怨恨与灾祸啊，不用交战，土地就已经被削割了。我听一句俗话说：‘宁为鸡口，无为牛后。’如今大王向西对秦王拱手称臣并侍奉秦国，跟做‘牛后’有什么区别呢？凭着大王的贤明，掌握着强大的韩国的军队，却有‘牛后’的名声，我暗自为大王感到羞耻。”韩王满脸怒色，伸出胳膊握住宝剑，仰天长叹一声说：“即使我死了，也一定不会侍奉秦国。今天您用楚王的教诏来教导我，我率领我的国家恭敬地从命。”

## 张仪为秦连横说韩王

【原文】

张仪为秦连横说韩王曰：“韩地险恶，山居，五谷所生，非麦而豆，民

【今译】

张仪为秦国推行连横的策略，游说韩王说：“韩国地<sub>势</sub>险恶，百姓在



agree with it, we will no longer have any land to cede. If we reject it, all our previous efforts will be in vain. Moreover, we will suffer more future disasters caused by it. In addition, the territory of Your Majesty is limited, but the rapacity of Qin is endless. If we submit to the endless rapacity of Qin with our limited territory, we are just purchasing hatred and trouble. Accordingly, without confronting our enemy in any battle, our land will be ceded. I have heard a saying and it says, 'I would rather be the head of a chicken than be the tail of a cow.' Now you are going to serve Qin submissively westwards. Is there any difference between this and being the cow's tail? Your Majesty is wise and capable, and you also control the formidable troops of the powerful Han, but you are pursuing the notoriety of being the cow's tail. I personally feel very ashamed for you." Han's king appeared irritated. He stretched his arm, took his sword, groaned deeply towards the sky and said, "I will definitely refuse to submit to Qin even though I might lose my life. Now you have taught me the instructions of Chu's king, and I will lead my state to follow you respectfully."

### **Zhang Yi Advocated Lianheng on Behalf of Qin and Persuaded Han's King to Join Him**

Zhang Yi advocated Lianheng on behalf of the state of Qin and persuaded the king of the state of Han to join him. He said, "The geographical condition of Han is very dangerous, and the people live in mountainous areas. They



### 【原文】

之所食，大抵豆饭、藿羹；一岁不收，民不谓糟糠；地方不满九百里，无岁之所食。料大王之卒，悉之不过三十万，而厮徒负养在其中矣。为除守澠亭郭塞，见卒不过二十万而已矣。秦带甲百余万，车千乘，骑万匹。虎（挈）[贲]之士，跼踵科头、贯颐奋戟者，至不可胜计也。秦马之良，戎兵之众，探前跋后、蹄间三寻者，不可称数也。山东之卒，被甲冒胄以会战，秦人捐甲徒赍以趋敌，左挈人头，右挟生虏。夫秦卒之与山东之卒也，犹孟贲之与怯夫也；以重力相压，犹乌获之与婴儿也。夫战孟贲、乌

### 【今译】

山中居住，所生产的粮食，不是麦子就是豆子；老百姓所吃的，大都是豆子做的饭或者用豆叶煮的羹；如果一年没有收成，百姓连糟糠都吃不饱；领地方圆不足九百里，没有可以支撑两年的余粮。估计大王的士卒，总共也不过三十万，而且是连做杂役的人员都包括在内了。除去守卫边关要塞的，现有的士卒不过二十万而已。秦国有一百多万武装的士卒、一千辆战车、一万匹战马，勇猛的武士里，不戴头盔就奔涌前进，被箭射穿了面颊还挥舞兵器作战的，多得数都数不过来。秦国的战马精良，士卒众多，战马抬起前蹄，蹬开后腿，一跃之间就奔出三寻的距离，这样的战马也多得数不过来。山东各个国家的士卒披戴甲胄作战，秦国的士兵丢掉甲胄，赤裸着胳膊迎战敌军，用左手拎着敌人的人头，用右臂夹着俘虏。秦国的士卒跟山东各国的士卒相比，犹如孟贲跟懦夫相比；用秦国的大军压向他们，如同乌获对付婴儿一般。让孟贲、乌



can only grow barley and beans. They eat either food made of beans or porridge made exclusively of bean leaves. If a year's harvest is bad, people will not even have enough chaff to feed themselves. Your territory is less than nine hundred square *li* and your store of grain is not enough to support the state for two years. I estimate that Your Majesty has no more than three hundred thousand soldiers, including batmen and other service people. Apart from those defending border passes and strategic forts, you have no more than twenty hundred thousand soldiers. Qin has more than one million armoured troops, a thousand chariots, ten thousand war horses and countless warriors who will advance fearlessly and fling their halberds to confront enemies even though their faces are hit by enemy arrows. Qin's armoured troops are numerous and its war horses are of highest quality. When the horses lift the front legs and stretch the hind legs, they can advance three *xun* in a leap. Such war horses are innumerable. When the troops of the states located east of Mount Xiao wear armour to confront those of Qin, the latter will discard their armour and fight the enemy troops with bare arms. They will hold enemies' heads in the left hands and clamp enemy soldiers with their right arms. The relationship of the troops of Qin and those of the states east of Mount Xiao is somewhat the same as the relationship between Meng Ben (the most valorous person) and a cowardly person. When they approach the enemy troops overwhelmingly, it is similar to Wu Huo (the most robust person) fighting a baby. Dispatching troops as valorous and robust as Meng Ben and Wu Huo to attack



### 【原文】

获之士，以攻不服之弱国，无以异于墮干钧之重集于鸟卵之上，必无幸矣。诸侯不料兵之弱，食之寡，而听从人之甘言好辞，比周以相饰也，皆言曰：‘听吾计，则可以强霸天下。’夫不顾社稷之长利，而听须臾之说，诳误人主者，无过于此者矣。

“大王不事秦，秦下甲据宜阳，断绝韩之上地，东取成皋、宜阳，则鸿台之宫、桑林之苑，非王之有已。夫塞成皋，绝上地，则王之国分矣。先事秦则安矣，不事秦则危矣。夫造祸而求福，计浅而怨深，逆秦而顺楚，虽欲无亡，不可得也。故为大王计，莫如事秦。秦之所欲，莫如弱楚，而能弱楚者莫如韩，非以韩能强于楚也，其势然也。今王西面而事秦

### 【今译】

获一样的勇士去进攻不服从的弱小国家，无异于把干钧的重量一起压在鸟卵上面，必定没有一颗可以幸免。其他各国的君主不清楚自己的军力的薄弱，存粮的微薄，而听信主张合纵的人的甜言蜜语，他们结党营私互相粉饰说：“听从我的计谋就可以强盛，成为天下的霸主。”不顾国家的长远利益，而听从暂时的说辞，再也没有什么比这更能欺骗君主的了。

“大王如果不侍奉秦国，秦国就会派兵占据宜阳，切断韩国通往上党的道路，向东夺取成皋、宜阳，那样鸿台的宫殿、桑林的苑囿就不属于大王所有了。如果封锁成皋、切断上党，大王的国家就被切分了。主动先去侍奉秦国就能得到安宁，不侍奉秦国就会出现危险。到祸患中寻求幸福，计谋短浅而怨恨太深，逆秦而顺从楚国，即使想不灭亡，也是不可能的。所以为大王着想，不如侍奉秦国。秦国最想做的事情就是削弱楚国，而最能削弱楚国的就是韩国。并非因为韩国比楚国更强



those disobedient weak states is like dropping something as heavy as a thousand *jun* onto some bird's eggs. Of course none of the eggs will survive. The sovereigns of these states haven't realized that their armies are weak and their store of grain is very limited. However, they are confused by the cajolery of those advocating Hezong. People advocating He Zong are engaged in building cliques to eulogize each other on purpose, and they all say, 'If you take my advice, you can strengthen your state and become Lord-protector of the world.' Therefore, sovereigns will overlook the long-term interests of their states and take short-term advice instead. Thus they will be badly cheated and nothing could be worse.

"If Your Majesty don't submit to Qin, Qin will send its troops to occupy Yiyang and cut off the road to Shangdang. They will also take over Chenggao and Yitang in the east and thus the palace buildings of Hongtai and the Garden of Sanglin will no longer belong to Your Majesty. If Chenggao is blocked off and the road to Shangdang is cut off, your state will be cut into two parts. If you submit to Qin's authority first, your state will be secure. If not, it will be in danger. If you try to seek good luck in trouble, your tactics are both narrow and shallow, and if you provoke deep hatred by listening to Chu and acting against the will of Qin at the same time, although you want to maintain your state, it will not be possible. So, the best thing for Your Majesty is to submit to Qin. The thing Qin wants to do most is to weaken Chu. And the state that can weaken Chu most is Han. However, it is not that Han is more powerful than Chu. The reason that





### 【原文】

以攻楚，为蔽邑，秦王必喜。夫攻楚而私其地，转祸而说秦，计无便于此者也。是故秦王使使臣献书大王御史，须以决事。”

韩王曰：“客幸而教之，请比郡县，筑帝宫，祠春秋，称东藩，效宜阳。”

### 【今译】

大，是因为韩国地势有利的缘故。如今大王向西侍奉秦国来进攻楚国；替我们国家做事，秦王一定会很高兴。进攻楚国并占有它的土地，把灾祸转移出去并且取悦秦国，再没有比这更有利的计策了。因此秦王派我为使者来向大王的御史敬献书信，请大王尽快作出决断。”韩王说：“有幸得到贵客教诲，请让我们韩国做秦国的一个郡县，为秦王修筑行宫，进献春秋祭祀的供品，自称为东方的属国，并且献上宜阳的土地。”

## 宣王谓缪留

### 【原文】

宣王谓缪留曰：“吾欲两用公仲、公叔，其可乎？”对曰：“不可。晋用六卿而国分，简公用田成、监止而简公弑，魏两用犀首、张仪而西河之外

### 【今译】

韩宣惠王对缪留说：“我想同时任用公仲和公叔，可以这么做吗？”缪留回答说：“不可以。晋国同时任用六个大臣而国家被瓜分；齐简公同时任用田成和监止而简公被杀害；魏国同时任用公孙衍和张仪而丧



Han can weaken Chu lies in Han's advantageous geographical position. Now if you submit to Qin's authority westwards and then attack Chu on behalf of our state, our king will definitely be very happy with you. Attacking Chu and keeping its land for yourself, imputing trouble to Chu and pleasing Qin, these are perfect plans for you. Hence, Qin's king has sent me here as an emissary to present his letter to the Yu Shi ( the title of a kind of high-ranking court official) of Your Majesty. Please make up your mind at once." Han's king said, "I am so lucky that you are here to teach me the instructions of Qin's king. Please allow our state to be a province or a county of Qin. We will build a Xanadu on our territory for His Majesty, provide sacrifice for the grand ceremonies held both in the spring and in the autumn, name our state as an eastern dependency of Qin and cede Yiyang to His Majesty. "

### **King Xuanhui Had a Talk with Jiu Liu**

King Xuanhui of the state of Han asked Jiu Liu, "I want to employ Gongzhong and Gongshu at the same time. Do you think I should do so or not?" Jiu Liu replied, "No, you should not do that. Previously, the state of Jin employed six extremely powerful high-ranking court officials simultaneously, and as a result, the territory of Jin were carved up by them. Duke Jian of the state of Qi employed Tian Cheng and Jian Zhi at the same time, and as a result, Duke Jian was murdered by Tian Cheng. The state of Wei



### 【原文】

亡。今王两用之，其多力者内树其党，其寡力者藉外权。群臣或内树其党以擅其主，或外为交以裂其地，则王之国必危矣。”

### 【今译】

失了西河以外的土地。如今大王同时用这两个人，他们当中实力强大的一方就会在国内树立自己的党羽，实力弱小的一方就会利用外国的势力。群臣或者在朝内树立自己的党羽来篡夺君主的大权，或者与国外势力结交来分割国家的土地，那大王的国家一定会有危险了。”

## 张仪谓齐王

### 【原文】

（阙文）张仪：“谓齐王曰：‘王不如资韩朋，与之逐张仪于魏。魏因相厚首，因以齐、魏废韩朋，而相公叔以伐秦。’公仲闻之，必不入于齐，据公于魏，是公无患。”

### 【今译】

有人对张仪说：“我对齐王说：‘大王不如帮助韩朋，跟他一起把张仪从魏国驱逐出去。魏国趁机任用公孙衍为相国，趁机依靠齐国和魏国来罢免韩朋，从而任用公叔为相国来进攻秦国。’公仲听说了这件事，一定不会到齐国去，而会来魏国依靠您，这样一来，您就没有忧患了。”

## 楚昭献相韩

### 【原文】

楚昭献相韩。秦且攻韩，韩废昭献。昭献令人谓公叔曰：“不如贵

### 【今译】

楚国的昭献做了韩国的相国。秦军即将进攻韩国，韩国罢免了昭



employed Gongsun Yan and Zhang Yi simultaneously, and as a result, the area of Xihe was lost. Now if you employ these two people at the same time, the more powerful and influential one will build cliques in our state. The less powerful and influential one will turn to other states to gain power. If this is the case, the court officials will either build cliques to take control of your power, or plot with other states to divide up your territory. Accordingly, your state will definitely be in danger.”

### **Someone Told Zhang Yi That He Was About to Consult with Qi's King**

Someone told Zhang Yi, “I will tell the king of the state of Qi, ‘You’d better support Han Peng, and then you can unite with him to drive Zhang Yi out of the state of Wei. Then the state of Wei will appoint Gongsun Yan to be the new prime minister. Then you can dismiss Han Peng from office through the might of both the state of Qi and the state of Wei. Then you can appoint Gongshu to be prime minister of Han and ally with him to attack the state of Qin.’ When Gongzhong, also known as Han Peng, hears this, he will definitely not go to the state of Qi. Therefore, he will come to Wei and rely on you. Then you will be free from trouble.”

### **Zhao Xian from Chu Served as Prime Minister of Han**

Zhao Xian, a person from the state of Chu, served as

### 【原文】

昭献以固楚，秦必曰楚，韩合矣。”

### 【今译】

献。昭献派人对公叔说：“不如抬高我的权位来巩固跟楚国的关系，秦国一定会说楚国和韩国联合起来了。”

## 秦攻陜

### 【原文】

秦攻陜，韩使人驰南阳之地。秦已驰，又攻陜，韩因割南阳之地。秦受地，又攻陜。陈轸谓秦王曰：“国形不便，故驰；交不亲，故割。今割矣而交不亲，驰矣而兵不止，臣恐山东之无以驰割事王者矣。且王求百金于三川而不可得，求千金于韩，一旦而具。今王攻韩，是绝上交而固

### 【今译】

秦国军队进攻陜，韩国派人用南阳地区跟秦国交换土地。秦国已经交换了土地，又进攻陜，于是韩国把南阳地区割让给了秦国。秦国接受了这片土地，又进攻陜。陈轸对秦王说：“国家形势不利，所以跟我们交换土地。交换了土地还不能跟我们建立密切关系，所以割让土地给我们。如今土地已经割让了而交情还是不密切，土地已经交换了但是还没有停止用兵，我担心山东各国不会通过交换或者割让土地来侍奉大王了。再说大王向三川地区索要一百镒黄金都不能得到，向韩国索要一千镒黄金，很快就能获得。如今大王进攻韩国，这就是断绝跟我们





prime minister of the state of Han. The troops of Qin were about to attack the state of Han, and Han dismissed Zhao Xian from office. Zhao Xian sent someone to take the following message to Gongshu: "You'd better help me consolidate my power and thus improve Han's relations with the state of Chu. If this is the case, the people of the state of Qin will say, 'Look, Chu and Han have built an alliance with each other.'"

### The Troops of Qin Attacked Jing

The troops of the state of Qin attacked the city of Jing of the state of Han. Han sent someone to exchange the area of Nanyang for some land of the state of Qin. Qin made the exchange with Han, but then attacked Jing again. Han then ceded the area of Nanyang to Qin. Qin accepted this area but then attacked Jing again. *Chen Zhen had a talk with the king of Qin and said, "The state of Han exchanged the area of Nanyang with us because it was under threat. However, it failed to win us over by so doing, so it ceded the area of Nanyang to us. Nonetheless, it still cannot establish close relations with us after ceding Nanyang. Nor have we stopped attacking it after exchanging some land with it. I am afraid that other states located east of Mount Xiao will no longer exchange their land with you or cede their territory to you. Moreover, once you demanded the people of the region of Sanchuan to present you with one hundred yi of gold but could not force them to do so. However, you received one*



【原文】

私府也，窃为王弗取也。”

【今译】

关系最好的国家的交情而且枯竭了我们自己的宝库，我私下认为大王这么做是不可取的。”

## 五国约而攻秦

【原文】

五国约而攻秦，楚王为从长。不能伤秦，兵罢而留于成皋。魏顺谓市丘君曰：“五国罢，必攻市丘以偿兵费。君资臣，臣请为君止天下之攻市丘。”市丘君曰：“善。”因遣之。

魏顺南见楚王，曰：“王约五国而西伐秦，不能伤秦，天下且以是轻王而重秦。故王胡不卜交乎？”楚王曰：“奈何？”魏顺曰：“天下罢，必攻

【今译】

楚国、韩国、赵国、魏国和燕国五个国家联合起来进攻秦国，楚王是这个联盟的首领。五国联军不能挫败秦国，军队疲惫，便留守在成皋。魏顺对市丘君说：“五国撤军的时候，一定会进攻市丘来补偿自己的军费开销。您为我提供资助，我为您解除天下各国联军对市丘的进攻。”市丘君说：“好的。”于是派他上路了。

魏顺向南谒见楚王，说：“大王联合五个国家向西进攻秦国，不能对秦国构成伤害，天下各国将因此而轻视大王、重视秦国。所以大王何不试探一下跟各国的交情呢？”楚王说：“怎么试探？”魏顺说：“天下各国撤



thousand *yi* of gold from the state of Han shortly after your order was issued to it. Now you are attacking Han. This will lead to nothing but the cutting of our ties with our best ally as well as exhausting the resources of our own depot (referring to the state of Han. The king of Qin can obtain anything he wants from Han, so Han is regarded as a depot of Qin). I personally think you should not do so."

### Five States Allied with Each Other to Attack Qin

Five states—the states of Chu, Han, Zhao, Wei and Yan built allied forces to attack the state of Qin. The king of the state of Chu was the leader commanding this military force. However, they failed to cause any concrete damage to the state of Qin, so they stopped military operations and were stationed in Chenggao. Wei Shun had a talk with Lord Shiqiu and said, "If the allied forces of these five states stop their military action against Qin, they will definitely attack Shiqiu to compensate for their military expenditure on this war. If you can render me some support, I will stop them from attacking Shiqiu on your behalf." Lord Shiqiu said, "Excellent." Then he granted Wei Shun his permission.

Wei Shun travelled to the south to see the king of Chu. He said, "You have united these five states to attack the state of Qin, but you failed to cause any severe damage to Qin. As a result, due to your failure, other states in the world will disregard you and attach importance to the state of Qin. So, why not test your relations with them?" The king of Chu



### 【原文】

市丘以偿兵费。王令之勿攻市丘。五国重王，且听王之言而不攻市丘；不重王，且反王之言而攻市丘。然则王之轻重必明矣。”故楚王卜交澠市丘存。

### 【今译】

军的时候，一定会进攻市丘来补偿军费。大王命令它们不要进攻市丘。五个国家如果重视大王，就会听从大王的命令而不进攻市丘；不重视大王，就会违背大王的命令而进攻市丘。这样一来，大王地位的轻重一定会明白了。”所以楚王试探跟各国的交情而市丘得到保全。

## 郑强载八白金入秦

### 【原文】

郑强载八白金入秦，请以伐韩。冷向谓郑强曰：“公以八白金请伐人之与国，秦必不听公。公不如令秦王疑公叔。”郑强曰：“何如？”曰：“公叔之攻楚也，以几瑟之存焉，故言先楚也。今已令楚王奉几瑟以车百乘居阳翟，令昭献转而与之处，旬有余，彼已觉。而几瑟，公叔之仇

### 【今译】

郑强用车装载着八百两黄金来到秦国，请求秦国进攻韩国。冷向对郑强说：“您凭着八百两黄金请秦国进攻自己的盟国，秦王一定不会听您的。您不如让秦王对公叔产生怀疑。”郑强问：“怎么办呢？”冷向说：“公叔之所以进攻楚国，是因为几瑟在那里的缘故，所以扬言首先进攻楚国。现在假如您让楚王供给几瑟一百辆车子，让他住到阳翟，让昭献到那里跟他共处，十三天后，公叔就会警觉了。而几瑟是公叔的仇

asked, "How can I test my relations with them?" Wei Shun said, "When these states stop their military action against the state of Qin, they will certainly attack Shiqiu to compensate for their military expenditures for this attack. So you can order them not to attack Shiqiu. If they really attach importance to you, they will carry out your order and not attack Shiqiu. If they don't attach importance to you, they will act against your order and attack Shiqiu. As a result, whether or not they attach importance to you will be clear." Accordingly, the king of Chu tested his relations with other states, and as a result, Shiqiu survived.

### **Zheng Qiang Carried Eight Hundred *yi* of Gold in a Carriage to Qin**

Zheng Qiang carried eight hundred *yi* of gold in a carriage to bribe the state of Qin. He asked Qin to send troops to attack the state of Han. Ling Xiang had a talk with Zheng Qiang and said, "You are trying to bribe the king of Qin with eight hundred *yi* of gold and thereby ask him to attack his ally. He will certainly not take your advice. It would be better if you make the king of Qin suspicious of Gongshu." Zheng Qiang asked, "How can I make him suspicious of Gongshu then?" Ling Xiang said, "Gongshu wants to attack the state of Chu because Ji Se is there, so he will declare war against Chu first. If you can ask the king of Chu to present Ji Se with one hundred carriages and send him to Yangdi, and then send Zhao Xian there to stay with Ji Se, Gongshu will





### 【原文】

也；而昭献，公叔之人也。秦王闻之，必疑公叔为楚也。”

### 【今译】

人，昭献是公叔的自己人。秦王听说了这件事，一定会怀疑公叔在为楚国做事。”

## 郑强之走张仪于秦

### 【原文】

郑强之走张仪于秦，曰仪之使者必之楚矣。故谓大宰曰：“公留仪之使者，强请西阨仪于秦。”故因而请秦王曰：“张仪使人致上庸之地，故使使臣再拜谒秦王。”秦王怒，张仪走。

### 【今译】

郑强打算把张仪从秦国驱逐出去，对秦国说：“张仪一定举自己人到楚国去了。”特意对楚国大宰说：“您留下张仪派来的人，请让我向西到秦国去图谋张仪。”所以趁机对秦王说：“张仪派人把上庸地区送给了楚国，特意派我为使者来行两次礼禀报秦王。”秦王生气了，张仪出逃。

## 宜阳之役

### 【原文】

宜阳之役，杨达谓公孙显曰：“请为公以五万攻西周，得之，是以九

### 【今译】

宜阳战役中，杨达对公孙显说：“请让我为您用五万军队进攻西周，战胜了它，就能占有九鼎来抑制甘茂的势力。即使不能战胜，秦军进攻西周，天下各国讨厌秦国这么做，一定会迅速起兵营救韩国，那甘茂的



know it within ten days. Ji Se is Gongshu's personal enemy. And Zhao Xian is on the side of Gongshu. When the king of Qin hears of this, he will definitely doubt that Gongshu intends to help the state of Chu by so doing."

### **Zheng Qiang Drove Zhang Yi Out of Qin**

Zheng Qiang wanted to drive Zhang Yi out of the state of Qin, so firstly he told the king of Qin that Zhang Yi must have sent a messenger to the state of Chu. Then he purposely told the prime minister of Chu, "Please detain Zhang Yi's messenger. I will go westwards to Qin and scheme against Zhang Yi." Then he told the king of Qin, "Zhang Yi has sent someone to give up the region of Shangyong to the state of Chu. Hence he has sent me here to report this fact to you." The king of Qin was vexed and as a result, Zhang Yi fled from Qin.

### **The War in Yiyang**

During the war in Yiyang, Yang Da had a talk with Gongsun Xian and said, "Please allow me to lead fifty thousand soldiers to attack the state of West Zhou for you. If I defeat it, you can use the Nine Cauldrons to restrain Gan Mao's power. If I cannot defeat it, other states in the world will hate the troops of Qin for attacking the West Zhou. So they will come to Han's rescue (this refers to the troops of other states who will come to Yiyang's rescue



### 【原文】

鼎印甘茂也。不然，秦攻西周，天下恶之，其救韩必疾，则茂事败矣。”

### 【今译】

事情就被败坏了。”

## 秦围宜阳

### 【原文】

秦围宜阳，游腾谓公仲曰：“公何不与赵高、离石、祁，以质许地？期楼缓必败矣。收韩、赵之兵以临魏，楼鼻必败矣。韩[赵]为一，魏必倍秦，甘茂必败矣。以成阳资翟强于齐，楚必败之。须，秦必败。秦失魏，宜阳必不拔矣。”

### 【今译】

秦国军队围攻宜阳，游腾对公仲说：“您为何不把离、离石、祁归还给赵国，让赵国派来人质就答应归还这些地区？那样楼缓必定要失势了。联合韩国和赵国的军队来逼近魏国，楼鼻就必定会失势了。韩国和赵国结为同盟，魏国就一定会背叛秦国，甘茂必定会失势了。用成阳资助翟强在齐国的实力，楚国一定会破坏此事。过不了多长时间，秦国一定会失败。秦国失去了魏国的支持，一定不能攻克宜阳。”

## 公仲以宜阳之故仇甘茂

### 【原文】

公仲以宜阳之故仇甘茂。其后，秦归武遂于韩。已而，秦王固疑甘

### 【今译】

公仲因为宜阳的缘故而仇视甘茂。后来，秦国把武遂归还给韩国，



because Yiyang is located on their way to West Zhou. Therefore, if they are to rescue the West Zhou, they will save Yi Yang first). As a result, Gan Mao's strategy will result in failure."

### **The Troops of Qin Besieged Yiyang**

The troops of the state of Qin besieged the city of Yiyang of the state of Han. You Teng had a talk with Gongzhong and said, "Why not return the regions of Lin, Lishi and Qi to the state of Zhao, asking it to send one of its princes here as a hostage in return? Thus Lou Huan will definitely lose power (in the state of Zhao). If you let our state and the state of Zhao build an alliance with each other and then attack the state of Wei with other allied forces, Lou Bi will lose his power (in the state of Wei). If the state of Han and the state of Zhao build an alliance, the state of Wei will definitely turn against the state of Qin. As a result, Gan Mao will lose power (in the state of Qin). If you support Zhai Qiang to gain power from the state of Qi by bestowing upon him the region of Chengyang, the state of Chu will definitely try to destroy your plan. The troops of Qin will soon lose the war. If the troops of Qin lose the support of the state of Wei, they will definitely not be able to conquer the city of Yiyang."

### **Gongzhong Hated Gan Mao Due to the Loss of Yiyang**

Gongzhong was very bitter towards Gan Mao due to the loss of the city of Yiyang. After some time, the state of Qin

### 【原文】

茂之以武遂解于公仲也。且赫为公仲谓秦王曰：“(明)[朋]也愿因茂以事王。”秦王大怒于甘茂，故樗里疾大说杜赫。

### 【今译】

没过多久，秦王就怀疑甘茂用武遂来跟公仲和解。杜赫为公仲对秦王说：“公仲愿意通过甘茂来侍奉大王。”秦王非常生甘茂的气，所以樗里疾十分赏识杜赫。

## 秦韩战于浊泽

### 【原文】

秦、韩战于浊泽，韩氏急。公仲(明)[朋]谓韩王曰：“与国不可恃。今秦之心欲伐楚，王不如因张仪为和于秦，赂之以一名都，与之伐楚。此以一易二之计也。”韩王曰：“善。”乃谓公仲之行，将西讲于秦。

楚王闻之，大怒，召陈轸而告之。陈轸曰：“秦之欲伐我久矣，今又

### 【今译】

秦国和韩国的军队在浊泽交战，韩国陷入危机。公仲朋对韩王说：“盟国不足以依赖。如今秦国的意思是想进攻楚国，大王不如通过张仪跟秦国讲和，用一个有名的都邑来贿赂它，跟它一起进攻楚国。这是用一个都邑来解除秦国对我们的进攻并且跟秦国一起攻打楚国来谋取利益的计策。”韩王说，“好的。”于是按照公仲的意思行事，准备到西方去跟秦国讲和。

楚王听说了这件事，非常害怕，召见陈轸，把此事告诉了他。陈轸



returned the region of Wusui to the state of Han. Shortly after that, the king of Qin suspected that it might be Gan Mao's plan to return Wusui to Han to reconcile with Gongzhong. Shortly after that, Du He had a talk with the king of Qin and said, "Gongzhong wants Gan Mao to introduce him to you." The king of Qin was very angry towards Gan Mao. As a result, Chu Liji was very happy with Du He (because Chu Liji and Gan Mao were vying with each other for power).

### **The Troops of Qin and Those of Han Engaged in a War in Zhuoze**

The troops of the state of Qin and those of the state of Han engaged in a war in Zhuoze, and the state of Han was in severe danger. Gongzhong Peng had a talk with the king of Han and said, "Our ally is unreliable. Some people in the state of Qin have planned to attack the state of Chu for a long time. So it would be better if you make peace with the state of Qin through Zhang Yi, bribe Qin with one of our famous cities and thus ally with Qin to attack the state of Chu. By so doing, not only can we stop Qin from attacking us, but we can unite with Qin to invade Chu and thus take advantage of Chu to benefit ourselves." The king of Han said, "Very good." Then he permitted Gongzhong to go to the west to negotiate a ceasefire with Qin, and Gongzhong got ready for the trip.

When the king of the state of Chu heard of this, he was very afraid. So he summoned Chen Zhen, told him about it





### 【原文】

得韩之名都一而具甲，秦、韩并兵南乡，此秦所以庙祠而求也。今已得之矣，楚国必伐矣。王听臣，为之微四境之内，选帅言救韩，令战车满道路，发信臣，多其车，重其币，使信王之救己也。（纵）韩为不能听我，韩必德王也，必不为雁行以来。是秦、韩不和，兵虽至，楚国不大病矣。为能听我，绝和于秦，秦必大怒，以厚怨于韩。韩得楚救，必轻秦。轻秦其应秦必不暇。是我困秦，韩之兵而免楚国之患也。”

### 【今译】

说：“秦国早就想攻打我国了，如今又得到韩国一个大城邑及其甲兵，秦国和韩国共同向南出兵，这是秦王在宗庙祭祀时所祈求的事情啊。如今已经得到了，楚国一定要遭受攻击了。大主要听我的，为此警告四方边境之内的百姓，选拔出精锐部队，声称要救援韩国，让战车布满道路；派出亲信的大臣出使韩国，多配备车辆，带上厚重的礼金，让韩国相信大王真的要营救它。即使韩国不听我们的，韩国也一定会感激大王的，一定不会为秦军打头阵来进攻我们。这样一来，秦国和韩国就联合不起来，即使派兵来到这里，对楚国也造不成太大的伤害。如果韩国能听我们的，跟秦国断绝关系，秦国一定会非常生气，会深深地怨恨韩国。韩国以为得到楚国的救援，一定会轻视秦国。轻视秦国，它对秦国的态度就必定很不恭敬。这样一来，我们就困住了秦国和韩国的军队而且避免了楚国遭受入侵。”



and asked for his advice. Chen Zhen said, "The state of Qin has planned to invade our state for a long time. Now it has gained a famous city from the state of Han and also won over the support of Han's military forces. To ally with Han's troops and march south to launch a concerted attack on our state is what the king of Qin has prayed for during the rituals held in the ancestral temple. Now that they have won over the support of Han's military forces, our state will certainly be invaded. If you take my advice, please warn people all over our state and dispatch our elite troops, declaring to assist the state of Han. Send our chariots to Han in an endless stream. Send important court officials on diplomatic missions with many carriages and very generous monetary gifts to the state of Han to make the people of Han believe that you are really intending to help them. Thus although the king of Han may not take our advice, he will definitely be grateful to you, so he won't let his troops fight in the van for Qin to invade us. As a result, Qin and Han cannot really build an alliance with each other. Although they may send united forces here, they will not pose any severe threat to our state. If the king of Han takes our advice and cuts off his ties with Qin, the king of Qin will be badly vexed, and therefore will become very hostile towards Han. The troops of Han think that the troops of our state will go to their aid, so they will definitely underestimate Qin's military forces. As a result, they will definitely confront the enemy troops too confidently. Thus we can exhaust both the troops of Qin and those of Han and therefore prevent their aggression against our state."

### 【原文】

楚王大说，乃徵四境之内，选师言救韩；发信臣，多其车，重其币。谓韩王曰：“弊邑虽小，已悉起之矣。愿大国遂建意于秦，弊邑将以楚布韩。”

韩王大说，乃止公仲。公仲曰：“不可。夫以实（告）〔苦〕我者，秦也；以虚名救我者，楚也。恃楚之虚名，轻绝强秦之敌，必为天下笑矣。且楚、韩非兄弟之国也，又非素约而谋伐秦矣。秦欲伐楚，楚因以起师言救韩，此必陈轸之谋也。且王以使人报于秦矣，今弗行，是欺秦也。夫轻强秦之祸，而信楚之谋臣，王必悔之矣。”韩王弗听，遂绝和于秦。

### 【今译】

楚王十分高兴，为此警戒四方边境之内的百姓，选拔出精锐部队。声言要援救韩国，让战车布满道路，派出亲信的大臣，多配备车辆，带上厚重的礼金出使韩国。对韩王说：“我的国家虽然小，但已经派出全部兵力了。希望贵国竭尽全力对付秦国，我们将用楚国誓死捍卫韩国。”

韩王十分高兴，于是阻止公仲出行。公仲说：“不能这么做。用实力来害苦我们的，是秦国；口头上说援救我们的，是楚国。依靠楚国口头上的帮助，轻易对抗与我们为敌的强大的秦国，一定会受到天下人的嘲笑的。再说楚国和韩国并非兄弟般的国家，又不是早就的好要一起进攻秦国。秦国想进攻楚国，因此楚国起兵，扬言援救韩国，这一定是陈轸的计策啊。况且大王已经派人报告秦国我要出使了，如今不去了，就是欺骗秦国。轻视强大的秦国所带来的灾祸，而听信楚国出谋划策



The king of Chu was very happy with this suggestion, so he warned his people all over the state and dispatched elite troops, declaring to assist the state of Han. Chu's chariots left for Han in an endless stream, and important court officials were sent to Han with many carriages and very generous monetary gifts on diplomatic missions. They informed the king of Han, "Although our state is very small, we have sent all our troops here to your rescue. We hope that you will deploy all your troops to confront the troops of Qin, and we will do what we can to help you at any cost."

The king of Han was very happy, so he stopped Gongzhong's trip to the state of Qin. Gongzhong said, "No, we should not cancel this trip to Qin. The state of Qin is posing a severe threat to us with their military forces. However, the state of Chu is only paying us lip service by declaring that they are coming to our rescue. By relying on Chu's lip service and thus underestimating the powerful enemy state—Qin, we will surely be derided by people all over the world. Moreover, the state of Chu and our state are not brother states, nor have we plotted with it to attack Qin before. The troops of Qin are about to attack Chu, so Chu declares that it is going to send its best troops to help us. This must be a strategy suggested by Chen Zhen. In addition, you have already sent some people to report to the king of Qin that I am going to pay a visit to Qin. If we cancel this diplomatic mission to Qin, we are deceiving it. If you underestimate the trouble that might be caused by the powerful Qin and at the same time trust the advisors of the



### 【原文】

秦果大怒，兴师与韩氏战于岸门，楚救不至，韩氏大败。

韩氏之兵非削弱也，民非蒙愚也。兵为秦离，智为楚笑[者]，过听于陈轸，失计于韩(明)[朋]也。

### 【今译】

的大臣，大王一定会后悔的。”韩王不听，于是断绝了跟秦国的关系。秦王果然十分愤怒，派兵跟韩国在岸门开战，楚国救兵没有到来，韩国被严重击败。

韩国的兵力并非薄弱，人民也不愚蠢，然而军队被秦国俘虏，智谋遭到楚国嘲笑，是因为错误地听信了陈轸，而没有采纳韩朋的计策的缘故。

## 颜率见公仲

### 【原文】

颜率见公仲，公仲不见。颜率谓公仲之谒者曰：“公仲必以率为阳也，故不见率也。公仲好内，率曰好士；[公]仲高于财，率曰散施；公仲无行，率曰好义。自今以来，率且正言之而已矣。”公仲之谒者以告公仲，公仲遽起而见之。

### 【今译】

颜率去见公仲，公仲不见他。颜率对公仲手下负责接待宾客的人说：“公仲一定以为我这不实在，所以不愿意见我。公仲喜欢女色，我说要喜爱士人；公仲吝惜自己的钱财，我说要施舍给别人；公仲没有德行，我说要热爱道义。从今以后，我只有直言不讳地说出自己的看法而已。”公仲手下负责接待宾客的人把这话告诉了公仲，公仲立即起来接见颜率。



state of Chu, you will definitely regret it later." The king of Han did not listen to Gongzhong. He cut off his ties with Qin. The king of Qin was very angry as expected, so he dispatched troops to fight those of Han in Anmen. The reinforcements of the state of Chu did not come, and the troops of Han were badly defeated.

It was not that the troops of Han were weak. Nor were its people stupid. However, the troops of Han were taken captive by those of Qin, and Han's tactics were scorned by the people of the state of Chu. That happened because the king of Han unwisely trusted Chen Zhen and therefore refused to take Han Peng's advice.

### **Yan Shuai Visited Gongzhong**

Yan Shuai wanted to pay a visit to Gongzhong, but Gongzhong refused to see him. Yan Shuai told Gongzhong's servant in charge of receiving guests, "Gongzhong must regard me as insincere, so he refused to see me in person. Gongzhong is addicted to love affairs with beautiful women, but I will suggest that he attach more importance to scholars. Gongzhong is very mean, but I will suggest that he distribute his wealth to help others. Gongzhong is a person of no virtue at all, but I will suggest that he adhere to the rules of morality and justice. From now on, I will express myself directly to him." Gongzhong's servant in charge of receiving guests informed Gongzhong about this. So Gongzhong immediately went to meet Yan Shuai.



## 韩公仲谓向寿

### 【原文】

韩公仲谓向寿曰：“高国覆车。公破韩，辱公仲，公仲收国复事秦，自以为必可以封。今公与楚解中，封小令尹以（桂）[杜]阳。秦、楚合，复攻韩，韩必亡。公仲躬率其私徒以斗于秦，愿公之熟计之也。”向寿曰：“吾合秦、楚，非以当韩也，子为我鬻之公仲，曰：‘秦、韩之交可合也。’”对曰：“愿有复于公。谚曰：‘贵其所以贵者贵。’今王之爱习公也不如公孙郝，其知能公也不如甘茂。今二人者皆不得亲于事矣，而公独

### 【今译】

韩国的相国公仲派人向向寿说：“野兽被逼急了也能撞翻猎人的车子。您攻克了韩国的军队，侮辱了公仲，公仲收拾韩国残局，又重新侍奉秦国，他自以为一定能够得到秦王的封赏了。如今您跟楚国和解，楚国把秦国的杜阳分封给小令尹。秦国与楚国联合，再次进攻韩国，韩国一定会灭亡。那样公仲将亲自率领自己的队伍跟秦国决斗，希望您仔细考虑一下这件事。”向寿说：“我让秦国和楚国联合起来，并不是要对抗韩国。您替我告诉公仲，说秦国跟韩国可以缔结邦交了。”公仲的使者回答说：“我还想对您说句话。有句俗话说：‘尊重别人所尊重的东西，自己也能受到尊重。’如今秦王对您的宠信比不上公孙郝，他认为您的智慧和才干比不上甘茂。如今这两个人都不能抽手处理国家大事。



### Gongzhong of Han Sent an Emissary to See Xiang Shou

Gongzhong, the prime minister of the state of Han, sent an emissary to see Xiang Shou and say, "If wild animals are goaded too badly, they will turn over the hunters' carriages. Now you have defeated the troops of Han and humiliated Gongzhong. After the debacle, Gongzhong put the state in order and led it to submit to Qin's authority. He thought that Qin would definitely confer on him some land or a title. Now you are aiming at establishing diplomatic relations with the state of Chu and therefore the king of Chu has conferred Duyang of the state of Qin on the Junior Prime Minister. If Qin and Chu unite with each other, they will definitely launch military action against Han. As a result, Han will surely be destroyed. Therefore, Gongzhong will lead his private troops to fight the troops of Qin. I hope that you think about it carefully." Xiang Shou said, "I don't intend to let Qin and Chu unite with each other to counteract Han. Please take a message to Gongzhong for me and tell him that Qin and Han can establish diplomatic relations with each other." The emissary replied, "I also have something to tell you. There is a saying which says, 'If you value things valued by others, you will be valued by others in return.' Now His Majesty appreciates Gongsun Hao much more than appreciates you. And he considers that you are not as wise and capable as Gan Mao. Nonetheless, these two people are not able to manage government affairs in person. However, you are the only one





### 【原文】

与王主断于国者，畏有以失之也。公孙郝党于韩，而甘茂党于魏，故王不信也。今秦、楚争强，而公党于楚，是与公孙郝、甘茂同道也。公何以异之？人皆言楚之多变也，而公必之，是白为贵也。公不如与王谋其变也，善韩以备之，若此则无祸矣。韩氏先以国从公孙郝，而后委国于甘茂，是韩、公之仇也。今公言善韩以备楚，是外举不辟仇也。

向寿曰：“吾甚欲韩合。”对曰：“甘茂许公仲以武遂，反宜阳之民。今公徒令收之，甚难。”向子曰：“然则奈何？武遂终不可得已。”对曰：“公何不以秦为韩求（魏）[魏]用于楚？此乃韩之寄地也。公求而得之，

### 【今译】

而唯独您跟秦王一起决断国家大事，是因为他们二人有失诺的障蔽。公孙郝跟韩国结为一派，而甘茂跟魏国结为一派，所以秦王不信任他们了。如今秦国跟楚国互相争夺霸权，而您却跟楚国结为一派，这是跟公孙郝与甘茂走同一条道路啊，您用什么跟他们区别开来呢？人们都说楚国非常变化多端，与您却一定要跟它亲近，这是自己寻求尊贵。您不如跟秦王一起谋划对付楚国的善变，跟韩国搞好关系来防范楚国。如果是这样，就没有灾祸了。韩国起先把国事交给公孙郝，后来又把国家委托给甘茂，这样一来，韩国就是您的仇讎了。如今您宣称跟韩国亲近来防范楚国，这就是举荐外人不回避自己的仇讎啊。”

向寿说：“我想跟韩国和好。”公仲的使者回答说：“甘茂许诺公仲把武遂归还给韩国，让宜阳的百姓返回家园。如今您轻易收回了武遂，这样一来，很难跟韩国和好啊。”向寿说：“既然如此，该怎么办呢？终究不能收回武遂吗？”使者回答说：“您为什么不凭借秦国的势力为韩国索要楚国的颍川？这是楚国从韩国夺取的土地，您索要并且取得它，



who can administer the state along with His Majesty. Gongsun Hao is very close to Han and Gan Mao is very close to Wei, but both of them act imprudently, so they are not trusted by His Majesty. Now Qin and Chu are vying with each other for power and in being addressed as Lord-protector. But you side firmly with Chu. Thus you are following the path of Gongsun Hao and Gan Mao. How can you differentiate yourself from them? All people regard Chu as a very unreliable state. However, you support it unconditionally. Therefore, you are trying to gain power for yourself by doing so. You'd better conspire with His Majesty to deal with Chu's caprice and at the same time hobnob with Han to guard against Chu. Then you will be free from trouble. At first, Han entrusted government affairs to Gongsun Hao and then it turned to Gan Mao. Therefore, Han is your enemy. If you openly announce to establish good relations with Han to prepare for any incidents that might be caused by Chu, you will gain a high reputation of recommending your enemy."

Xiang Shou said, "I want to establish good relations with Han very much." The emissary replied, "Gan Mao promised Gongzhong that he would return Wusui to Han and send the displaced people of Yiyang back home. Now you are going to take Yiyang back. Therefore, it is very difficult for you to establish friendly relations with Han." Xiang Shou asked, "What shall I do then? Shall I give up Wusui for good?" The emissary replied, "Why not ask Chu to return Yingchuan to Han through the might of Qin? The land used to belong to

### 【原文】

是令行于楚而以其地德韩也，公求而弗得，是韩、楚之怨不解而交走秦也。秦、楚争强，而公过楚以（攻）〔收〕韩，此利于秦。”向子曰：“奈何？”对曰：“此善事也。甘茂欲以魏取齐，公孙郝欲以韩取齐，今公取宜阳以为功，收楚、韩以安之，而诛齐、魏之罪，是以公孙郝、甘茂之无事也。”

### 【今译】

您的命令就能在楚国得到推行，而且能利用这块土地让韩国对您感恩戴德。如果您索要了而不能得到，韩国和楚国之间的怨恨就不能化解，从而都会投靠秦国。秦国跟楚国互相争夺霸权，而您指责楚国的过失来拉拢韩国，这对秦国是有利的。”向寿问：“该怎么办呢？”使者回答说：“这是件好事。甘茂想通过魏国夺取齐国的土地，公孙郝想通过韩国夺取齐国的土地，如今您夺取宜阳作为自己的功劳，争取到楚国和韩国，使得宜阳安全稳固，并声讨齐国和魏国的罪过，这样一来，公孙郝和甘茂就无事可做了。”

## 或谓公仲曰听者听国

### 【原文】

或谓公仲曰：“听者听国，非必听（实）〔贵〕也。故先生听谚言于市，愿公之听臣言也。公求中立于秦而弗能得也，善公孙郝以难甘茂，劝齐兵以劝止魏，楚、赵皆公之仇也，臣恐国之以此为患也，愿公之复求中

### 【今译】

有人对公仲说：“执政者听从国人的意见，并非一定要听从达官显贵的意见，所以先王到集市上去听老百姓的谚语。希望您听听我的建议。您希求对秦国保持中立而办不到，跟公孙郝友好而跟甘茂作对，搞劳齐国军队而阻止魏军进攻齐国。楚国和赵国都是您的仇敌，我担心

Han and was taken over by Chu. If you can make Chu give it back to us, it means that your orders will be carried out by Chu. In addition, Han will be grateful to you because of the land. If not, it means that the rancor between Han and Chu cannot be smoothed over and therefore both these states will vie with each other in submitting to Qin's authority. Since Qin and Chu are fighting for power, if you reprimand Chu to buy off Han, this is advantageous to Qin." Xiang Shou asked, "What shall I do then?" The emissary replied, "This is a good thing. Gan Mao wishes to manipulate Wei to obtain land from Qi, and Gongsun Hao wishes to manipulate Han to obtain land from Qi. Now if you occupy Yiyang and regard this your own contribution, secure its safety by winning over Chu and Han and reprimanding the sins of Qi and Wei, Gongsun Hao and Gan Mao will totally lose their power."

### Someone Had a Talk with Gongzhong

Someone had a talk with Gongzhong and said, "Apart from only taking the advice of those powerful and influential high-ranking court officials, a sovereign should listen to the opinions of the people all over his state. Hence, our deceased sovereign used to go to the market to hear public opinion. So I hope that you will give me a chance to express my opinions. You have tried to remain neutral with the state of Qin but failed to do so. You have been close to Gongsun Hao and at odds with Gan Mao, supported the troops of the state of Qi and managed to stop the troops of the state of Wei from

### 【原文】

立于秦也。”

公仲曰：“奈何？”对曰：“秦王以公孙郝为党于公而弗之听，甘茂不善于公而弗为公言，公何不因行愿以与秦王语？行愿之为秦王臣也，臣请为公谓秦王曰：‘齐、魏合与离，于秦孰利？齐、魏别与合，于秦孰强？’秦王必曰：‘齐、魏离则秦重，合则秦轻；齐、魏别则秦强，合则秦弱。’臣即曰：‘今王听公孙郝，以韩、秦之兵应齐而攻魏，魏不敢战，归地

### 【今译】

国家会因此而遭受祸患，希望您重新争取对秦国保持中立。”

公仲问道：“该怎么办呢？”那人回答说：“秦王认为公孙郝跟您是一样的，因而不听从他的建议；甘茂跟您的关系不好，从而不会为您说话，您为什么不通过行愿给秦王捎个话？行愿作为秦王的臣子是公正的，我请他为您对秦王说：‘齐国和魏国结盟与不结盟，哪一样对秦国有利？齐国和魏国交战与和解，哪一样对秦国有利？’秦王一定会说：‘齐国和魏国不结盟，秦国的地位就重要；结盟，秦国的地位就减轻；齐国和魏国交战，秦国就会强大；它们和解，秦国就会削弱。’我就说：‘如果大王听从公孙郝的建议，用秦国和韩国的军队配合齐军进攻魏国，魏国不敢交战，就会割让土地来跟齐国讲和，这样一来，秦国的地位就降低了，我认



attacking Qi. Both the state of Chu and the state of Zhao are your enemy states. I am afraid that your state might face problems caused by these two states, so I hope that you will seek to remain neutral with the state of Qin.”

Gongzhong asked, “What shall I do then?” The man replied, “The king of the state of Qin believes that Gongsun Hao sides with you, so he would not take his advice. Gan Mao is at odds with you, so he would not eulogize for you in front of the king. Why not send a message to the king of Qin through Xing Yuan? Xing Yuan is an upright court official of the king of the state of Qin, and on your behalf, I will ask him to take the following message to the king of Qin: ‘Is it more advantageous to your state if the state of Qi and the state of Wei build an alliance with each other, or is it more advantageous if they are alienated from each other? Will your state become stronger if the state of Qi and the state of Wei confront each other, or will your state become stronger if they make peace with each other?’ Certainly the king of Qin will say, ‘If Qi and Wei are alienated from each other, my state will become more important. If they build an alliance, my state will become less important. If Qi and Wei confront each other, my state will become stronger. If Qi and Wei make peace with each other, my state will become weaker.’ Immediately after that, I will say, ‘If you take Gongsun Hao’s advice to support the troops of the state of Qi with the troops of both the state of Han and your state to attack the state of Wei, the troops of Wei will definitely not dare confront your allied forces. They will cede some land to Qi



### 【原文】

而合于齐，是秦轻也，臣以公孙郝为不忠。今王听甘茂，以韩、秦之兵据魏而攻齐，齐不敢战，不求割地而合于魏，是秦请也，臣以甘茂为不忠。故王不如令韩中立以攻齐（齐）[魏]，王言救魏以劲之，齐、魏不能相听，久离兵（史）[事]。王欲，则信公孙郝于齐，为韩取南阳，易谷川以归，此惠王之愿也；王欲，则信甘茂于魏，以韩、秦之兵据魏以（郟）[却]齐，此武王之愿也。臣以为令韩以中立以（劲）[攻]齐，最秦之大急也。公孙郝党于齐而不肯言，甘茂薄而不敢谒也。此二人，王之大患也。愿王之

### 【今译】

为公孙郝是不忠心的。如果大王听从甘茂的建议，用韩国和秦国的军队支持魏国进攻齐国，齐国不敢交战，也请求割让土地来跟魏国讲和；这样一来，秦国的地位就降低了，我认为甘茂是不忠心的。所以大王不如让韩国保持中立而让齐国和魏国互相攻击，大王扬言援助魏国来壮大它的斗志，齐国和魏国都不能屈服，战争会拖得很久。如果大王愿意的话，就帮助公孙郝取得齐国的信任，为韩国争取南阳，韩国把谷川送给秦国作为交换，这是惠王当初的愿望。如果大王愿意的话，就帮助甘茂争取魏国的信任，用韩国和秦国的军队支持魏国进攻齐国，这是武王当初的心思。我认为让韩国保持中立来助长齐国的斗志，是秦国最为紧急的事情。公孙郝跟齐国是一派的而不肯这么说，甘茂地位卑微而



and thus make peace with it. If this is the case, your state will become less powerful and influential. I don't think Gongsun Hao is loyal to you by so doing. If you take Gan Mao's advice to support the troops of the state of Wei with the troops of the state of Han and your state to attack the state of Qi, the troops of Qi will definitely not dare confront your allied forces. Therefore, Qi will also cede some land to Wei to make peace with it. If this is the case, your state will also become less powerful and influential. I don't think Gan Mao is loyal to you by so doing. Hence, it would be better if you allow the state of Han to remain neutral and let the state of Qi and the state of Wei engage in war with each other. You can pay lip service to Wei to boost its morale. As a result, Qi and Wei will not yield to each other and will engage in warfare for a long time. If you want, you can help Gongsun Hao win over the trust of the state of Qi, obtain the region of Nanyang for the state of Han and trade some land for the area of Guchuan for your state. This used to be the most sincere wish of King Hui (referring to a deceased sovereign of Qin). If you want, you can help Gan Mao win over the trust of the state of Wei, and support the troops of Wei with the military forces of the state of Han and your state to attack the state of Qi. This used to be the most sincere wish of King Wu (referring to a deceased sovereign of Qin). I think the most important thing for the state of Qin is to let the state of Han remain neutral and thus boost the morale of the state of Qi. Gongsun Hao would not suggest that you do so because he is on the side of the state of Qi, and Gan Mao dares not suggest





### 【原文】

熟计之也。”

### 【今译】

不敢进谏。这两个人是大王的心腹之患。希望大王仔细考虑这件事啊。”

## 韩公仲相

### 【原文】

韩公仲相，齐、楚之交善秦。秦、魏遇，且以善齐而绝齐乎楚。〔楚〕王使景鲤之秦，鲤与于秦、魏之遇。楚王怒景鲤，恐齐以楚遇为有阴于秦、魏也，且罪景鲤。

为谓楚王曰：“臣贺鲤之与于遇也。秦、魏之遇也，将以合齐、秦而绝齐于楚也。今鲤与于遇，齐无以信魏之合已于秦而攻于楚也，齐又推

### 【今译】

公仲做韩国的相国，齐国和楚国争相跟秦国交好。秦王和魏王会晤，即将跟齐国建立友好邦交，并且让齐国跟楚国断绝关系。楚王派景鲤出使秦国，景鲤参加了秦王和魏王会晤。楚王生景鲤的气，恐怕齐国会认为楚国参与会晤会跟秦国和魏国暗中有何勾当，将要治景鲤的罪。

有人为景鲤对楚王说：“我祝贺景鲤参加了这次会晤。秦王和魏王会晤，将要使齐国和秦国联合起来，从而使齐国跟楚国断绝关系。如今景鲤参加这会晤，齐国就不相信魏国会撮合它跟秦国联合起来进攻楚国了，齐国又担心楚国跟秦国和魏国暗地里会有什么约定，一定会重视



that you do so because he is powerless. These two people will cause severe problems for you. I hope that you will think seriously about these matters.”

### Gongzhong Served as Prime Minister of Han

When Gongzhong was serving as prime minister of the state of Han, both the state of Qi and the state of Chu vied with each other in hobnobbing with the state of Qin. The king of Qin and the king of Wei met each other to discuss winning over the state of Qi and making Qi cut off its ties with the state of Chu. The king of Chu sent Jing Li to the state of Qin on a diplomatic mission, and Jing Li took part in the meeting between Qin and Wei. For this reason, the king of Chu was angry with Jing Li, because he feared that the state of Qi might think that his state may have some secret deals with Qin and Wei. Therefore, he was about to punish Jing Li.

On Jing Li's behalf, someone had a talk with the king of Chu and said, "I want to say congratulations to you because Jing Li has participated in the meeting between Qin and Wei. The sovereigns of Qin and Wei met each other to discuss building up an alliance between Qi and Qin and making Qi cut off its ties with the state of Chu. Since Jing Li participated in this meeting, the state of Qi will not believe that the state of Wei is trying to help Qi and Qin build an alliance to attack the state of Chu. And Qi will also fear that Chu might have secretly established good relations with Qin and Wei, so it



### 【原文】

楚之有阴于秦、魏也，必重楚。故卿之与于遇，主之大资也。今鯉不与于遇，魏之绝齐于楚明矣。齐（楚）信之，必轻王。故王不如无罪景鯉，以视齐于有秦、魏，齐必重楚，而且疑秦、魏于齐。”王曰：“诺。”因无罪而益其列。

### 【今译】

楚国。所以景鯉参与这次会晤，对大王是非常有利的。假如景鯉没有参加这次会晤，魏国让齐国跟楚国绝交就很明显了。齐国相信了，就一定会轻视大王。所以大王不如不怪罪景鯉，以此向齐国显示楚国跟秦国和魏国保持邦交，齐国一定会重视楚国，而且还能让齐国对秦国和魏国产生怀疑。”楚王说：“好的。”于是没有怪罪景鯉，而且还升了他的职位。

## 王曰向也子曰天下无（道）[敌]

### 【原文】

王曰：“向也子曰‘天下无（道）[敌]’，今也子曰‘乃且攻燕’者，何也？”对曰：“今谓马多力则有矣，若曰胜千钧则不然者，何也？夫千钧，非马之任也。今谓楚强大则有矣，若夫越赵，魏而斗兵于燕，则岂楚之任也哉？且非楚之任而楚为之，是弊楚也。强楚，弊楚，其于王孰便”

### 【今译】

魏王说：“你刚才说它‘天下无敌’，现在又说‘将要进攻燕国’，怎么回事？”庞涓回答说：“如果说马力气大，那是对的，假如说马能负载千钧重量就不对了，为什么呢？千钧不是马所能负载的重担。如果说楚国强大，是对的，假如（说楚国能）派军队穿过赵国和魏国跟燕国作战，这怎么会是楚国所能胜任的呢？楚国做自己不能承受的事情，就会把自己”



will attach importance to your state. Hence, Jing Li's participation in this meeting is really a great benefit to you. Should Jing Li not have participated in this meeting, it would have been crystal-clear that the state of Wei will alienate the relations between Qi and Chu. If this were the case, Qi would definitely pay no attention to you. Hence, it would be better if you not punish Jing Li. Thus you will give a signal to the state of Qi that you still maintain close relations with Qin and Wei. As a result, Qi will definitely attach importance to your state. Moreover, you will make Qi doubt the sincerity of Qin and Wei." The king said, "Perfect." Then he not only did not punish Jing Li, but promoted him to a higher rank.

### **The King Said, "You Just Said That It Is Invincible Under the Sun"**

The king of Wei said, "You just said that it is invincible under the sun. Now you are saying that it is about to attack the state of Yan. Why?" Yu Qing replied, "Now if you say that a horse is very strong, that's right. However, if you declare that a horse can carry one thousand *jun* of weight on its back, that's wrong. Why? One thousand *jun* is beyond the limitations of a horse. Now if you say the state of Chu is big and powerful, that's right. However, if Chu plans to dispatch its troops to traverse Zhao and Wei to attack Yan, isn't this beyond Chu's limitations? Nonetheless, Chu is still about to do that. Therefore, it will become exhausted. If this is the case, your state will be strengthened. Isn't this



【原文】

也？”

【今译】

弄得疲弊不堪。楚国疲弊就会显示出魏国的强大，对大王不是更有利吗？”

## 或谓魏王王傲四强之内

【原文】

或谓魏王：“王傲四强之内，其从于王者，十日之内，备不具者死。王因取其游之舟上击之。臣为王之楚，王胥臣反，乃行。”春申君闻之，谓使者曰：“子为我反，无见王矣。十日之内，数万之众，今涉魏境。”秦使闻之，以告秦王。秦王谓魏王曰：“大国有意必来，以是而足矣。”

【今译】

有人对魏王说：“大王告诫四方边境之内的民众，凡是应当携带兵器跟随大王征战的，十天之内就准备好，准备不充分的就要被处死。于是大王就解下旌旗上的飘带系在车子上。我为大王出使楚国，大王等我回来才出征。”春申君听说了这件事，对使者说：“您给我回去吧，不要见大王了。十天之内，几万大军马上就进入魏国境内了。”秦国的使者听说了此事，就报告了秦王。秦王对魏王说：“贵国有意来进攻我们，这些军队就足够了。”

## 观(鞅)[津人朱英]谓春申[君]

【原文】

观(鞅)[津人朱英]谓春申[君]曰：“人皆以楚为强，而君用之弱。其于(鞅)[英]也不然。先君者，二十余年未尝见攻。今秦欲逾兵于灌

【今译】

观津人朱英对春申君说：“人们都认为楚国强大，而在您执政的时候就削弱了。对我来说却不是这样的。先君在位的时候，二十多年都



advantageous to Your Majesty?"

### **Someone Suggested to Wei's King That He Order All the People in the State to be on High Alert**

Someone had a talk with the king of the state of Wei and said, "Please warn the people all over the state to be on high alert. Those who will follow you to the front with weapons should get ready within ten days. Those who fail to be prepared will be sentenced to death. Then you take off the flag tassel and fasten it to your chariot. I will leave for the state of Chu on a diplomatic mission on your behalf, but please do not depart until I return." When Lord Chunshen heard this, he told the messenger, "Please go back to your state immediately and do not see my sovereign. I will send tens of thousands of soldiers to your state within ten days." When the emissary from the state of Qin heard this news, he reported it to the king of Qin. Then the king of Qin sent the following message to the king of Wei: "If you are about to dispatch your troops here to attack my state, I think these troops are enough."

### **Zhu Ying Had a Talk with Lord Chunshen**

Zhu Ying, a man from the area of Guanjin, had a talk with Lord Chunshen and said, "People think that the state of Chu used to be strong but has declined since you took over the regime. But I don't agree with them. When our deceased



### 【原文】

隘之塞，不(使)[便]；假道两周信韩以攻楚，不可。今则不然，魏且且替亡矣，不能爱其许、鄢陵与梧，割以予秦，去百六十里。臣之所见者，秦、楚斗之日也已。”

### 【今译】

没有遭到别国入侵。秦国军队想派兵越过龟塞(进攻楚国)，不便于这么做；想借道东、西周绕过韩国来进攻楚国，是不可能的。如今却不是这样的。魏国马上就要灭亡了，不能爱惜它的许、鄢陵与梧等地区，把它们割让给秦国，秦国距离楚国一百六十里的路程。我所预见的是，秦国和楚国开战的日子很快就要到了。”

## 公仲数不信于诸侯

### 【原文】

公仲数不信于诸侯，诸侯翻之。南委国于楚，楚王弗听。苏代为谓楚王曰：“不若听而备于其反也。(明)[朋]之反也，常仗赵而畔楚，仗齐而畔秦。今四国辋之而无所入矣，亦甚患之。此方其为尾生之时也。”

### 【今译】

公仲跟各国诸侯打交道的时候屡次不守信用，诸侯们都拒绝听从他的建议。向南投靠楚国，楚王不听他的。苏代为他对楚王说：“不如听他的并且防备他的反复无常。公仲的反复，常常是倚仗赵国而背叛楚国，倚仗齐国而背叛秦国。如今这四个国家都不听从他的意见，他没有办法了，也非常担心这种情形。这正是他做一个讲信用的人的时候了。”



sovereign was in power, our state had suffered no aggression for more than twenty years. It was not convenient for the troops of the state of Qin to march through the Fortification of Mian to attack our state. Nor was it possible for them to cross both the West Zhou and the East Zhou and bypass the state of Han to attack Chu. However, nowadays the situation is not the same. The end of the state of Wei is within sight. It can no longer maintain the areas of Xu, Yanling and Wu. If it cedes these areas to Qin, Qin will be only one hundred and sixty *li* away from our state. I can foresee that the state of Qin and the state of Chu will engage in warfare very soon. ”

### **Gongzhong Often Broke His Word with the Sovereigns of Other States**

Gongzhong often broke his word with the sovereigns of other states, and therefore no other state would take his advice again. Gongzhong wanted to establish ties with the state of Chu in the south, but the king of Chu would not listen to him. On Gongzhong's behalf, Su Dai had a talk with the king of Chu and said, “It would be better if you take his advice this time and at the same time be prepared in case he might break his word again. With regard to Han Peng's treachery, he often relies on the state of Zhao to turn against the state of Chu, or turns to the state of Qi to betray the state of Qin. Now all these four states refuse to take his advice, and therefore he does not have any allies. This also worries him very much. This is the right time for him to be an honest man. ”



## 卷二十七 韩 二

### 楚国雍氏五月

#### 【原文】

楚国雍氏五月。韩令使者求救于秦，冠盖相望也。秦师不下轘。韩又令尚靳使秦，谓秦王曰：“韩之于秦也，居为隐蔽，出为推行。今韩已病矣，秦师不下轘。臣闻之：唇揭者其齿寒。愿大王之熟计之。”宣太后曰：“使者来者众矣，独尚子之言是。”召尚子入。宣太后谓尚子曰：“妾事先王也，先王以其爵加妾之身，妾固不〔能〕〔支〕也；尽管其身妾之上，而妾弗重也。何也？以其少有利焉。今佐韩，兵不众，粮不多，则不足

#### 【今译】

楚国军队将雍氏围困了五个月了。韩国派使者到秦国求救，出使的车马络绎不绝，互相之间能看见彼此的车盖，秦军却不从崤山出发前往援助。韩国又派尚靳出使秦国，对秦王说：“韩国对于秦国来说，平时可以作为它的屏障，战时可以作为它的先锋。如今韩国已经陷入危机了，秦军却不从崤山。我听说，嘴唇被咬起来后，牙齿就会觉得寒冷。希望大王仔细考虑这件事。”宣太后说：“来我们这里的使者太多了，唯独尚先生的话是正确的。”召尚靳入宫。宣太后对尚靳说：“我侍奉先王的时候，先王把大腿放在我身上，我就感到暖意不堪。如果他把自己的身体完全压在我身上，我却不感到有多重。为什么呢？因为他这么做对我稍微有点用处。现在假设我们援助韩国，如果派出的军队和粮草



## Book 27

### The Second Volume on Han

#### The Troops of Chu Had Besieged Yongshi for Five Months

The troops of the state of Chu had besieged Yongshi for five months. Han sent emissaries to the state of Qin to ask for reinforcements. So many emissaries were sent to Qin in an endless stream that they could see each other's carriage marquees on the road. Nonetheless, the troops of Qin were not dispatched from Mount Xiao. Han then sent Shang Jin on a diplomatic mission to Qin and he told Qin's king, "Han is very crucial to Qin. During peaceful times, it can serve as a barrier to Qin. And in time of war, it can act as your vanguard. At present, Han is in severe danger. But the troops of Qin still haven't been dispatched from Mount Xiao. I heard that if the lips are lifted up, the teeth will feel cold. I hope that Your Majesty can think it over carefully." Queen Mother Xuan said, "Of all the emissaries who have visited us, only Mr Shang's words sound reasonable." So she called in Shang Jin. Queen Mother Xuan told Shang Jin, "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 so. Now regarding going to Han's aid, if we don't send countless soldiers with a huge amount of provender, we cannot offer any substantial



### 【原文】

以救韩。夫救韩之危，日费千金，岂不可使委少有利焉？”

尚靳上书报韩王，韩王遣张翠。张翠称病，日行一县。张翠至，甘茂曰：“韩急矣，先生病而来。”张翠曰：“韩未急也，且急矣。”甘茂曰：“秦重国知于也，韩之患缓莫不知。今先生言不急，可乎？”张翠曰：“韩急则折而入于楚矣，臣安敢来？”甘茂曰：“先生毋复言也。”甘茂入言秦王曰：“公仲柄得秦师，故敢捍楚。今雍氏围而秦师不下，是无韩也。公仲且抑首而不朝，公叔且以国南合于楚，楚、韩为一，魏氏不敢不听，是楚

### 【今译】

不多，就不足以管救韩国。这样一来，解除韩国的危机。一天就得耗费我们一千斤黄金，难道就不能对我有任何微乎其微的利益吗？”

尚靳写了一封信回去报告韩国君主，韩国君主派遣张翠出使秦国。张翠声称自己有病，每天只前进一百里。张翠到达后，甘茂说：“韩国十分危急了，先生抱病前来。”张翠说：“韩国还没有陷入危机，即将出现危险了。”甘茂说：“秦国国力强大、国君智慧，对于韩国形势是否危急非常了解。如今您说不危急，可以吗？”张翠说：“韩国如果危急了，就会调转方向去投靠楚国，那我怎么敢到这里来呢？”甘茂说：“先生不要再说了。”甘茂进宫对秦王说：“公仲执掌大权，得到秦国军队的帮助，所以才敢对抗楚国。如今雍氏被围困而秦国的军队却不下峭山，这就是跟韩国绝交啊。公仲即将痛心扼首而不理朝政，公叔将会让韩国向南跟楚国联合。楚国和韩国联合起来以后，魏国就不敢不听命于它们。这样



help. If we help Han, it will cost us one thousand *jin* of gold each day, but we cannot gain any benefit at all.”

Shang Jin wrote a report to the king of Han. The king then sent Zhang Cui to Qin to ask for help. Zhang Cui pretended to be sick and advanced only one hundred *li* each day. When he arrived in Qin, Gan Mao said, “Han is in severe danger. That’s why you have come here although you are sick.” Zhang Cui said, “Han is not yet in trouble. However, it will soon be in trouble.” Gan Mao said, “Qin is a very powerful state, and our sovereign is also very wise. Therefore, we know every detail of the situation in Han. However, you said that your state is not yet in severe trouble. How can you say that?” Zhang Cui said, “If Han were really in trouble, we would have yielded to Chu. If this were the case, I wouldn’t have dared come here.” Gan Mao said, “I see. Please don’t mention that again.” Gan Mao then went to the palace to tell Qin’s king, “Gongzhong has firm control of the state of Han. If he can win over the support of the troops of Qin, he will confront Chu. Now the troops of Chu have besieged Yongshi for five months and we still have not sent our troops from Mount Xiao to assist it. Thus we will badly damage our relationship with Han. As a result, Gongzhong will feel very bitter towards us and therefore overlook government affairs. Accordingly, Gongshu will lead the state to yield to Chu in the south and make peace with it. If Chu and Han unite with each other, Wei won’t dare to act against their will. Thus Chu will conspire to invade our state with the power of the combined military force



### 【原文】

以三国谋秦也。如此，则伐秦之形成矣！不识坐而待伐孰与伐人之利？”秦王曰：“善。”果下师于般以救韩。

### 【今译】

一来，楚国就能用三国的兵力来图谋秦国了。假如这样的话，它们进攻秦国的形势就具备了。不知道是坐等别国来进攻我们有利，还是我们出击别国有利。”秦王说：“说得好。”果然派兵从峭山出发前去援救韩国。

## 楚围雍氏韩令冷向借救于秦

### 【原文】

楚围雍氏，韩令冷向借救于秦，秦为发使公孙昧入韩。公仲曰：“子以秦为将救韩乎？其不乎？”对曰：“秦王之言曰：‘请道于南郑、蓝田以入攻楚，出兵于三川以待公。’殆不合（军于南郑）矣。”公仲曰：“奈何？”对曰：“秦王必祖张仪之故谋。楚威王攻梁，张仪谓秦王曰：‘与楚攻梁，魏折而入于楚。韩固其与国也，是秦孤也。故不如出兵以劲魏。’于是

### 【今译】

楚国军队包围了雍氏，韩国派冷向到秦国请求救兵，秦国为此派使者公孙昧到了韩国。公仲说：“你认为秦国将营救韩国还是不营救？”公孙昧回答说：“秦王说：‘请你们取道南郑、蓝田对楚国发动进攻，秦国从三川出兵来接应您的军队。’大概不会跟您会师了。”公仲说：“那怎么办呢？”公孙昧回答说：“秦王一定会遵循张仪以前的计谋。楚威王攻打魏国，张仪对秦王说：‘跟楚国一起进攻魏国，魏国就会转而跟楚国联合。韩国本来就是它们的盟国，这样一来，秦国就孤立了。所以不如派兵来



of these three states. If this is the case, the situation will be suitable for them to attack Qin. I don't know whether it is more advantageous for us to sit idly and wait for their aggression or to attack the enemy states on our own initiative." The king of Qin said, "Good idea!" Finally he dispatched troops from Mount Xiao to help Han.

### **The Troops of Chu Besieged Yongshi and Han Sent Ling Xiang to Qin to Ask for Reinforcements**

The troops of the state of Chu besieged the region of Yongshi and the state of Han sent Ling Xiang to the state of Qin to ask for reinforcements. For this reason, Qin sent Gongsun Mei to Han on a diplomatic mission. Gongzhong asked, "Do you think the state of Qin will send troops here to rescue us? Or do you think it won't?" Gongsun Mei replied, "The king of Qin declared, 'Please send troops to cross the areas of Nanzheng and Lantian to attack the state of Chu, and I will dispatch my troops to march through the region of Sanchuan to support your armies.' Probably he will not join forces with you." Gongzhong asked, "What shall I do then?" Gongsun Mei replied, "Certainly the king of Qin will follow Zhang Yi's old strategy. When King Wei of Chu attacked the state of Wei, Zhang Yi suggested to Qin's king, 'If you join the state of Chu in attacking the state of Wei, Wei will yield to Chu. The state of Han is already their ally. Thus our state will be isolated. So, it would be better if you send reinforcements to help Wei and thus boost its morale.' Then



### 【原文】

攻皮氏。魏氏劲，威王怒，楚与魏大战，秦取西河之外以归。今也，其将扬言救韩，而阴善楚，公恃秦而劲，必轻与楚战。楚阴得秦之不用也，必易与公相支也。公战胜楚，遂与公乘楚，易三川而归；公战不胜楚，塞三川而守之，公不能救也。臣甚恶其事。司马康三反之郢矣，甘茂与昭献遇于境，其言曰收玺，其实犹有约也。”公仲恐，曰：“然则奈何？”对曰：“公必先韩而后秦，先身而后张仪。（以）公不如亟以国合于齐、楚，秦必

### 【今译】

壮大魏国。”于是楚国军队进攻皮氏，魏国军队很强劲，楚威王愤怒了，楚军和魏军展开大战，秦军占据了西河以外的土地回国。如今，秦国扬言营救韩国，而暗地里跟楚国交好，您倚仗秦国的援助而强劲，一定会轻易跟楚军开战。楚国暗中知道秦军不会给您提供实质上的帮助，一定会轻易跟您开战。您战胜了楚国，秦国就会跟您一起欺凌楚国，换得三川回国；您不能战胜楚军，秦军就会堵塞三川并严加防守，您不能解救。我很讨厌这种事。司马康已三次往返郢都了，甘茂和昭献在边境会晤，他们商量要接受官印，其实好像约好要进攻韩国。”公仲害怕了，说：“这样一来怎么办呢？”公孙昧回答说：“您一定要先为韩国打算周到而不要完全依赖秦国的援助，先完善自己的策略而不要落入张仪的圈套。您不如赶紧让自己的国家跟齐国和楚国结盟，秦国一定会投靠您来解除被进攻的威胁。这样一来，您所排序的仅仅是张仪而已，而实际上不会



the troops of Qin attacked the region of Pishi. The troops of Wei were formidable, and King Wei of Chu was vexed. As a result, the troops of Chu and those of Wei engaged in a bitter war with each other. So the troops of Qin took occasion to seize the region beyond Xihe and returned to Qin. Now Qin declares that it will assist Han, but it will secretly establish good relations with the state of Chu. Because of Qin's assistance, you will feel strong and therefore will confront the troops of Chu overconfidently. However, the troops of Chu secretly know that Qin won't really help you, so they will also attack you. If you defeat Chu, Qin will join you in invading Chu, and therefore will trade some land for the area of Sanchuan and then withdraw their troops. If you cannot defeat Chu, the troops of Qin will besiege Sanchuan and defend it strongly, and therefore, you will be unable to reoccupy it. I hate this kind of base conduct. Sima Kang has travelled several times to the capital of Ying of the state of Chu, and Gan Mao has met Zhao Xian on the border. They both declared that they would accept posts provided by their allies. However, in fact they have made an agreement to attack you." Gongzhong was scared and asked, "In this case, what shall I do then?" Gongsun Mei replied, "You should plan for your state and not rely only on the state of Qin. You should plan your future and avoid falling into Zhang Yi's trap. Hence, you'd better lead your state to build an alliance with the state of Qi and the state of Chu as soon as possible. Thus the state of Qin will submit to you to avoid your aggression. Then you will only isolate Zhang Yi and still





### 【原文】

委国于公以解伐。是公之所以外著仪而已，其实犹之不失秦也。”

### 【今译】

失去跟秦国的交情。”

## 公仲为韩魏易地

### 【原文】

公仲为韩、魏易地，公叔争之而不听，且亡。史惕谓公叔曰：“公亡，则易必可成矣。公无辞以（后）[复]反，且示天下轻公。公不若顺之。夫韩地易于上，则害于赵；魏地易于下，则害于楚。公不如告楚，赵、楚、赵恶之。赵闻之，起兵临羊肠；楚闻之，发兵临方城，而易必成矣。”

### 【今译】

公仲主持让韩国和魏国交换土地，公叔劝止他，但却没有被听从。公叔准备逃亡。史惕对公叔说：“您逃亡了，交换土地的事就一定成了；您没有什么借口来返回韩国，就会向天下人显示出您的权位低微。您不如顺从他。韩国拿北部地区来交换，就会对赵国不利；魏国用南部的土地交换，就会对楚国不利。您不如把这个情况告诉楚国和赵国。楚国和赵国会讨厌这么做。赵国听说了这件事，会派兵逼近羊肠塞；楚国听说了这件事，会派兵逼近方城。这样一来，交换土地的事情一定会失败了。”

## 铸宣之教韩王取秦

### 【原文】

铸宣之教韩王取秦，曰：“为公叔具车百乘，言之楚易三川，因令公

### 【今译】

铸宣的愿韩王跟秦国结为盟国，说：“给公叔准备一百辆车子，声称



maintain good relations with the state of Qin.”

### **Gongzhong Wanted to Exchange Some of Han's Land with Wei**

Gongzhong wanted to exchange some land of the state of Han with the state of Wei. Gongshu disagreed with him, but Guanzhong would not take his advice. As a result, Gongshu planned to leave for another state. Shi Ti had a talk with Gongshu and said, “If you flee to another state, the exchange will succeed. Moreover, if you come back to our state without sound reason, people all over the world will disregard you. You'd better agree with Guanzhong on this matter. If the state of Han gives up the northern area, it is disadvantageous to the state of Zhao. If the state of Wei gives up its southern area, it is disadvantageous to the state of Chu. You'd better inform the state of Zhao and the state of Chu about this. Chu and Zhao will hate this arrangement. When the king of Zhao hears this, he will dispatch his troops to approach the Fortification of Yangchang. When the king of Chu hears this, he will dispatch his troops to approach the city of Fangcheng. As a result, the exchange will result in failure.”

### **Yi Xuan Suggested That Han's King Ally with Qin**

Yi Xuan suggested to the king of the state of Han that he build an alliance with the state of Qin. He said, “Please

### 【原文】

仲谓秦王曰：‘三川之言曰：秦王必取我。韩王之心不可解矣。王何不试以襄子为质于韩，令韩王知王之不取三川也。’因以出襄子而德太子。”

### 【今译】

要到楚国用三川地区交换楚国土地。接着让公仲对秦王说：‘三川地区的人民说，秦王一定会接受我们，韩王心里一定不会痛快的。大王为什么不尝试着把襄子送到韩国去做人质，让韩王知道大王不会接受三川？’于是秦王就会把襄子派到韩国去，从而使得太子对我们感恩戴德。”

## 襄陵之役

1206

### 【原文】

襄陵之役，华长谓公叔曰：“请毋用兵，而楚、魏皆德公之困矣。夫楚欲置公子高，必以兵临魏。公何不令人说昭子曰：‘战未必胜，请为子起兵以之魏。’子有辞以毋战，于是以太子扁、昭阳、梁王皆德公矣。”

### 【今译】

襄陵战役中，华长对公叔说：“请不要用兵，楚国和魏国都会感激您的国家了。楚国想立公子高，一定会起兵紧逼魏国，您何不派人游说昭阳说：‘战争未必一定能取得胜利。请让我为您起兵逼近魏国。’您找出理由不奉战，于是太子扁、昭阳、魏王都会感激您的。”



prepare a hundred carriages for Gongshu and declare that he is about to visit the state of Chu to trade the area of Sanchuan for some land belonging to Chu. Then send Gongzhong to take a message to the king of the state of Qin as follows: 'People in Sanchuan say that the king of Qin will definitely take over this area, and therefore the king of Han will become very upset. Why not send Xiangzi to Han as a hostage? Then the king of Han will be sure that you won't take over Sanchuan.' Then the king of Qin will send Xiangzi to Han and thus make the crown prince grateful to us."

### **The War in Xiangling**

During the war in Xiangling, Bi Chang had a talk with Gongshu and said, "Please don't take military action. Then both the state of Chu and the state of Wei will be grateful to you. The state of Chu wants the state of Wei to designate Childe Gao as crown prince. Therefore, it will definitely dispatch troops to approach the state of Wei. Why not send someone to take the following message to Zhaoyang: 'I cannot assure you that we will definitely win the war. Please let me dispatch troops to approach the state of Wei on your behalf.' Then you can think out a subterfuge to avoid engaging in the war. As a result, Childe Bian, Zhao Yang and the king of Wei will be grateful to you."



## 公叔使冯君于秦

### 【原文】

公叔使冯君于秦，恐留，教阳向说秦王曰：“留冯君以善韩（根）[辰]，非上知也。主君不如善冯君而资之以秦。冯君广王而不听公叔，以与太子争，则王泽布而害于韩矣。”

### 【今译】

公叔派冯君到秦国去，冯君恐怕自己被扣留，让阳向游说秦王说：“扣留冯君并且善待韩辰，并非上策啊。您不如善待冯君而且用秦国来帮助他。冯君感激大王而且不听从公叔调遣，来跟太子争夺权势，那大王的德泽就会遍布韩国而且能改善跟韩国的交情。”

## 谓公叔曰公欲得武遂于秦

### 【原文】

谓公叔曰：“公欲得武遂于秦，而不患楚之能（扬）[伤]河外也。公不如令人恐楚王，而令人为公求武遂于秦。谓楚王曰：‘发重使为韩求武遂于秦。秦王听，是令得行于万乘之主也。韩得武遂以（根）[限]秦，’

### 【今译】

有人对公叔说：“您想从秦国那里得到武遂，但是却不用担心楚国能够伤害河外。您不如派人恐吓楚王，并且派人到秦国为您索取武遂。对楚王说：‘派出重要的使臣为韩国向秦国索取武遂。如果秦王听从，就能让一个拥有一万辆战车的国家的君主执行您的命令。韩国得到武’



### **Gongshu Sent Feng Jun to Qin on a Diplomatic Mission**

Gongshu sent Feng Jun to the state of Qin on a diplomatic mission. Feng Jun feared that he might be detained, so he asked Yang Xiang to advise the king of Qin as follows: "It is not wise to detain Feng Jun and at the same time treat Han Chen well. It would be better if you treat Feng Jun well and support him with your state. Thus Feng Jun will be grateful to you, refuse to carry out Gongshu's orders to help him vie with the crown prince for the throne. As a result, your benevolence will become well known and your relations with the state of Han will also be improved."

### **Someone Consulted with Gongshu Regarding His Wish to Seize Wusui from Qin**

Someone consulted with Gongshu, "You want to seize the region of Wusui from the state of Qin, but do not worry that the state of Chu is able to cause damage to the area of Hewai. You'd better send someone to threaten the king of the state of Chu, and at the same time send another person to the state of Qin to ask for the region of Wusui. Simply tell the king of Chu, 'Please send important emissaries to the state of Qin to ask that the region of Wusui be ceded to the state of Han. If the king of Qin agrees to do so, it means that you can issue orders to the sovereign of a state with ten thousand chariots. After obtaining the region of Wusui, Han can use it to control the state of Qin. Therefore, Han will be



【原文】

毋秦患而得楚。韩，楚之县而已。秦不听，是秦、韩之怨深而交楚也。”

【今译】

进来限制秦国，没有秦国带来的灾祸而且对楚国心存感激。韩国犹如楚国的一个县而已。如果秦王不听，秦国和韩国之间的怨恨就会很深而且会争相结交楚国。”

### 谓公叔曰乘舟

【原文】

谓公叔曰：“乘舟，舟漏而弗塞，则舟沉矣。塞漏舟而轻阳侯之波，则舟覆矣。今公自以辩于薛公而轻秦，是塞漏舟而轻阳侯之波也。愿公之察也。”

【今译】

有人对公叔说：“乘船的时候，船漏了而不把它塞住，船就会沉。塞住漏水的船而轻视大的波涛，船就会翻。如今您自以为比薛公还能言善辩就轻视秦国，这就是堵塞漏水的船而轻视大的波涛啊。希望您明察此事。”

### 齐令周(最)[冢]使郑

【原文】

齐令周(最)[冢]使郑，立韩扰而废公叔。周(最)[冢]患之，曰：“公叔之与周君，交也。令我使郑，立韩扰而废公叔。语曰：‘怒于室者色于

【今译】

齐国派周冢出使韩国，立韩扰为相国而罢免公叔。周冢害怕这么做，说：“公叔和周国国君交情很好。让我出使韩国，立韩扰为相国而罢



free from Qin's aggression and also be grateful to Chu. The state of Han will be regarded as nothing but a county of the state of Chu. If the king of Qin doesn't listen to you, the state of Han and the state of Qin will become very resentful towards each other and therefore, they will vie with each other in winning over the state of Chu. ”

### **Someone Had a Talk with Gongshu Concerning Taking a Boat**

Someone had a talk with Gongshu and said, “Regarding taking a boat, if the boat leaks and you don't caulk it, it will sink. Although you may caulk the boat, if you ignore huge waves, the boat will capsize. Now you consider yourself more sophisticated than the lord of Xue, and therefore don't pay enough attention to the state of Qin. This is caulking a leaking boat and ignoring huge waves at the same time. I hope that you will study this closely. ”

### **Qi Sent Zhou Ju to Zheng on a Diplomatic Mission**

The state of Qi was about to send Zhou Ju to Zheng, the capital of the state of Han, to persuade the king of Han to dismiss Gongshu and at the same time appoint Han Rao as the new prime minister. Zhou Ju was worried about this journey to Han. He said, “Gongshu and the sovereign of Zhou are very close to each other. I will be sent to Zheng to persuade the king of Han to dismiss Gongshu from office and appoint Han Rao to replace him as the new prime minister. A saying



### 【原文】

市。‘今公叔怨齐，无奈何也，必周君而深怒我矣。’史舍曰：“公行矣，请令公叔必重公。”

周(最)[冏]行，至郑，公叔大怒。史舍人见，曰：“周(最)[冏]固不欲来使，臣窃强之。周(最)[冏]不欲来，以为公也；臣之强之也，亦以为公也。”公叔曰：“请闻其说。”对曰：“齐大夫诸子有犬，犬猛，不可叱，叱之必噬人。客有请叱之者，疾视而徐叱之，犬不动；复叱之，犬遂无噬人之心。今周(最)[冏]固得事足下，而以不得已之故来使，彼将礼陈其辞而缓其言。郑王必以齐王为不急，必不许也。今周(最)[冏]不来，他人必来。来使者无交于公，而欲德于韩，其使之必疾，言之必急。则郑王

### 【今译】

见公叔，有句话讲：“生家里人的气，对外人会呈现出愤怒的神色。”如今公叔怨恨齐国，这是没有什么办法的。周国国君一定会非常怨恨我的。”史舍说：“您去吧，我一定让公叔重视您。”

周冏出发了，到了郑都，公叔非常生气。史舍进来拜见，说：“周冏本来不愿意来出使，我私自强迫他来的。周冏不愿意来，是为了您的缘故；我强迫他来，也是为了您的缘故。”公叔说：“想听听您为什么持这种说法。”史舍回答说：“齐国大夫的儿子有一条狗，狗非常凶恶，不能呵斥它，一呵斥它就一定会咬人。有个客人让主人呵斥这条狗，远远瞪它一眼而慢慢呵斥它，狗一动不动；再呵斥它，狗也没有咬人的意思。周冏本来就愿意为您做事，但由于迫不得已的原因而出使这里，他将按照礼仪陈述他的辞令而慢慢表达他想说的话。韩王一定会认为齐王不急于让他这么做，一定不会答应此事的。周冏不来的话，其他的人一定会来。如果派来的人跟您没有任何交情，而且想让韩抚感激他，他出使一



sais, 'A person angered by his family will still appear angry in public.' Now Gongshu is hostile towards the state of Qi, and there is nothing we can do about it. However, the sovereign of Zhou will be very resentful towards me." Shi She said, "Just go to Zheng. I assure you that I will make Gongshu attach importance to you."

Zhou Ju left for Han and arrived in the capital of Zheng. Gongshu was very angry with him. Shi She went to see Gongshu and said, "Zhou Ju did not want to come here, and it was I that persuaded him to do so. Zhou Ju did not want to come here because of you. But I coerced him into coming here for your sake as well." Gongshu said, "Please explain this to me." Shi She replied, "The son of one of the high-ranking court officials of the state of Qi has a dog, and this dog is very fierce. You cannot scold it, otherwise it is sure to bite you. Once a guest asked the son to scold the dog. The host stared at the animal and slowly scolded it. However, the dog remained motionless. He scolded it again, but the dog did not want to bite at all. Certainly Zhou Ju wants to be at your service, but he has been forced to come here on a diplomatic mission. He will express his views slowly and exactly according to the rules of propriety in front of the king of Han. Thus the king of Han will definitely not think that the king of Qi intended to coerce him into taking urgent action to dismiss you. As a result, he will definitely refuse to do so. Should Zhou Ju not come here, certainly another person would have been sent here. Suppose the person sent here were not close to you at all and hoped to win over Han Rao,



### 【原文】

必许之矣。”公叔曰：“善。”遂重周(最)[最]。王果不许韩扰。

### 【今译】

定很迅速，说出的话一定很急切，韩王就一定会答应他了。”公叔说：“好。”于是看重周最。韩王果然不答应任用韩扰为相国。

## 韩公叔与几瑟争国郑强为楚王使于韩

### 【原文】

韩公叔与几瑟争国。郑强为楚王使于韩，矫以新城、阳人(合)[予]世子，以与公叔争国。楚怒，将罪之。郑强曰：“臣之矫与之，以为国也。臣曰世子得新城、阳人以与公叔争国，而得全，魏必急韩氏。韩氏急，必县命于楚，又何新城、阳人敢索？若战而不胜，走而不死，今且以至，又安敢言地？”楚王曰：“善。”乃弗罪。

### 【今译】

韩公叔帮助公子咎跟几瑟竞争太子之位。郑强替楚王出使韩国，假传楚王的命令，把新城、阳人送给几瑟，帮他跟公叔争夺太子之位。楚王很生气，将要治他的罪。郑强说：“我之所以假托大王的命令把这两个地方送给几瑟，是为了我们国家。听我说，几瑟得到了新城、阳人，来跟公叔争夺太子之位，如果能够成功，魏国一定会立即进攻韩国；韩国情势危急了，一定会投靠楚国，又怎么敢索要新城、阳人呢？如果交战而不能取胜，几瑟侥幸没有被杀死，恐怕马上就逃到这里来了，又怎么敢索要土地？”楚王说：“说得好。”就没有治郑强的罪。



he would coerce the king of Han with forceful words into taking his advice immediately. As a result, the king would promise to follow his instructions." Gongshu said, "I see." Then he attached importance to Zhou Ju. As expected, the king of Han refused to appoint Han Rao as his new prime minister.

### **Gongshu of Han Vied with Ji Se for the State and Zheng Qiang Went to Han on a Diplomatic Mission on Behalf of Chu's King**

Gongshu of the state of Han supported Childe Jiu to vie with Ji Se in being proclaimed crown prince. Zheng Qiang went to Han on a diplomatic mission on behalf of the king of the state of Chu and presented Xincheng and Yangren to Ji Se in the name of his king to help Ji Se in his fight for the authority of the state. Chu's king was angry and wanted to punish him for it. Zheng Qiang said, "I gave him the land in the name of Your Majesty on behalf of our state. Please let me explain. If Ji Se succeeds in the fight with Gongshu for authority over the state after obtaining Xincheng and Yangren, Wei will send troops to attack Han immediately. Thus Han will be in danger and therefore resort to us for help. If this is the case, how dare Ji Se ask for Xincheng and Yangren from us? If he is defeated and survives by a fluke, he will soon flee to our state to take shelter. If this is the case, how dare he mention the land?" Chu's king said, "That's a good idea." Then he gave up the plan to punish Zheng Qiang.

## 韩公叔与几瑟争国中庶子强谓太子

### 【原文】

韩公叔与几瑟争国。中庶子强谓太子曰：“不若及齐师未入，急击公叔。”太子曰：“不可。战之于国中，必分。”对曰：“事不成，身必危，尚何足以图国之全为？”太子弗听。齐师果入，太子出走。

### 【今译】

韩国的公叔跟几瑟争国家大权，中庶子强对太子说：“不如趁齐国军队没有到来，抓紧进攻公叔。”太子说：“不行。在国内交战，国家一定会分裂的。”中庶子强回答说：“事情如果不成功，您一定会有生命危险，还考虑国家是否能统一做什么？”太子没有听从他的建议。齐国军队果然被派到韩国，太子出逃了。

## 齐明谓公叔

### 【原文】

齐明谓公叔曰：“齐逐几瑟，楚善之。今楚欲善齐甚，公何不令齐王谓楚王：‘王为我逐几瑟以穷之。’楚听，是齐，楚合而几瑟走也；楚王不

### 【今译】

齐明对公叔说：“齐国驱逐了几瑟，楚国对他很好。如今楚国很想跟齐国建立良好关系，您为什么不令齐王对楚王说：‘大王为我把几瑟赶走，让他陷入困厄。’楚王听从了，齐国和楚国就能联合起来，而且几



### **Gongshu and Ji Se Fought Each Other for the Authority over Han and Zhongshuzi Qiang Had a Talk with the Crown Prince**

In the state of Han, Gongshu and Ji Se fought each other for the post of prime minister of Han. The Zhongshuzi (referring to the title of a kind of court official in the state of Han), whose name was Qiang, had a talk with the crown prince and said, "You'd better take urgent action against Gongshu before the troops of the state of Qi arrive in our state." The crown prince said, "No, I won't do that. If I stir up a war in our state, the state will be divided." Qiang replied, "If you don't take action now, you will find yourself in danger of losing your life. Why are you still be worrying that the state might be divided in this case?" The crown prince did not take Qiang's advice. The troops of the state of Qi were dispatched to the state of Han as expected, and the crown prince had to flee.

### **Qi Ming Had a Talk with Gongshu**

Qi Ming had a talk with Gongshu and said, "The people of Qi have driven Ji Se out of their state, but the state of Chu treats him very well. Now the state of Chu wants to establish good relations with the state of Qi very much. So, why not ask the king of Qi to send a message to the king of Chu as follows: 'Please drive Ji Se out of your state and thus make trouble for him on my behalf.' If the king of Chu listens to you, Qi and Chu can build an alliance with each other and Ji



【原文】

听，是有阴于韩也。”

【今译】

瑟就会被赶走；楚王不听，那就是跟韩国暗地里有什么勾当。”

## 公叔将杀几瑟

【原文】

公叔将杀几瑟也。谓公叔曰：“太子之重公也，惧几瑟也。今几瑟死，太子无患，必轻公。韩大夫见王老，冀太子之用事也，固欲事之。太子外无几瑟之患，而内收请大夫以自辅也，公必轻矣。不如无杀几瑟以恐太子，太子必终身重公矣。”

【今译】

公叔将要杀死几瑟，有人对公叔说：“太子之所以重视您，是因为害怕几瑟的缘故。如果把几瑟杀了，太子没有什么忧患了，就一定轻视您。韩国的大夫们看到韩王年纪太老了，希望太子执政，本来就打算奉他。太子在外面没有几瑟所带来的忧患，并且在国内拉拢诸位大臣来巩固自己的地位，您的地位一定会降低的。不如别杀几瑟来威胁太子，太子必定一生都会重视您的。”

## 公叔且杀几瑟

【原文】

公叔且杀几瑟也，宋赫为谓公叔曰：“几瑟之能为乱也，内得父兄而

【今译】

公叔即将杀死几瑟，宋赫为几瑟对公叔说：“几瑟之所以能制造祸患，是因为在国内有父兄支持而且在外面有秦国和楚国帮助的缘故。



Se will be driven out of Chu. If the king of Chu doesn't listen to you, it means that he has some underhand relations with the state of Han."

### **Gongshu Was Going to Kill Ji Se**

Gongshu was going to kill Ji Se. Because of this, someone had a talk with Gongshu and said, "The reason that the crown prince attaches importance to you is that he fears Ji Se. If you kill Ji Se, the crown prince can be free from trouble. Therefore, he will definitely not attach much importance to you. When the high-ranking court officials of the state of Han realize that the king is getting old, they will hope the crown prince can take over the regime. Therefore, they will certainly be at his service. In this case, the crown prince is no longer under threat from Ji Se, so he will buy off those high-ranking court officials to make them work for him. Thus you will definitely become less powerful and influential. Hence, you'd better not kill Ji Se but utilize him to pose a threat to the crown prince. As a result, the crown prince will attach importance to you for the rest of his life."

### **Gongshu Was About to Kill Ji Se**

Gongshu was about to kill Ji Se. On Ji Se's behalf, Song He had a talk with Gongshu and said, "The reason that Ji Se can cause problems to your state lies in the fact that he is supported by some close relatives within the state as well as





### 【原文】

外得秦、楚也。今公杀之，太子无患，必轻公。韩大夫知王之老而太子定，必阴事之。秦、楚若无韩，必阴事伯婴。伯婴亦几瑟也。公不如勿杀。伯婴恐，必保于公。韩大夫不能必其不入也，必不敢辅伯婴以为乱。秦、楚挟几瑟以塞伯婴，伯婴外无秦、楚之权，内无父兄之众，必不能为乱矣。此便于公。”

### 【今译】

现在如果您杀了他，太子没有什么忧患了，就一定会轻视您。韩国的大臣们知道韩王年纪太大了而太子的继承权确定下来了，一定会暗中侍奉太子。秦国和楚国如果跟韩国关系破裂了，一定会暗地里支持伯婴。伯婴也是另一个几瑟啊。您不如别把他杀了。伯婴害怕了，一定会依附您。韩国的大臣们不能确保几瑟不能回国，一定不敢辅佐伯婴来挑起事端。秦国和楚国协助几瑟遏制伯婴，伯婴在外没有秦国和楚国的势力做支撑，在国内没有父兄等人的支持，一定不能制造祸患的。这样对您有利。”

## 谓新城君

### 【原文】

谓新城君曰：“公叔、伯婴恐秦、楚之内几瑟也，公何不为韩求质子于楚？楚王听而人质子于韩，则公叔、伯婴必知秦、楚之不以几瑟为事

### 【今译】

有人对新城君说：“公叔和伯婴害怕秦国和楚国帮助几瑟回国，您为什么不为韩国要求把几瑟送到楚国去做人质？如果楚王听从了并且



the state of Qin and the state of Chu outside our state. If you kill him, the crown prince will be free from trouble. Therefore, he will definitely no longer attach importance to you. If the high-ranking court officials of the state of Han realize that the king himself is old and the crown prince will certainly take over the regime sooner or later, they will secretly work for him. If the state of Qin and the state of Chu cut their ties with the state of Han, they both will secretly support Bo Ying. Bo Ying is nothing but another Ji Se. You'd better not kill him. Thus Bo Ying will be scared and therefore will turn to you. The high-ranking court officials of the state of Han cannot ensure that they can prevent Ji Se from returning to Han, so they will definitely not dare assist Bo Ying to stir up a rebellion. By backing Ji Se, the state of Qin and the state of Chu can take control of Bo Ying. Without the outside support of Qin and Chu or the help of the close relatives inside the state, Bo Ying is incapable of causing any threat to our state. And this is in your best interests"

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

Someone had a talk with Lord Xincheng and said, "Gongshu and Bo Ying are in fear that the state of Qin and the state of Chu might unite with each other to help Ji Se return to the state of Han. Why not suggest that the state of Han send Ji Se to the state of Chu as a hostage? If the king of Chu listens to you and sends one of his princes to Han as a

### 【原文】

也，必以韩合于秦，楚矣。秦，楚挟韩以窘魏，魏氏不敢东，是齐孤也。公又令秦求质子于楚，楚不听，则怨结于韩。韩挟齐、魏以眄楚，楚王必重公矣。公挟秦、楚之重，以积德于韩，则公叔、伯婴必以国事公矣。”

### 【今译】

把王子送来韩国做人质，公叔和伯婴就一定会明白秦国和楚国不把几瑟当回事了，必定会让韩国跟秦国和楚国结交。秦国和楚国操纵韩国来牵制魏国，魏国一定不敢向东跟齐国联合，这样一来，齐国就孤立了。您再让秦国跟楚国索要韩国送去的人质，楚国不听从的话，就会跟韩国结怨，韩国倚仗齐国和魏国而藐视楚国，楚王一定会重视您的。您掌握着秦国和楚国的重权，对韩国多施加恩德，公叔和伯婴就一定会用韩国侍奉您的。”

## 胡衍之出几瑟于楚

### 【原文】

胡衍之出几瑟于楚也，教公仲谓魏王曰：“太子在楚，韩不敢离楚也。公何不试奉公子咎，而为之请太子？因令人谓楚王曰：‘韩立公子咎而弃几瑟，是王抱虚质也。王不如亟归几瑟。几瑟人，必以韩权报仇’”

### 【今译】

胡衍是这样让楚国放走几瑟的，他让公仲对魏王说：“太子在楚国，韩国不敢背叛楚国。您为什么不尝试着支持公子咎，并为他请求被立为太子呢？可以趁机派人对楚王说：‘韩国立公子咎为太子而放弃了几瑟，这样一来，大王就是怀抱着一个没有任何实际用处的人质啊。大王’”



hostage, Gongshu and Bo Ying will realize that Qin and Chu won't be at Ji Se's service. Accordingly, they will lead the state of Han to build an alliance with Qin and Chu. With the power of the state of Han, Qin and Chu will take control of the state of Wei. As a result, Wei won't dare ally with the state of Qi in the east. Therefore, the state of Qi will become isolated. Then you can suggest to the state of Qin that it ask the state of Chu for the hostage from the state of Han. If the king of Chu rejects this demand, he will be at enmity with the state of Han. In this case, with the power of the state of Qi and the state of Wei, the state of Han can pose a threat to the state of Chu. As a result, the king of Chu will definitely attach importance to you. Based on the might of the state of Qin and the state of Chu, you can do favours for the state of Han. Accordingly, Gongshu and Bo Ying will lead their state to work for you. "

### **How Hu Yan Let Chu Set Ji Se Free**

When Hu Yan tried to make the state of Chu free Ji Se, he asked Gongzhong to send a message to the king of Chu as follows: "The state of Han dares not turn against the state of Chu because the crown prince is there. Why not try to support Childe Jiu and ask the state of Han to designate him to be the new crown prince? You can simply send someone to tell the king of Chu, 'Look, the state of Han has appointed Childe Jiu to be the new crown prince and dismissed Ji Se. Therefore, you are keeping nothing but a valueless hostage.

【原文】

于魏而德王矣。”

【今译】

不如赶紧让几瑟回国，几瑟回国后，一定会利用韩国的权势向魏国报仇并且对大王您感恩戴德。”

## 几瑟亡之楚

【原文】

几瑟亡之楚，楚将收秦而复之。谓彘戎曰：“废公叔而相几瑟者，楚也。今几瑟亡之楚，楚又收秦而复之。几瑟入郑之日，韩，楚之县邑。公不如令秦王贺伯婴之立也。韩绝于楚，其事垂必族。秦挟韩亲魏，齐，楚后至者先亡。此王业也。”

【今译】

几瑟逃亡到了楚国，楚国打算联合秦国一起帮助他回国。有人对彘戎说：“打算罢免公叔而任用几瑟为相国的，是楚国。如今几瑟逃亡到了楚国，楚国又联合秦国一起帮助他回国。几瑟回到郑都的那天，韩国就将成为楚国的一个县邑了。您不如让秦王祝贺伯婴被立为太子，韩国跟楚国断绝了关系，它就一定会急于侍奉秦国，秦国掌控着韩国，跟魏国结交，齐国和楚国哪个来晚了就会首先被消灭掉。这是一统天下的大业啊。”

## 冷向谓韩咎

【原文】

冷向谓韩咎曰：“几瑟亡在楚，楚王欲复之甚，令楚兵十余万在方城

【今译】

冷向对韩咎说：“几瑟逃亡到了楚国，楚王很想帮助他回国，命令更



It would be better if you send Ji Se back to the state of Han immediately. When Ji Se returns to Han, he will counterbalance the state of Wei with the might of the state of Han and also be very grateful to you. ”

### **Ji Se Fled to Chu**

Ji Se fled to the state of Chu, and the state of Chu was about to unite with the state of Qin to help Ji Se return to the state of Han. Someone had a talk with Mi Rong and said, “The state of Chu wants to dismiss Gongshu from office and appoint Ji Se to be the new prime minister. Now Ji Se has fled to Chu, and Chu is trying to unite with the state of Qin to help Ji Se return to Han. The day Ji Se goes back to the capital of Zheng, the state of Han will become nothing but a county (referring to its status as a dependency) of the state of Chu. It would be better if you ask the king of the state of Qin to say congratulations to Bo Ying’s becoming crown prince. Then the state of Han will cut its ties with the state of Chu. Therefore, it will be eager to win over the state of Qin. Accordingly, Qin can ally with the state of Han and the state of Wei to pose a threat to the state of Qi and the state of Chu. Of the latter two, the one submits to you last will be destroyed first. This is the right time to unify the whole world. ”

### **Ling Xiang Had a Talk with Han Jiu**

Ling Xiang had a talk with Han Jiu (referring to Childe

【原文】

之外。臣请令楚筑万家之都于雍氏之旁，韩必起兵以禁之，公必将矣。公因以楚、韩之兵奉几瑟而入之郑。几瑟得入而德公，必以韩、楚奉公矣。”

【今译】

国的十多万大军紧逼方城。请允许我让楚国在雍氏旁边修筑一个拥有一万户人家的都邑，韩国一定会起兵阻止这一举动，您一定会被任命为大将的。您趁机利用楚国和韩国的军队护送几瑟回到郑都。几瑟能够回国，就会感激您，一定会用韩国和楚国来侍奉您的。”

## 楚令景鲤入韩

1226

【原文】

楚令景鲤入韩，韩且内伯婴于秦，景鲤患之。冷向谓伯婴曰：“太子入秦，秦必留太子而合楚，以复几瑟也，是太子反弃之。”

【今译】

楚国派景鲤到韩国去，韩国即将把伯婴送到秦国，景鲤很担心这件事。冷向对伯婴说：“您到了秦国，秦国一定会扣留您而跟楚国联合，从而帮助几瑟回国。这样一来，您就是自己放弃了这个机会。”



Jiu) and said, "Ji Se has fled and is staying in the state of Chu, and the king of Chu sincerely wishes to help him return to our state. So by his command, more than a hundred thousand soldiers have approached the city of Fangcheng. Please let me tell the king of Chu to build a city big enough to accommodate ten thousand families near Yongshi. The state of Han will definitely send troops to prevent this undertaking, and you will be designated to be Commander-in-Chief. Then, with the power of the military forces of both the state of Chu and the state of Han, you can escort Ji Se back to the capital of Zheng. After Ji Se returns, he will be very grateful to you, and therefore will lead the state of Han and the state of Chu to work for you."

### **Chu Sent Jing Li to Han**

The state of Chu sent Jing Li to the state of Han on a diplomatic mission. The state of Han was about to send Bo Ying to the state of Qin as a hostage, and Jing Li was worried about it. Ling Xiang has a talk with Bo Ying and said, "If you enter the state of Qin, it will detain you and at the same time try to build an alliance with the state of Chu, and thus help Ji Se return to Han. If this is the case, you will miss a great opportunity of being appointed as crown prince yourself."





## 韩咎立为君而未定

### 【原文】

韩咎立为君而未定也，其弟在周，周欲以车百乘重而送之，恐韩咎入韩之不立也。蒯母恢曰：“不如以百金从之。韩咎立，因（也）[曰]以为戒；不立，则曰来效贼也。”

### 【今译】

韩国公子咎被立为君主，然而他的权势还没有得到巩固。他的弟弟在周国，周国想用一百辆车子隆重地送他回国，担心公子咎的君位不稳。蒯母恢说：“不如再让他带上一百镒黄金。公子咎的王位巩固了，就说是为了防范戒备；不巩固，就说是献给新国君的。”

## 史疾为韩使楚

### 【原文】

史疾为韩使楚，楚王问曰：“客何方所循？”曰：“治列子圉寇之旨。”曰：“何贵？”曰：“贵正。”王曰：“正亦可为国乎？”曰：“可。”王曰：“楚国多盗，正可以圉盗乎？”曰：“可。”曰：“以正圉盗，奈何？”顷间，有鹄止于屋

### 【今译】

史疾为韩国出使楚国，楚王问他：“客人研究的是哪门道术？”史疾回答说：“我研究的是列子关于抵御敌寇的学说。”楚王问：“您崇尚什么？”史疾说：“我崇尚正名。”楚王问：“正名也可以用来治理国家吗？”史疾说：“可以。”楚王说：“楚国盗贼猖獗，正名可以制止行窃吗？”史疾说：“可以。”楚王问：“通过正名来制止行窃，怎么办呢？”过了一会儿，有一



### Han Jiu Was Enthroned but Had Not Consolidated His Power

Han Jiu, also known as Childe Jiu, was enthroned to be the new sovereign of the state of Han, but he had not consolidated his power. His younger brother was in the state of West Zhou. The sovereign of West Zhou wanted to prepare a hundred carriages for him and send him back to Han with great ceremony. However, the sovereign feared that Han Jiu's authority was not well established. Qiwu Hui said, "It would be better if we send him back with one hundred *yi* of gold in addition. If Han Jiu's authority is well established, he can say that he has taken the gold to protect himself in case of danger. If Han Jiu's authority is not established, he can say that he has taken the gold to support the next ruler in future."

### On Behalf of Han, Shi Ji Was on a Diplomatic Mission in Chu

On behalf of the state of Han, Shi Ji was on a diplomatic mission in the state of Chu. The king of Chu asked him, "What's your field of expertise?" "I have studied Liezi's thoughts on counterattacking enemies." "What's your favourite part?" "I prefer the thoughts on correct names." "Can the thoughts on correct names be used in governing a state?" "Yes, they can." "There are a lot of thieves in my state. Can the thoughts on correct names be used to stop pilferage?" "Yes, they can." "How can the thoughts on

### 【原文】

上者，曰：“请问楚人谓此鸟何？”王曰：“谓之鵩。”曰：“谓之乌可乎？”曰：“不可。”曰：“今王之国，有柱国、令尹、司马、典令，其任官置吏，必曰廉洁胜任。今盗贼公行而弗能禁也，此乌不为乌，鵩不为鵩也。”

### 【今译】

只喜鵩飞来落到房顶上，史疾说：“请问楚国人怎么称呼这种鸟？”楚王说：“叫它喜鵩。”史疾问：“叫它乌鸦可以吗？”楚王说：“不可以。”史疾说：“如今大王的国家，有柱国、令尹、司马、典令，任命高官、设置官吏，一定强调廉洁胜任。如今盗贼公然行窃而不能制止，这就是乌鸦不是乌鸦，喜鵩不是喜鵩啊。”

## 韩傀相韩

### 【原文】

韩傀相韩，严遂重于君，二人相害也。严遂政议直指，举韩傀之过。韩傀以之叱之于朝，严遂拔剑趋之，以救解。于是严遂惧诛，亡去，游

### 【今译】

韩傀做韩国的相国的时候，严遂受到韩国君主的重用，两人互相怨恨。严遂直言不讳地列举韩傀的过失。因此韩傀在朝廷上辱骂严遂，严遂就由剑徒赶他，因为别人相触才脱险。于是严遂害怕被杀头，逃亡到外地，到各地寻求可以替他向韩傀报仇的人，他来到齐国，齐国有八



correct names be used to stop pilferage?" At that moment, a magpie perched on the top of a building. Shi Ji asked the king, "Would you please tell me what the people of Chu call this kind of bird?" "We call it magpie." "Can it be called crow?" "No, it cannot be called crow." "Now in your state, you have designated posts such as Zhuguo (referring to the highest-ranking officer in the state of Chu), Lingyin (referring to the prime minister of the state of Chu), Sima (referring to the Minister of War of the state of Chu) and Dianling (referring to the high-ranking court official in charge of the enforcement of the rules of propriety in the state of Chu). When you appointed people to these posts, it was emphasized that they should be incorruptable and qualified for their posts. Now pilferage is rampant in your state and nothing can be done to stop it. In this matter, you have failed to introduce correct names."

### **Han Gui Was the Prime Minister of Han**

When Han Gui was the prime minister of the state of Han, Yan Sui was also very much appreciated by the sovereign of Han. These two men were at odds with each other. Yan Sui was very upright and pointed out Han Gui's misconduct directly. For this reason, Han Gui scolded Yan Sui at court. Then Yan Sui drew his sword and chased Han Gui, intending to kill him. Han Gui survived with the help of others. Yan Sui was afraid that he might be sentenced to death, so he fled to other states to look for someone to take

【原文】

求人可以报韩傀者。

至齐，齐人或言：“轶深井里聂政，勇敢士也，避仇隐于屠者之间。”严遂阴交于聂政，以意厚之。聂政问曰：“子欲安用我乎？”严遂曰：“吾得为役之日浅，事今薄，莫敢有请？”于是严遂乃具酒饘聂政母前，仲子奉黄金百镒前为聂政母寿。聂政惊，愈怪其厚，围谢严仲子。仲子固进，而聂政谢曰：“臣有老母，家贫，客游以为狗屠，可旦夕得甘脆以养亲。亲供养备，义不敢当仲子之赐。”严仲子辟人，因为聂政语曰：“臣有仇，而行游诸侯众矣，然至齐，闻足下义甚高，故直进百金者，特以为夫人粗槨之费，以交足下之欢，岂敢以有求邪？”聂政曰：“臣所以降志辱身

【今译】



说：“朝这个地方来的深井里的葛政是一个勇敢的人士人，为了躲避仇敌而隐藏在屠夫中间。”严送朝中拜见葛政，有意厚待他。葛政问他：“您想要我做什么呢？”严送说：“我得以侍奉您的时间还太短，现在事情又非常紧迫，怎敢有求于您呢？”于是严送就置办了酒席，为葛政的母亲杀牲酒。严送捧着一百镗黄金，上朝给葛政的母亲祝寿。葛政很是吃惊，对他的厚礼越发感到奇怪，坚决推辞严送的礼物。严送执意进献，葛政却推辞说：“我有年迈的母亲，家里很贫困，我漂泊他乡，做了杀物的屠夫，可以早晚弄来甘美香脆的食物来供养母亲。母亲的供养已经足够了，依据道义，不敢接受您的赏赐。”严送避开别人，趁机对葛政说：“我有个他人，我到过的国家已经很多了。然而我来到齐国，听说您很讲义气，所以我执意进献一百镗黄金，特意给您夫人做买粗律的费用，并且跟您结交，求得您的欢心，怎敢有所求呢？”葛政说：“我之所以降低自己的志



revenge for him. When he arrived in Qi, he heard some people say that Nie Zheng who lived in Shenjingli in the area of Chi was a valorous scholar, and in order to hide from his personal enemy, he lived among some slaughterers. Secretly, Yan Sui went to meet Nie Zheng and presented him with some very generous gifts. Nie Zheng asked him, "What do you want me to do for you?" Yan Sui said, "I have served you only for a short time. But the event is of utmost urgency. Dare I ask for your help?" Then Yan Sui held a banquet in Nie Zheng's honour and proposed a toast to Nie Zheng's mother. After that, Yan Sui put one hundred *yi* of gold in front of her and wished her longevity. Nie Zheng was very surprised and wondered why he had presented such a generous gift. He rejected Yan Sui steadfastly. But Yan Sui insisted that Nie Zheng accept it. Nie Zheng refused and said, "I have an old mother and we are very poor. So I have made a living by travelling around and slaughtering dogs. Thus I can afford some nice food every day to support my mother. Since I am able to support my mother and we are not short of anything, I dare not accept your generous gift according to the principles of morality and justice." To avoid being heard by others, Yan Sui told Nie Zheng secretly, "I have a personal enemy and I have travelled to several states to look for someone who can take revenge for me. After I arrived in Qi, I heard that you are a very righteous person. That's why I presented you with one hundred *yi* of gold to buy some food for your mother and hobnob with you. How dare I ask you to do anything for me?" Nie Zheng said, "The reason that I have



### 【原文】

屠市井者，徒率而养老母。老母在，政身未敢以许人也。”严仲子固让，聂政竟不肯受。然仲子卒备宾主之礼而去。

久之，聂政母死，既葬，除服。聂政曰：“嗟乎！政乃市井之人，鼓刀以屠，而严仲子乃诸侯之卿相也，不远千里，枉车骑而交臣。臣之所以待之至浅鲜矣，未有大功可以称者，而严仲子举百金为亲寿。我虽不受，然是深知政也。夫贤者以感忿眦之意，而亲信穷僻之人，而政独安可嘿然而止乎？且前日要政，政徒以老母。老母今以天年终，政将为知己者用。”遂西至濮阳，见严仲子曰：“前所以不许仲子者，徒以亲在

### 【今译】

向，委屈自己的身子，居住在市井中，只希望幸存下来奉养年迈的母亲。有老母在，我不敢把自己的生命许托给别人。”严遂坚决请求他收下礼物，聂政终究不肯接受。严遂最终用宾主的礼仪招待了聂政后才离去。

过了很长时间，聂政的母亲死了，下葬以后，守孝期满脱下孝服，聂政说：“哎！我只是个市井间的小人物，操屠刀杀狗为生，而严遂却是诸侯的卿相。他不远千里，委屈自己的车马来跟我结交，我所回报他的也太多了，没有什么值得称道的大功劳。严遂率上一百镒黄金为我母亲祝寿，我虽然没有接受，然而这却表明他非常了解我。贤能的人因为有感于内心的情愫之情，而亲近、信赖贫穷卑贱的人，我怎么能保持沉默而不采取任何行动呢？再说他以前的请我的时候，我只是因为年迈的母亲的缘故拒绝了他。老母亲如今已经尽享天年而去世，我将为知己做事了。”于是向西来到濮阳，去见严遂并对他说：“以前我之所以没有





condescended to live among the townsfolk lies in the fact that I simply want to survive and support my old mother. Since my mother is still alive, I cannot devote my life to anyone else." Yan Sui presented him with the gift determinedly, but Nie Zheng adamantly refused to take it. Then Yan Sui treated him according to the very formal rules of proprieties and left him.

After a long time, Nie Zheng's mother died. After she was buried and the mourning period was over, Nie Zheng said, "Oh! Like all the townsfolk, I am just an ordinary person and have made a living by slaughtering dogs and selling dog meat. On the other hand, Yan Sui used to be a high-ranking court official of another state's sovereign. He condescended to travel one thousand *li* by carriage to befriend me. However, I haven't done anything meritorious and laudable for him in return. Moreover, Yan Sui presented one hundred *yi* of gold to my mother to wish her longevity. Although I didn't accept it, I knew that he was the one who really understood me. As a wise and capable person, he was hurt badly in his heart and therefore felt very angry. So he tried to hobnob with a person as poor and powerless as I was. How can I keep silent and refuse to do anything for him? In addition, when he came to see me and tried to make an agreement with me, I refused him only because my old mother was still alive at that time. Now that my mother had enjoyed her life span and died at an old age, I am going to do something for my confidant." He then headed for the west and arrived in Puyang. He visited Yan Sui there and said,

### 【原文】

今亲不幸，仲子所欲报仇者为谁？”严仲子具告曰：“臣之仇韩相傀。傀又韩君之季父也，宗族盛，兵卫设，臣使人刺之，终莫能就。今足下幸而不弃，请益具车骑壮士以为羽翼。”政曰：“韩与卫中间不远，今杀人之相，相又国君之亲，此其势不可以多人。多人不能无生得失，生得失则语泄，语泄则韩举国而与仲子为仇也，岂不殆哉！”遂谢车骑人徒，辞，独行仗剑至韩。韩适有东孟之会，韩王及相皆在焉，持兵戟而卫者甚众。聂政直入，上阶刺韩傀。韩傀走而抱哀侯，聂政刺之，兼中哀侯，左右大

### 【今译】

答应您，只是因为我的母亲还活着。如今我的母亲不幸去世了，您想报复的人是谁？”严遂把一切都告诉了他，说：“我的仇人是韩国的相国韩傀。韩傀又是韩国君主的叔叔，他的家族强盛，设置卫兵防守，我派人刺杀他，一直没能得手。如今承蒙您不遗弃我，请让我多准备车马和勇士帮助您。”聂政说：“韩国跟卫国相距不远，如今想刺杀人家的相国，而且相国又是国君的至亲，这种情势下，不能去很多人，人多了不可能没有闪失。有闪失，我们的计划就会被泄露出去，计划泄露了，那么韩国全国上下都会与您为仇的，难道不太危险了吗！”于是谢绝了车子、马匹及其他人手，辞别了严遂，仗着一把剑，独自前行来到韩国。恰好韩国正在东孟召开大会，韩王和相国都在那里，握着兵器守卫的人很多。聂政一直冲到里面，冲上台阶刺杀韩傀。韩傀在逃跑中抱住了哀侯。聂政刺杀他，连哀侯一起都杀中了。周围的人一片大乱。聂政大声喊



“Previously, I didn’t agree to do anything for you because my mother was still alive. Unfortunately, my mother has passed away. Who is your personal enemy on whom I can avenge you?” Yan Sui told him all about his story with Han Gui. He said, “My personal enemy is Han Gui, the prime minister of the state of Han. He is the uncle of Han’s sovereign. His clan is very powerful and he deploys bodyguards to safeguard himself. I have sent some people to kill him, but they didn’t get a chance. Now I am so lucky to have you here to help me. Please let me send some chariots, horses and warriors to assist you.” Nie Zheng said. “The state of Han is not far from the state of Wei. Now we are going to kill its prime minister, who is also a close relative to its sovereign. In this case, we shouldn’t send many people there to perform this task. If many people take part, we cannot guarantee that everything will go as smoothly as we have planned. If something unexpected happens, our plan will be divulged. As a result, all the people of the state of Han will be hostile towards you. Isn’t that too dangerous?” So he refused to take any chariots, horses or warriors with him and went for Han with nothing but his sword. It so happened that the state of Han was holding an important meeting in Dongmeng. Both its sovereign and the prime minister were at the meeting. There were many armoured guards to ensure their safety. Nie Zheng advanced, climbed the steps and assassinated Han Gui. Han Gui ran to Maiquis Ai and held on to the marquis’ arm. Nie Zheng stabbed him and the marquis was hit along with Han Lui. All the people there were in severe chaos. Nie Zheng

### 【原文】

乱。聂政大呼，所杀者数十人。因自皮面抉眼，自脔出肠，遂以死。

韩取聂政尸[暴]于市，暴胸之千金。久之，莫知谁子。

政姊闻之，曰：“弟至贤，不可爱妾之躯，灭吾弟之名，非弟意也。”乃之韩，视之曰：“勇哉，气矜之盛！是其孰赏，育而高成刑矣。今死而无名，父母既歿矣，兄弟无有，此为我故也。夫爱身不扬弟之名，吾不忍也！”乃抱尸而哭之，曰：“此吾弟，积深并里聂政也。”亦自杀于尸下。

晋，楚，齐，卫闻之，曰：“非独政之能，乃其姊者亦列女也。”聂政之所以名施于后世者，其姊不避菑醜之诛以扬其名也。

### 【今译】

叫着，所杀死的人有几十个。接着，他割破自己的脸皮，刺出自己的眼睛，剖开肚子，取出自己的肠子，很快就死了。

韩国人把聂政的尸体悬挂在闹市示众，悬赏一千斤黄金寻查他的身份，过了很长时间也没有人知道他是谁。

聂政的姐姐听说了这件事，说：“我的弟弟非常贤德，我不能因为爱惜自己的身躯，就泯灭了我弟弟的名声，这不是我弟弟的本意。”于是她来到韩国，看着那尸体说：“太勇敢了！你的气节那么高尚，这已经超过了孟贲、夏育和荆轲了。如今你默默无闻地死了，父母都已经过世，又没有别的兄弟，这是因为我怕嫌疑啊。因爱惜自己的生命而不为弟弟传播美名，我不忍心这么做。”于是抱着他的尸体痛哭着说：“这是我的弟弟，住在积地深井里的聂政。”她也在尸体旁边自杀了。

晋国，楚国，齐国，卫国的人听到这件事，说：“不仅聂政非常有才能，就连他的姐姐也是一个烈女啊。”聂政的美名之所以能传遍后世，是他姐姐不避杀身之祸来传扬他的名声的缘故。



shouted wildly and killed many people. Then he slashed his face, gouged out his eyes, cut out his intestines and died immediately.

The people of Han suspended Nie Zheng's corpse in the market and offered a reward of one thousand *jin* of gold to obtain his identity. No one knew who he was for a long time. When Nie Zheng's elder sister heard the news, she said, "My younger brother was extremely wise and capable. So I shouldn't drag out an ignoble selfish existence alone and let him die in vain without gaining a high reputation. This is against the will of my younger brother." So she went to Han, looked at her brother's corpse and said, "How brave you are! You are even more righteous than Meng Ben, Xia Yu and Jing Ke. Now you have died without gaining a high reputation. Our parents have passed away, and we don't have any other brothers. I see that what you did was for my sake. How can I live an ignoble existence simply for survival and therefore let my brother die unknown? I cannot allow that." So she held the corpse in her arms and cried, "This is Nie Zheng, my younger brother, who used to live in Shenjingli in the area of Zhi." She then committed suicide beside the corpse. When the people of the states of Jin, Chu, Qi and Wei heard of this story, they said, "Not only was Nie Zheng brave and capable, but his elder sister was also a brave and faithful woman." The reason that Nie Zheng has been held in high repute by later generations lies in the fact that his elder sister had enhanced his good reputation at the cost of her own life.

## 卷二十八 韩 三

### 或谓韩公仲

#### 【原文】

或谓韩公仲曰：“夫孳子之相似者，唯其母知之而已；利害之相似者，唯智者知之而已。今公国，其利害之相似，正如孳子之相似也。得其道为之，则主尊而身安；不得其道，则主卑而身危。今秦、魏之和成，而非公遣东之，则韩必谋矣。若韩随魏以善秦，是为魏从也，则韩轻矣，主卑矣。秦已善韩，必将欲置其所爱信者，令用事于韩以完之，是公危矣。今公与安成君为秦、魏之和，成固为福，不成亦为福。秦、魏之和

#### 【今译】

有人对韩国的公仲说：“孳生兄弟之间很相似，只有他们的母亲能够分辨出他们而已；利与害之间很相似，只有智者知道两者之间的区别而已。如今您的国家的利与害的相似，正如孳生兄弟的相似一般。能用正确的方式治理国家，君主就会尊贵而且平安；不用正确的方式来治理它，君主就会卑微而且会有生命危险。如今秦国和魏国之间的讲和如果成功了，而且并非您亲自主持的，它们就一定会图谋韩国。假如韩国追随魏国来亲善秦国，就是做了魏国的附庸，韩国的地位就降低了，君主也会卑微。秦国跟韩国友善以后，一定想安置自己的亲信，让他们执掌韩国政事来完成秦国的心愿，这样一来，您就危险了。现在假如您跟安成君一起促成秦国和魏国的结盟，成了固然是件好事，不成也是件

## **Book 28**

### **The Third Volume on Han**

#### **Someone Had a Talk with Gongzhong of Han**

Somone had a talk with Gongzhong of the state of Han and said, "Twins look so much alike that only the mother can differentiate between the two of them. Advantages and disadvantages appear so similar to each other that only wise people can differentiate between them. Now the advantages and disadvantages to your state appear very similar, just like twins extremely similar to each other. If you govern the state correctly, your sovereign will become honourable and safe. If you govern the state wrongly, your state will become powerless and find itself in danger. Now if the state of Qin and the state of Wei can build an alliance with each other, but you are not the one presiding over the making of the alliance, they will scheme against your state. If your state follow the state of Wei to hobnob with the state of Qin, it will become nothing but a dependency of Wei, and therefore, your sovereign will become less powerful. After establishing good relations with the state of Han, the king of the state of Qin will definitely force you to employ his beloved ones to manage your government affairs and thus fulfil his own wishes. As a result, you will be in danger. Now if you unite with Lord Ancheng to arrange for the state of Qin and the state of Wei to build an alliance with each other, it will be good for you



【原文】

成而公孟东之，是韩为秦，魏之门户也，是韩重而主尊矣。安成君东重于魏，而西重于秦，操右契而为公贵德于秦，魏之主，裂地而为诸侯，公之事也。若夫安韩，魏而终身相，公之下服，此主尊而身安矣。秦、魏不终相听者也，齐怒于不得魏，必欲善韩以亲魏；魏不听秦，必善韩以善秦，是公操布而割也。秦、魏和，则两国德公；不和，则两国争害公，所谓成为福，不成亦为福者也。愿公之无疑也。”

【今译】

好事。秦国和魏国结盟成功而且又是您亲自主持的，这样韩国就能够左右秦国和魏国了，这样一来，韩国的地位就会显赫而且君主会尊贵。安成君在东方掌握魏国的大权，在西方受到秦国的尊崇，靠着借势要求秦国和魏国的君主报答您，赏赐给您土地并且封侯，这是您的事啊。至于安定韩国和魏国并且终身做这两个国家的相国，您的地位处于一人之下，这样一来，您的君主尊贵而且您自己也会平安。秦国和魏国不能一直互相亲善，齐国恼怒于魏国不跟自己亲善，一定想争取韩国来遏制魏国；魏国不听从秦国的，一定会致力于争取韩国来防备秦国，那您就可以得任意割裂布匹般选择自己的盟国了。秦国和魏国能够联合起来，这两个国家就都会感激您；它们不能联合起来，两个国家就会争相侍奉您。所以说秦国和魏国之间联合成功是福分，不成功也是福分啊。希望您不要怀疑。”





whether or not the alliance succeeds. If you can successfully arrange for Qin and Wei to build an alliance with each other, you can easily manipulate Qin and Wei. As a result, your state will become more influential and your sovereign will become more powerful and honoured. Lord Ancheng will hold powerful positions in the state of Wei in the east and be respected by the state of Qin in the west. Then he can demand that the sovereigns of Qin and Wei pay back the favours you have done them. As a result, they will confer some land on you and might invest you as lord. That's good for you if this is the case. If you can safeguard both the state of Han and the state of Wei and be prime minister of these two states during your lifetime, you will only be inferior to the sovereigns of these two states. So your sovereigns will become both honoured and secure. If Qin and Wei don't maintain good relations with each other, Qin will become angry towards Wei due to its defection. Therefore, it will win over the state of Han to dominate the state of Wei. If Wei refuses to yield to Qin, it will definitely try to establish good relations with Han to confront the state of Qin. In this case, you can choose your ally according to your own will just like selecting your favourite clothes. If Qin and Wei build an alliance with each other, they will both be grateful to you. If not, they will vie with each other in winning you over. That's why I said it is good for you whether these two states build an alliance with each other or not. I hope that you don't have any doubts over this."



## 或谓公仲

### 【原文】

或谓公仲曰：“今有一举而可以忠于主，便于国，利于身，愿公之行之也。今天下散而事秦，则韩最轻矣；天下合而离秦，则韩最弱矣；合离之相续，则韩最先危矣。此君国长民之大患也。今公以韩先合于秦，天下随之，是韩以天下事秦，秦之德韩也厚矣。韩与天下朝秦，而独厚取德焉。公行之计，是其于上也至忠矣。天下不合秦，秦令而不听，秦必起兵以诛不服。秦久与天下结怨构难而兵不决，韩息士民以待其变。公行之计，是其于国也大便也。昔者，周伐以西周善于秦，而封于棧阳；

### 【今译】

有人对公仲说：“现在有一个谋略可以忠于君主、方便国家，而且对自身有利，希望您能实行。现在如果天下各国解散了来侍奉秦国，韩国的地位就最轻了；天下各国联合起来背叛秦国，韩国的实力就最弱了；如果联合与分散互相交替，韩国就是最先遭受危险的了。这是治理国家、统治百姓的最大忧患啊。如今您先让韩国跟秦国联合，天下各国都跟随您这么做，这样一来，就是韩国率领天下各国侍奉秦国，秦国一定会非常感激韩国的。韩国和天下各国一同朝拜秦国，而独自受到秦国深深的感激。您推行这个办法，这样对于君主也极善忠诚，天下各国不跟秦国联合，秦国下达命令它们不听从，秦国就会起兵讨伐不听从的国家。秦国长时间跟天下各国结怨交战而不能决出胜负，韩国规劝全部士民百姓等待时机。您实行这个办法，对于国家非常方便啊。从前，



### Someone Had a Talk with Gongzhong

Someone had a talk with Gongzhong and said, "Now there is one measure that will exhibit your loyalty to His Majesty, benefit your state and bring about some advantage to yourself. I hope that you will take it. Now if all the states in the world disband their alliance to submit to the state of Qin, the state of Han will become of least importance. If all the states in the world build an alliance to act against the state of Qin, the state of Han will become the weakest state in the world. If all the states take turns to build an alliance and then disband it, the state of Han will be the first to find itself in danger. This is the severest problem facing the people governing a state and administering the people. Now if you take the lead in allying with the state of Qin, other states in the world will follow in your footsteps. If the state of Han leads other states in the world to serve the state of Qin, Qin will be very grateful to your state. If your state submits to the state of Qin together with other states in the world, Qin will be grateful to you exclusively. If you take this advice, you will serve your sovereign with perfect loyalty. If all the states in the world refuse to ally with the state of Qin and don't carry out Qin's orders, Qin will definitely dispatch its troops to attack the disobedient states. If Qin is embroiled with other states for a long time, the state of Han can mobilize all its soldiers and masses to await a chance to attack the troops of Qin. If you take this advice, it will be very



### 【原文】

周启以东周善于秦，而封于平原。今公以韩善秦，韩之重于两周也无计，而秦之争机也万于周之时。今公以韩为天下先合于秦，秦必以公为诸侯，以明示天下。公行之计，是其于身大利也。愿公之加务也。”

### 【今译】

周伐带领西周跟秦国亲善，被封在穰阳；周启带领东周跟秦国亲善，被封在平原。如今您率领韩国跟秦国亲善，韩国比两个周国不知重要多少倍，而秦国争取跟韩国联合的意愿也比当时跟周国联合迫切上万倍。如今您带领韩国率先倡导天下各国跟秦国结盟，秦国一定会封您为诸侯，来明确昭示天下人。您实行这个办法，对于自身也有很大的利益啊。希望您加紧致力于此事。”

## 韩(人)[珉]攻宋

### 【原文】

韩(人)[珉]攻宋，秦王大怒，曰：“吾爱宋，与新城、阳晋同也。韩珉与我交，而攻我甚所爱，何也？”苏秦为(韩)[齐]说秦王曰：“韩珉之攻宋，所以为王也。以(韩)[齐]之强，辅之以宋，楚、魏必恐，恐必西面事

### 【今译】

韩珉为齐国进攻宋国，秦王十分恼怒，说：“我爱惜宋国跟爱惜新城、阳晋是一样的。韩珉跟我交好，却进攻我所珍爱的地区，为什么呢？”苏秦为齐国游说秦王道：“韩珉进攻宋国，是为了大王啊。凭着齐国的强大，再加上宋国的势力，楚国和魏国一定会恐惧，恐惧了就会向



advantageous to your state. Previously, Zhou Jiao led the state of West Zhou to submit to the state of Qin, and as a result, he was conferred the region of Gengyang. Zhou Qi led the state of East Zhou to submit to the state of Qin, and as a result, he was conferred the region of Pingyuan. Now if you lead the state of Han to submit to the state of Qin, Qin will seek to win over your state ten thousand times more eagerly than allying with the two Zhous, since your state is incomparable in terms of importance compared with the two Zhous. Now if you take the lead in advising other states in the world to submit to the state of Qin, Qin will definitely invite you to be lord and thus show other states in the world how generous it is. If you take this advice, it will bring about tremendous advantage to yourself. I hope that you will be committed to taking this advice.”

### **The Troops of Han Attacked Song**

Han Min commanded the troops of the state of Han to attack the state of Song on behalf of the state of Qi. The king of the state of Qin became very angry at that and said, “I cherish the state of Song as much as I cherish the regions of Xincheng and Yangjin. Han Min has been a good friend of me. Why is he attacking the state I cherish so much?” On behalf of the state of Qi, Su Qin had a talk with the king of Qin and said, “Han Min is attacking the state of Song for your sake. Realizing the strength of Qi and the might of the state of Song, the state of Chu and the state of Wei will be

【原文】

秦。王不折一兵，不杀一人，无事而割安邑，此韩魏之所以倚于秦也。”秦王曰：“吾固患（韩）[齐]之难知，一从一横，此其说何也？”对曰：“天下固令（韩）[齐]可知也。（韩）[齐]故已攻宋矣，其西事秦，以万乘自辅；不西事秦，则宋地不安矣。中国白头游敖之士，皆积智欲离秦、（韩）[齐]之交。伏轼结鞞西驰者，未有一人言善（韩）[齐]者也；伏轼结鞞东驰者，未有一人言善秦者也。皆不欲（韩）[齐]，秦之合者，何也？则晋、楚智而（韩）[齐]，秦愚也。晋、楚合，必伺（韩）[齐]，秦；（韩）[齐]，秦合，必困晋、楚。请以决事。”秦王曰：“善。”

【今译】

西侍奉秦国。大王不用消耗一个士卒，不用杀害一个百姓，没有任何战事就能割取安邑，这就是韩魏所为秦国祈祷的。”秦王说：“我本来就觉得齐国难以捉摸，一会儿合纵，一会儿连横，这该怎么解释呢？”苏秦回答说：“天下各国已经让齐国变得能够知晓了。齐国已经进攻宋国了，它向西侍奉秦国，就是要靠拥有一万辆战车的国家来辅助自己；不向西侍奉秦国，那它所夺得的宋国土地也不得安宁。中原地区头发花白的说客都处心积虑地想离间秦国和齐国之间的交情。乘车向西奔驰的，没有一个人声称要跟齐国交好；乘车向东奔驰的，没有一个人声称要跟秦国交好。都不愿意秦国和齐国交好，为什么呢？因为韩、赵、魏和楚国聪明而齐国和秦国愚蠢的缘故啊。韩、赵、魏和楚国联合起来了，一定会伺机进攻齐国和秦国；齐国和秦国联合起来了，一定会图谋韩、赵、魏和楚国。请您决断这件事。”秦王说：“好的。”



afraid. Therefore, they will submit to your state in the west. Without losing a soldier, killing a person or launching an attack, you can obtain the region of Anyi. This is what Han Min has prayed for." The king of Qin said, "I knew that the state of Qi is very unreliable. Sometimes it joins Hezong, and at other times, it backs up Lianheng. What is Qi's reason for taking this military action then?" Su Qin replied, "Other states in the world have already made the state of Qi reliable. Qi has already taken military action against the state of Song. In this regard, if it allies with the state of Qin in the west, it will be supported by this state which has ten thousand chariots. If it does not ally with the state of Qin, it will not be able to maintain the territory taken from the state of Song. Persuasive talkers with white hair from the central part of China all want to alienate the state of Qin and the state of Qi. None of those travelling to the west (referring to the state of Qin) by carriage says that you should establish good relations with the state of Qi. Similarly, none of those travelling to the east (referring to the state of Qi) by carriage says that it should establish good relations with the state of Qin. None of them want Qin and Qi to build an alliance with each other. Why? Because the states of Han, Zhao, Wei and Chu are wise and on the other hand, Qin and Qi are stupid. If Han, Zhao, Wei and Chu build an alliance, they will seek the chance to take advantage of Qin and Qi. If Qin and Qi build an alliance, they will scheme against Han, Zhao, Wei and Chu. Please make up your mind." The king of Qin said, "I see."

## 或谓韩王

### 【原文】

或谓韩王曰：“秦王欲出事于梁，而欲攻缙，安邑，韩计将安出矣？秦之欲伐韩以东窥周室甚，唯寐忘之。今韩不察，因欲与秦，必为山东大祸矣。秦之欲攻梁也，欲得梁以临韩，恐梁之不听也，故欲病之以固交也。王不察，因欲中立，梁必怒于韩之不与己，必折为秦用，韩必举矣。愿王熟虑之也。不如急发重使之赵、梁，约复为兄弟，使山东皆以锐师成韩、梁之西边。非为此也，山东无以救亡。此万世之计也。秦之

### 【今译】

有人对韩王说：“秦王想派兵进攻魏国，想攻下缙和安邑，韩国打算怎么办呢？秦国非常渴望攻克韩国，继而向东窥视周王室，只有睡觉的时候才能暂且忘掉这个想法。如今韩国没有察觉到这一点，还想跟秦国联合，这样一定会给山东各国带来巨大的灾难啊。秦国想攻打魏国，打算攻下魏国以后再逼近韩国，担心魏国不听从它，所以想让魏国陷入困境来巩固跟它的邦交。大王没有察觉到这一点，还想保持中立，魏国一定会恼火于韩国不支持自己，必定会掉转过去听从秦国的命令，这样一来，韩国就一定会被攻克了。希望大王仔细考虑一下这件事啊。不如赶紧派出重要的使臣到赵国和魏国，跟它们重新约为兄弟国，让山东各国都派出精锐部队守卫韩国和魏国的西部边境。如果不这么做，山东各国就不能救亡图存。这是万世大计啊。秦国想兼并各国而一统





## Someone Had a Talk with the King of the State of Han

Someone had a talk with the king of the state of Han and said, "The king of the state of Qin is going to launch military action against the state of Wei and occupy Jiang and Anyi. What tactics will your state take? Qin's king wants very much to attack Han and then vanquish the royal family of the Zhou Dynasty. All the time he is awake, he keeps this in his mind. If Han does not realize that and therefore plans to unite with Qin, this will definitely lead to severe trouble for those states located east of Mount Xiao. The reason that Qin plans to attack Wei lies in the fact that they want to send troops to approach Han after they defeat Wei. They are afraid that Wei might not listen to them, so they will pose a severe threat to Wei and thus consolidate the diplomatic relations between these two states. If Your Majesty cannot understand this conspiracy and therefore want to remain neutral, Wei will be angry with you since you are not going to join it in confronting Qin. Hence Wei will turn to Qin and carry out Qin's orders. If this is the case, Han will be defeated. I hope Your Majesty can think about this carefully. You'd better send important emissaries to Zhao and Wei to unite with them as brother states. Then you can ask those states located east of Mount Xiao to dispatch their picked troops to defend the western borders of Han and Wei. Otherwise, those states east of Mount Xiao won't be able to prevent being defeated. This long-term strategy will benefit tens of thousands of



### 【原文】

欲并天下而王之也，不与古同。事之虽如子之事父，犹将亡之也；行虽如伯夷，犹将亡之也；行虽如桀，纣，犹将亡之也。虽善事之，无益也，不可以为存，适足以自令亟亡也。然则山东非能从亲，合而相坚如一者，必皆亡矣。”

### 【今译】

下，但这跟古代帝王统一天下是不一样的。即便像儿子侍奉父亲一样侍奉秦国，国家还是会灭亡。即便有像伯夷那样的行为，国家还是会灭亡。即便像桀、纣那样做事，国家还是会灭亡。即便好好地侍奉它，也没有任何用处，国家不能因此而得以保全，相反，恰好足以让自己尽快灭亡。这样一来，山东各国如果不能联合起来，坚定如一地对抗秦国，一定会被全部消灭了。”

## 谓郑王

### 【原文】

谓郑王曰：“昭釐侯，一世之明君也；申不害，一世之贤士也。韩与魏，敌侔之国也。申不害与昭釐侯执珪而见梁君，非好卑而恶尊也，非虑过而议失也。申不害之计事，曰：‘我执珪于魏，魏君必得志于韩，必

### 【今译】

有人对韩王说：“昭釐侯是一世英明的君主，申不害是一世的贤士。韩国和魏国是敌国，申不害和昭釐侯拿着珪去拜见魏王，并非喜欢处于卑微地位而且厌恶受到尊敬，并非考虑失误而且计划错了。申不害盘算的是：‘我拿着珪到魏国去，魏国君主一定会认为占了韩国上风，一定



generations. The way Qin wishes to annex all the states and unify the whole world is different from that of the ancient sovereigns. Although you might treat Qin as a son treats his father, your state will still be destroyed. Although you might behave like Bo Yi, your state will still be ruined. Although you might commit the same misconduct as Jie and Zhou did, your state will still be destroyed. Even though you serve Qin very well, it won't be of any use. You cannot maintain your state but will lead it to a swift end. Therefore, if those states located east of Mount Xiao do not unite with each other and make a concerted effort to counteract Qin, they will definitely all be destroyed."

### Someone Had a Talk with Han's King

Someone had a talk with the king of the state of Han and said, "Marquis Zhaoxi is a wise sovereign of the contemporary world. Shen Buhai is a worthy scholar of our world. The state of Han and the state of Wei are hostile towards each other. However, carrying Gui in their hands, Marquis Zhaoxi and Shen Buhai went to the court of the state of Wei to pay homage to the king of Wei in person. It was not that they both loved putting themselves in menial places and hate being treated with reverence, or they wrongly estimated the situation and therefore made an incorrect decision. Shen Buhai drafted such a strategy: 'If we carry a Gui in our hands to the state of Wei to pay homage to its king, the king of Wei will think that his state has outdone our state. Therefore, he

【原文】

外靡于天下矣，是魏弊矣。诸侯恶魏，必事韩，是我免于人一之下，而信于万人之上也。夫弱魏之兵而重韩之权，莫如朝魏。’昭釐侯听而行之，明君也；申不害虑事而言之，忠臣也。今之韩弱于始之韩，而今之秦强于始之秦。今秦有梁君之心矣，而王与诸臣不事为尊秦以定韩者，臣窃以为王之明为不如昭釐侯，而王之诸臣忠莫如申不害也。

“昔者，穆公一胜于韩原而霸西州，晋文公一胜于城濮而定天下，此以一胜立尊（今）[名]，成功名于天下。今秦数世强矣，大胜以（千）[十]

【今译】

会在外对天下各国耗散它的实力，这样一来，魏国就会在弊了。各国君主讨厌魏国，一定会侍奉韩国，这样一来，我们就处于一人之下，却伸张到万人之上了。削弱魏国的兵力并且让韩国掌握重权的最好办法，莫过于到魏国去朝拜。’昭釐侯听从并执行了他的建议，是个英明的君主；申不害谋划事情并且说出来，是个忠臣。如今的韩国国力比开始的时候弱，然而如今的秦国国力比开始的时候强。如今秦王有跟魏王同样的心思了，然而大王和群臣不致力于尊崇秦国来安定韩国，我私下认为大王的英明比不上昭釐侯，而大王的群臣的忠诚比不上申不害。

“从前，秦穆公一举在韩原获胜而在西州称霸，晋文公一举在城濮取胜而平定了天下，这都是凭借着一次胜利确立自己的威望，在天下建立功名。如今秦国强盛长达几世了，大的胜利数十次，小的胜利上百



will definitely take military action against other states of the world. As a result, the state of Wei will become exhausted. Other states will be against Wei, and therefore will establish good relations with our state. Accordingly, you will become ruler of tens of thousands of people although you still remain inferior to one person (referring to the then Son of Heaven). The best way of weakening the military force of the state of Wei and at the same time strengthening the power of the state of Han is to go to the court of Wei to pay homage to its king.' Marquis Zhaoxi took this advice. So he was a wise sovereign. Shen Buhai meditated on the situation and offered his suggestion to the marquis. So he was a loyal court official. At present, our state is less powerful than it used to be. On the other hand, the state of Qin is more powerful than it used to be. Now the king of Qin shares the same wish the king of Wei used to have. However, you and your court officials are not planning to pay reverence to the king of Qin and safeguard your state by so doing. So, I personally think you are not as wise as Marquis Zhaoxi, and none of your court officials are as loyal as Shen Buhai used to be.

"Previously, Duke Mu of the state of Qin won the war in Hanyuan and thus established his power as Lord-protector in the region of Xizhou. Duke Wen of the state of Jin won the war in Chengpu and unified the whole world due to that victory. Based on one significant victory, each of them established a great power, made huge contributions and gained high reputations in the world. Now Qin has been a powerful state for several generations. It has won up to a

### 【原文】

数。小胜以百数，大之不王，小之不霸，（名尊）[尊名]无所立，制令无所行。然而春秋用兵者，非以求主尊成名于天下也？昔先王之攻，有为名者，有为实者。为名者攻其心，为实者攻其形。昔者，吴与越战，越人大败，保于会稽之上。吴人入越而户抚之。越王使大夫种行成于吴，请男为臣，女为妾，身执禽而随诸御。吴人果听其辞，与成而不盟。此攻其

### 【今译】

次。从大的方面讲，没有成就王业；从小的方面讲，没有成就霸业，尊威和名声没有确立，不能对别国发号施令。然而春秋时期的人们用兵，难道不是寻求君主尊威并且在天下赢得美名吗？从前先王进攻别的国家，有的是为了名，有的是为了利。为名的人争取敌国百姓的心，为利的人征服敌国的土地与百姓。从前，吴国跟越国交战，越国军队被打得大败，只能守在会稽地区。吴国人到了越国，挨家挨户安抚那里的百姓。越王派大夫种跟吴国讲和，请求让越王家奴的男人做吴国的仆人，女人做吴国的婢女，越王自己携带着鸚鵡跟随在吴王身后服务。吴国人果然听信了他们的话，跟他们讲和，但是没有订立盟约。这就是用新

dozen major wars as well as hundreds of small battles. However, in a broad sense, it has not unified the whole world and given the king the chance of being proclaimed King. In a narrow sense, it has not established a most powerful state and therefore provided the king the opportunity of being proclaimed as Lord-protector. Moreover, it cannot issue orders to other states. The strategists in the Spring and Autumn Period worked at obtaining power for their sovereigns and gained high reputations for themselves. Regarding the military actions taken by the deceased sovereigns of ancient times, some focused on gaining high reputations, others concentrated on obtaining substantial benefit. People focusing on gaining high reputations will be committed to winning over the hearts of the people of the areas being invaded. And people focusing on obtaining substantial benefit will be committed to occupying the land and conquering the people. Once the state of Wu and the state of Yue were engaged in a war, and the troops of Yue were badly defeated. However, they managed to maintain the last foothold around the area of Kuaiji. The troops of Wu consoled the people of Yue from door to door. The king of Yue asked a high-ranking court official named Wen Zhong to make peace with the state of Wu. The king of Yue begged the permission of the king of Wu to allow all the males of his clan to serve as servants, all the females to serve as maids and himself to be at his service. The people of the state of Wu took this advice and reached a ceasefire with Yue without signing any agreement. This is a case of winning over the



### 【原文】

心者也。其后越与吴战，吴人大败，亦请男为臣，女为妾，反以越事吴之礼事越。越人不听也，遂残吴国而禽夫差。此攻其形者也。今将攻其心乎？宜使如吴。攻其形乎？宜使如越。夫攻形不如越，而攻心不如吴，而君臣上下、少长贵贱呼霸王，臣窃以为犹之井中而谓曰：‘我将为尔求火也。’

“东孟之会，莒政、阳坚刺相兼君，许异蹀（哀）[烈]侯而燹之，立以

### 【今译】

攻心术。后来越国跟吴国大战，吴国军队被重重击败，也请求让吴王家族的男人到越国做仆人，女人做婢女，反过来用越王曾经侍奉吴王的礼节来侍奉越国。越国人没有听从，于是攻破吴国并且活捉了夫差。这就是进攻敌国的土地和百姓。如今想赢得敌人的心吗？就应该像吴国那么做；想征服敌国的土地和百姓吗？就应该像越国那么做。征服敌国的土地和百姓却不像越国那么做，赢得敌国百姓的心却不像吴国那么做，然而君臣上下、老少贵贱都称呼您为霸王，我私下认为这就像到了井里还说：‘我为你们找火啊。’

“东孟会盟的时候，莒政和阳坚行刺韩国的相国兼及君主，许异蹀





hearts of the people of an enemy state. After some time, the state of Yue challenged the state of Wu and the troops of Wu were badly defeated. The king of Wu asked for the permission of the king of Yue to allow all the males of his clan to serve as servants, all the females to serve as maids and himself to be treated the way the king of Yue used to treat him. However, the people of Yue did not take his advice. They destroyed the state of Wu and captured the king—Fu Chai. This is a case of gaining territory and conquering the people of an enemy state. Are you going to win over the hearts of the people of your enemy states? Then do as the state of Wu did when attacking the state of Yue. Are you focusing on gaining territory and conquering the people of your enemy state? Then just do as the state of Yue did when attacking the state of Wu. However, while trying to win over the hearts of the people of an enemy state, you cannot take the same action as the state of Yue took before. While committing to gaining territory and conquering the people of the enemy state, you cannot take the same action as the state of Wu took before. In this case, all your people, whether sovereign or court officials, superiors or inferiors, young or old, powerful or powerless, will claim that you want to become King or at least Lord-protector. I personally think it is somewhat the same as a man who fell into a well claiming, 'I am going to put out the fire for you people.'

"During the meeting in Dongmeng, Nie Zheng and Yang Jian assassinated both the prime minister and the king of the state of Han. Xu Yi kicked Marquis Lie to the ground and

### 【原文】

为郑君。韩氏之众无不听令者，则许异为之先也。是故（哀）[烈]侯为君，而许异终身相焉。而韩氏之尊许异也，犹其尊（哀）[烈]侯也。今日郑君不可得而为也，虽终身相之焉，然而吾弗为云者，岂不为过谋哉？昔齐桓公九合诸侯，未尝不以周襄王之命。然则虽尊襄王，桓公亦定霸矣。九合之尊桓公也，犹其尊襄王也。今日天子不可得而为也，虽为桓公，吾弗为云者，岂不为过谋而不知尊哉？韩氏之十数十万，皆戴（哀）[烈]侯以为君，而许异独取相焉者，无他；诸侯之君无不任事于周室也，

### 【今译】

了韩烈侯一脚并且让他装死，拥立他为韩王。韩国民众没有不听从命令的，是因为许异率先为他们倡导的缘故。所以烈侯做君主的时候，许异终生做他的相国。而韩国百姓尊重许异，如同尊重烈侯一般。如今说不能为韩王做事，即使终生做他的相国，我也不向他说真话，难道不是错误的计谋吗！从前齐桓公九次会盟诸侯，没有一次不是通过周襄王发号施令。然而即使尊崇周襄王，桓公的霸主地位也已经确立了，要与会盟的君主尊重桓公如同尊重周襄王一般。如今说不能为天子做事，即使有桓公这样的君主，我也不向他说真话，难道不是计谋有失误而且不懂得尊重应该受到尊重的人吗！韩国的士人有几十万，都拥戴烈侯为君主，而许异是他唯一的相国，没有别的原因；各个诸侯国的君



told him to pretend to be dead. Later, the latter was enthroned to be the new king of the state of Han. The people of the state of Han carried out the orders of their sovereign because Xu Yi had taken the lead in this regard. So, when Marquis Lie was in power, Xu Yi served as prime minister of the state of Han during his lifetime. The people of the state of Han paid as much reverence to Xu Yi as they paid to their sovereign—Marquis Lie. However, nowadays people often say that it is not worth devoting themselves to the current sovereign of the state of Han. Hence, although one might be appointed as prime minister of Han, he might be reluctant to propose any particularly useful policies to the sovereign. Isn't this a wrong attitude? Once Duke Huan of the state of Qi arranged nine meetings for the participation of other states' sovereigns. He did so under the name of King Xiang of the state of Zhou (referring to the then Son of Heaven) every time. Although he paid so much homage to King Xiang, he established his authority as Lord-protector at the same time. Other states' sovereigns participating in those nine meetings respected Duke Huan to the same extent as they honoured King Xiang. Nowadays people often say that it is not worth devoting themselves to the Son of Heaven. Even if Duke Huan came back to life, they would not suggest particularly useful policies to him. Isn't this a wrong attitude taken by people knowing nothing about respecting honourable people? In the state of Han, there used to be tens of thousands of scholars and they all supported Marquis Lie as sovereign, but Xu Yi was the only one to be appointed as prime minister in



### 【原文】

而桓公独取霸者，亦无他也。今强国将有帝王之霸，而以国先者，此桓公、许异之类也，岂可不谓善谋哉？夫先与强国之利，强国能王，则我必为之霸；强国不能王，则可以辟其兵，使之无伐我。然则强国事成，则我立帝而霸；强国之事不成，犹之厚德我也。今与强国，强国之事成则有福，不成则无患。然则先与强国者，圣人之计也。”

### 【今译】

主没有不在周王室担任一些职务的，而唯独桓公成为霸主，也没有别的原因啊。如今强大的秦国有即将成为帝王的征兆，而率领自己的国家服从秦王的，就是跟桓公和许异一样的人啊，难道不能称得上是善于谋划吗？率先跟强大的国家结盟的利益是：强大的国家能够称王，我就一定能够借助它来称霸；强大的国家不能称王，就可以避开它的兵力，使它不要攻打我。这样一来，强大的国家的事情成功了，我就可以跟它并列称霸；强大的国家的事情不成功，也会非常感激我。如今跟强大的国家结盟，强大的国家的事情成功了就有福，不成功也没有祸患。这样说来，率先跟强大的国家结盟，是圣人的谋略啊。”

## 韩阳役于三川而欲归

### 【原文】

韩阳役于三川而欲归，足强为之说韩王曰：“三川服矣，王亦知之

### 【今译】

韩阳在三川参战，他想回国，足强为他游说韩王道：“三川马上就要



Marquis Lie's time. The reason for that is crystal-clear. All the other states' sovereigns were allotted some posts by the then Son of Heaven of the Zhou Dynasty. However, Duke Huan was the only one who was able to become Lord-protector. The reason for that is also crystal-clear. The powerful Qin has the potential of unifying the whole world. In this case, the sovereign who takes the lead in joining Qin will become another Duke Huan or Xu Yi. It would be a wise decision to do so. The advantage of taking the lead in joining a powerful state lies in the fact that if the powerful state can unify the world, I will be able to establish one of the most powerful states with that powerful state's help. If the powerful state cannot unify the world, at least I will avoid its invasion. Hence, if the powerful state succeeds, I can establish one of the most powerful states with its help. If the powerful state fails, it will still be very grateful to me. If I join the powerful state in taking action against other states, I will enjoy good fortune if the military operations succeed. I will also be free from problems if the military action results in failure. Hence, being first to join a powerful state is the right decision for any sage."

### **Han Yang Participated in the War in Sanchuan but Was Thinking of Retreating from the Battleground**

Han Yang participated in the war in the area of Sanchuan but was thinking of retreating from the battleground. On his behalf, Zu Qiang went to see the king of the state of Han and



### 【原文】

乎？役且共贵公子。”王于是召诸公子役于三川者而归之。

### 【今译】

投降了，大王也知道这个消息吗？参加战斗的人即将共同拥戴尊贵的王子。”于是韩王把在三川参战的王子们都召回国。

## 秦大国也

### 【原文】

秦，大国也；韩，小国也。韩甚疏秦，然而见亲秦，计之，非金无以也，故卖美人。美人之贾贵，诸侯不能买，故秦买之三千金。韩因以其金事秦，秦反得其金与韩之美人。韩之美人因言于秦曰：“韩甚疏秦。”从是观之，韩亡美人与金，其疏秦乃始益明。故客有说韩者曰：“不如止用金，以是为金以事秦，是金必行，而韩之疏秦不明。美人知内行者也，故善为计者，不见内行。”

### 【今译】

秦国是一个大国，韩国是一个小国。韩国十分疏远秦国，然而却要表现得跟秦国亲善，盘算这件事，除了用黄金没法办到，就卖掉了一个美女。美女的价钱昂贵，其他诸侯国的君主买不起，所以秦国花三千两黄金买下了她。于是韩国用这些黄金来收买秦国，秦国反而得到了韩国的黄金与美女。韩国的美女对秦王说：“韩国非常疏远秦国。”由此看来，韩国失去了美女和黄金，它疏远秦国也开始更加分明了。所以有个到韩国游说的客人说：“不如停止过分的花销，以此换来黄金侍奉秦国，这样一来，黄金一定能见效，而且韩国疏远秦国的情形不会让对方知晓。美女是知道内幕的人，所以善于谋别的人不会暴露实情。”



said, "Sanchuan will yield to us soon. Have you also known this? The people participating in the war will enthrone those powerful Childes taking part in the war." So the king called back all the Childes participating in the war in Sanchuan.

### **Qin Was a Big State**

The state of Qin was big, and the state of Han was small. Han was alienated from the state of Qin, but it planned to hobnob with the state of Qin superficially. The people of Han found that they could not win over the state of Qin without money. So they sold a beautiful woman. The price for this beautiful woman was extremely high, and therefore no other state could afford her except the state of Qin. So the state of Qin bought her with three thousand *yi* of gold. Then Han presented the gold to Qin. As a result, Qin regained the gold and also obtained the beautiful woman from Han. The beautiful woman from Han then told the king of Qin, "The state of Han is indeed very alienated from the state of Qin." Judging from this case, the state of Han lost the gold and the beautiful woman, but it was clear that Han was still very alienated from Qin. Hence, a guest suggested to Han, "Nothing could be better than cutting excessive expenditures. Then we can present the spare gold to the state of Qin. Qin will accept the gold but not know that Han is indeed very distant from it. The beautiful woman knows the truth. Hence, a person good at evaluating matters will not divulge the truth."



## 张丑之合齐楚讲于魏

### 【原文】

张丑之合齐、楚讲于魏也，谓韩公仲曰：“今公疾攻魏之运，魏急，则必以地和于齐、楚，故公不如勿攻也。魏缓，则必战。战胜，攻运而取之易矣；战不胜，则魏且内之。”公仲曰：“诺。”张丑因谓齐、楚曰：“韩已与魏矣。以为不然，则盖观公仲之攻也。”公仲不攻，齐、楚恐，因讲于魏而不告韩。

### 【今译】

张丑想撮合齐国和楚国跟魏国讲和，对韩国的公仲说：“现在您如果加紧进攻魏国的运，魏国吃紧了，就一定会割让土地来跟齐国和楚国讲和，所以您不如不进攻魏国。魏国的形势缓和了，就一定会跟齐国和楚国交战。魏国在战争中取胜，我们进攻运就容易占领它了；不能在战争中取胜，魏国就会把运献给我们。”公仲说：“好的。”于是张丑就对齐国和楚国说：“韩国已经跟魏国结盟了。你们要是不相信的话，就等着瞧公仲是否进攻魏国。”公仲没有进攻魏国，齐国和楚国恐惧了，就跟魏国讲和而没有告知韩国。

## 或谓韩相国

### 【原文】

或谓韩相国曰：“人之所以善扁鹊者，为有臃肿也，使善扁鹊而尤

### 【今译】

有人对韩相国说：“人们之所以善待扁鹊，是因为自己身上生了毒





## **Zhang Chou Arranged for Qi and Chu to Make Peace with Wei**

Zhang Chou arranged for the state of Qi and the state of Chu to make peace with the state of Wei, and he told Gongzhong of the state of Han, "Now you are launching a sudden attack on the region of Yun of the state of Wei. If Wei finds itself in severe danger, it will cede some land to Qi and Chu to reach a ceasefire with them. Hence, you'd better give up attacking Yun. Thus the situation in the state of Wei will be smoothed over. Therefore, it will definitely engage in a war with Qi and Chu. If it defeats Qi and Chu, it will be easier for you to conquer Yun (due to the exhaustion of the troops of Wei because of the war with Qi and Chu). If it cannot defeat Qi and Chu, Wei will present this region to you." Gongzhong said, "I see." Then Zhang Chou told the sovereigns of Qi and Chu, "The state of Han has already made an alliance with the state of Wei. If you don't believe that, please wait and see whether Gongzhong will attack it or not." Gongzhong did not attack Yun. Qi and Chu were afraid, so they both made peace with Wei without notifying the state of Han in advance.

### **Someone Had a Talk with Han's Prime Minister**

Someone had a talk with the prime minister of the state of Han and said, "The reason that people are good to Bian Que lies in the fact that they want him to remove the festering

### 【原文】

臃肿也，则人莫之为之也。今君以所事善平原君者，为恶于秦也。而善平原君，乃所以恶于秦也。愿君之熟计之也。”

### 【今译】

疮的缘故。假设人们没有生毒疮，就没有人会善待扁鹊了。如今平原君能善待您，是因为秦国讨厌您的缘故。而您跟平原君关系友好，正是秦国讨厌您的原因啊。希望您仔细考虑一下这件事。”

## 公仲使韩珉之秦求武隧

### 【原文】

公仲使韩珉之秦求武隧，而恐楚之怒也。唐客谓公仲曰：“韩之事秦也，且以求武隧也，非弊邑之所憎也。韩已得武隧，其形乃可以善楚。臣愿有言，而不敢为楚计。”今韩之父兄得众者，毋相韩，不能独立，势必不善楚。”王曰：“吾欲以国辅韩珉而相之，可乎？父兄恶珉，珉必以国保楚。”公仲说，于唐客于诸公，而使之主韩、楚之事。

### 【今译】

公仲派韩珉到秦国去索要武隧，然而担心会激怒楚国。唐客对公仲说：“韩国之所以侍奉秦国，是因为要索求武隧，这并非我们国家所憎恨的。韩国得到武隧以后，才可以跟楚国交好。我想说说自己的看法，但不敢为楚国作打算。‘如今韩国父兄受到众人拥戴的人做了韩国的相国，能够独立，势必不会跟楚国亲善。’楚王说：‘我想用我的国家辅助韩珉，让他做相国，可以吗？韩珉的父兄们讨厌他，韩珉一定会率领韩国投靠楚国。’”公仲高兴了，把唐客介绍给各位大臣，并且让他主持韩国和楚国之间的外交事宜。



from their bodies. No one without any festers will treat Bian Que well. Now you have won over Lord Pingyuan due to your bad relations with the state of Qin. However, the state of Qin hates you because you are close to Lord Pingyuan. I hope that you will examine this situation.”

### **Gongzhong Sent Han Min to Qin to Ask for Wusui**

Gongzhong wanted to send Han Min to the state of Qin to ask for the region of Wusui, but was afraid that the king of Chu might be angered. Tang Ke had a talk with Gongzhong and said, “The reason that the state of Han submits to the state of Qin lies in the fact that Han wants to gain the area of Wusui. This is not unacceptable to our state. After Han gains the area of Wusui, it can establish good relations with the state of Chu. I want to tell you something, but don’t dare plan for the state of Chu. ‘If a person whose father and brothers are supported by the masses of Han is appointed to be prime minister of Han, Han will become independent, and therefore will definitely not establish good relations with the state of Chu.’ The king said, ‘I am about to lead my state to support Han Min and make him prime minister of Han. Do you think I should do so? Han Min’s father and brothers dislike him, so he will definitely lead the state of Han to submit to the state of Chu.’” Gongzhong was satisfied with these words, so he introduced Tang Ke to his high-ranking court officials and also asked him to administer the affairs between the state of Han and the state of Chu.



## 韩相公仲使韩侈之秦

### 【原文】

韩相公仲使韩侈之秦，请攻魏，秦王说之。韩侈在唐，公仲死，韩侈谓秦王曰：“魏之使者谓后相韩辰曰：‘公必为魏罪韩侈。’韩辰曰：‘不可。秦王仕之，又与约事。’使者曰：‘秦之仕韩侈也，以重公仲也。今公仲死，韩侈之秦，秦必弗入。入，又奚为挟之以恨魏王乎？’韩辰患之，将听之矣。今王不召韩侈，韩侈且伏于山中矣。”秦王曰：“何意寡人如屋之权也！令安伏？”召韩侈而仕之。

### 【今译】

韩国相国公仲派韩侈出使秦国，请求秦国进攻魏国，秦王很欣赏韩侈。韩侈在唐的时候，公仲死了，韩侈对秦王说：“魏国的使者对后来的相国韩辰说：‘您一定要为魏国沾韩侈的罪。’韩辰说：‘不行。秦王推荐的他，又跟他约定了一些事情。’使者说：‘秦国让您任用韩侈，是因为公仲掌握重权的缘故，如今公仲死了，韩侈到秦国去，秦国一定不会让他入境，又怎能劫持他来违背魏王的心意呢？’韩辰担心了，将要听从使者的建议。大王如果不召见我，我将隐居山中了。”秦王说：“怎么会认为我如此变化多端呢？你要到哪里隐居？”召见韩侈并任用他做了官。



## Gongzhong, the Prime Minister of Han, Sent Han Chi to Qin

Gongzhong, the prime minister of the state of Han, sent Han Chi to the state of Qin on a diplomatic mission to ask Qin to launch an attack on the state of Wei. The king of Qin appreciated Han Chi. However, while Han Chi was in the area of Tang, Gongzhong died. Han Chi had a talk with the king of Qin and said, "An emissary from the state of Wei told Gongzhong's successor, the new prime minister of Han, 'You must punish Han Chi on behalf of the state of Wei.' Han Chen said, 'I cannot do that. The king of Qin has appointed him to his post, and also made an agreement to take some concerted actions together with him.' The emissary said, 'The reason that the state of Qin asked you to employ Han Chi lies in the fact that Gongzhong used to be extremely powerful. Now Gongzhong has died. If Han Chi goes to the state of Qin again, Qin will definitely refuse to allow him to enter the state. How can he coerce the state of Qin into acting against the king of Wei?' Han Chen was afraid and therefore was about to take his advice. If you don't summon me right now, I will go to live in the mountains." The king of Qin said, "Why do you regard me as unreliable as that? And where will you stay?" Then he called in Han Chi and employed him in his government.

## 客卿为韩谓秦王

### 【原文】

客卿为韩谓秦王曰：“韩珉之议，知其君不知异君，知其国不知异国。彼公仲者，秦势能诘之。秦之强，首之者，珉为疾矣。进齐，宋之兵至首（垣）[垣]，远薄梁郭，所以不及魏者，以为成而过南阳之道，欲以四国西首也。所以不者，皆曰以燕亡于齐，魏亡于秦，陈、蔡亡于楚，此皆绝地形，群臣比周以蔽其上，大臣为诸侯轻国也。今王（位正）[莅政]，张仪之贵，不得议公孙郝，是从臣不事大臣也，公孙郝之贵，不得议甘

### 【今译】

有个客人为韩国对秦王说：“韩珉议论时势，了解自己的君主而了解别的国家的君主，了解自己国家的情况而不了解别的国家的情况。那个公仲，秦国势必能让他屈服。凭着秦国的强大，冒犯它的人之中，韩珉算是最厉害的了。齐国和宋国的军队推进首垣，逼近大梁的外城，之所以没有进攻魏国，是认为想跟魏国讲和，韩国、宋国、齐国和魏国就会取道南阳，向西对抗秦国。之所以没有这么做，是因为都说齐国消灭了燕国，秦国消灭了魏国、楚国消灭了陈国和蔡国，这些国家都处于极端不利的地理环境中，群臣互相结党营私来蒙蔽他们的君主，大臣为别的国家做有损于本国的事情。现在大王执政，像张仪那么权贵的人不能议论公孙郝，这样一来，辅助的臣子不能干预大臣们的职权，像公孙



## A Guest Had a Talk with Qin's King on Behalf of Han

On behalf of the state of Han, a guest had a talk with the king of the state of Qin and said, "According to Han Min's argument, he only knows his own sovereign but has no understanding of other sovereigns. He is only familiar with the situation in his own state, but knows nothing about the situation in other states. As for Gongzhong, certainly the state of Qin can make him submit to it. Despite the power of the state of Qin, Han Min is the one who has offended it the most. Once the troops of the state of Qi and those of the state of Song invaded the region of Shouyuan, and reached the outer protective walls of the capital of Liang of the state of Wei. However, they did not attack the state of Wei, because they wanted to make peace with Wei and then ally with it and the state of Han to cross the region of Nanyang to confront the state of Qin in the west. However, this plan was not turned into reality. The state of Yan was defeated by the state of Qi, the state of Wei was destroyed by the state of Qin, and both the state of Chen and the state of Cai were beaten by the state of Chu. People say that geographical conditions account for the destruction of these states. In those states, court officials used to create cliques to block their sovereign from reality, and high-ranking court officials took advantage of their own states on behalf of other states. Now you are in power, but powerful as Zhang Yi is, he is not allowed to criticize Gongsun Hao. Thus assistant court officials cannot interfere with high-ranking court officials.

【原文】

「茂[茂]，则大臣不得事近臣矣。贵贱不相事，各得其位，辐辏以事其上，则群臣之贤不肖可得而知也。王之明一也。公孙郝尝挟齐、韩而不加贵，则为大臣不敢为诸侯轻国矣。齐、韩尝因公孙郝而不受，则诸侯不敢因群臣以为能矣。外内不相为，则诸侯之情伪可得而知也。王之明二也。公孙郝、樗里疾请无攻韩，陈四辟去，王犹攻之也。甘茂约楚、赵而反敬魏，是其讲我，茂且攻宜阳，王犹校之也。群臣之知无几于王之明者，原故愿公仲之国以侍于王，而无自左右也。」

【今译】

那那立权贵的人不能议论甘茂，那立大臣就不能干预选臣的事情了。职位高的和低的不好碍各自的职权，各得其位，共同来侍奉自己的君主，群臣的贤与不肖就能够知道了。这是大王英明的第一个方面。公孙郝曾经劫持齐国和韩国而没有进一步获得权贵，作为大臣的就不敢为别的国家做有损于本国的事情了。齐国和韩国曾经试图通过公孙郝结交秦国而没有接受，其他各国就不敢通过群臣做自己想做的事情了。内部和外部的人不互相猜忌，各国的实情就可以了解了。这是大王英明的第二个方面。公孙郝和樗里疾请求不要进攻韩国，陈轸已经撤开了，大王还是进攻它。甘茂促使楚国和赵国联合并且反复警告魏国，这样一来，它们就要跟我们讲和了，甘茂还是进攻宜阳，大王还在权衡这么做的利弊。群臣的智谋没有能比得上大王的英明的，所以我希望公仲用自己的国家来侍奉大王，不要自作主张。”

## 韩珉相齐

【原文】

韩珉相齐，令史盍公畴竖，大怒于周之留成阳君也。谓韩珉曰：“公

【今译】

韩珉做了齐国的相国，命令官吏驱逐了公畴竖，因为周国收留了成





And powerful as Gongsun Hao is, he is not allowed to criticize Gan Mao. Thus high-ranking court officials cannot interfere with your beloved court officials. Both the powerless and the powerful don't interfere with each other, and they all adhere to their own duties to serve you together. As a result, who are worthy and who are unworthy among your court officials will be clear to you. This is the first way to manifest your wisdom. Gongsun Hao used to control the states of Han and Wei, but he failed to gain more power in your state. As a result, other states' sovereigns will not dare take advantage of your state through some of your high-ranking court officials. You can avoid being cheated by people within your state or by those outside your state. As a result, the situation in other states will be clear to you. This is the second way to manifest your wisdom. Once Gongsun Hao and Chu Liji both asked you not to attack the state of Han, and the troops deployed there were ordered to retreat. However, you still launched an attack on it. Gan Mao once united with the state of Chu and the state of Zhao to confront the state of Wei. So the state of Wei made peace with us. However, Gan Mao still attacked Yiyang. You also weighed the situation to see whether or not it was wise to do so. None of your court officials can match you in terms of intelligence. Hence, I hope that Gongzhong will lead his state to submit to you and won't take action according to his own will."

### **Han Min Served as Prime Minister of Qi**

When Han Min was serving as prime minister of the

### 【原文】

以二人者为贤人也，所入之国因用之乎？则不如其处小国。何也？成阳君为秦去韩，公畴竖，楚王善之。今公因逐之，二人者必入秦、楚，必为公患，且明公之不善于天下。天下之不善公者与欲有求于齐者，且收之，以临齐而市公。”

### 【今译】

阳君而非常气恼。有人对韩珥说：“您把这两个人当作贤人，他们所到的国家会任用他们吗？那样的话，就不如让他们呆在小的国家。为什么呢？成阳君因为秦国而离开了韩国；公畴竖，楚王跟他关系很好。如果您趁机驱逐了他们，这两个人就一定会到秦国和楚国去，一定会成为您的忧患，而且还会彰明您跟天下各国不友善。天下跟您关系不好的人以及有求于齐国的人将会收留他们，用他们来逼迫齐国把您交出去。”

## 或谓山阳君

### 【原文】

或谓山阳君曰：“秦封君以山阳，齐封君以莒。齐、秦非重韩，则贤君之行也。今楚攻齐取莒，上及不交齐，次弗纳于君，是韩齐、秦之威而

### 【今译】

有人对山阳君说：“秦国把山阳分封给您，齐国把莒分封给您。齐国和秦国如果不是重视韩国，就是认为您的举止贤明。如今楚国进攻齐国，占领了莒，首先是断绝了跟齐国的交情，其次不让您接管莒地，这



state of Qi, he issued an order to drive Gongchou Shu out of the state of Zhou, and was angry with the state of Zhou for its allowing Lord Chengyang to stay. Someone had a talk with Han Min and said, "You consider these two persons worthy. Don't you think the states they enter will take the chance to employ them? Therefore, it would be better if they stay in small states. Why? Lord Chengyang left the state of Han because of the state of Qin and Gongchou Shu is very close to the king of the state of Chu. Now if you drive them out of the state of Zhou, they will definitely go to the state of Qin and the state of Chu respectively. If this is the case, they will certainly cause problems for you. They will also make it clear that you are not friendly with other states of the world. Thus those who are against you and those wanting to take advantage of the state of Qi, will buy them off to coerce the state of Qi into dismissing you from office."

### Someone Had a Talk with Lord Shanyang

Someone had a talk with Lord Shanyang and said, "The state of Qin has conferred the area of Shanyang on you. The state of Qi has conferred the area of Ju on you. The state of Qi and the state of Qin did so because they either attach importance to the state of Han or admire your personal behaviour. Now the troops of the state of Chu have attacked the state of Qi and occupied the area of Ju. They not only pay no attention to damaging the relations with the state of Qi, but also prevent you from taking over the area of Ju. This is



### 【原文】

轻韩也。”山阳君因使之楚。

### 【今译】

就是小看齐国和秦国的威势并且轻视韩国啊。”于是山阳君派这人出使楚国。

## 赵魏攻华阳

### 【原文】

赵、魏攻华阳，韩谒急于秦。冠盖相望，秦不救。韩相国谓田苓曰：“事急，愿公虽疾，为一宿之行。”田苓见穰侯，穰侯曰：“韩急乎？何故使公来？”田苓对曰：“未急也。”穰侯怒曰：“是何以为公之王使乎？冠盖相望，告弊邑甚急。公曰‘未急’，何也？”田苓曰：“彼韩急，则将变矣。”穰侯曰：“公无见王矣，臣请令发兵救韩。”八日中，大败赵、魏于华阳之下。

### 【今译】

赵国和魏国联合进攻华阳，韩国向秦国告急，出使的车子络绎不绝，秦国没有派兵营救。韩国的相国对田苓说：“战事紧急，虽然您抱病在身，希望您用一天时间跑一趟。”田苓去见穰侯，穰侯问：“韩国吃紧了吗？为什么派您来了呢？”田苓回答说：“没有吃紧。”穰侯生气地说：“这样的话，为什么为您的大王出使呢？使者的车子络绎不绝，告诉我们韩国的情况十分危急。您说‘没有吃紧’，为什么？”田苓说：“如果韩国吃紧了，就将发生变故了。”穰侯说：“您不要见大王了，我让他派兵营救韩国。”八天之内，就在华阳城下打败了赵国和魏国的军队。



nothing but an insult to the states of Qi and Qin, as well as looking down upon the state of Han." So Lord Shanyang sent this man on a diplomatic mission to the state of Chu.

### **Zhao and Wei Launched a Concerted Attack on Huayang**

The troops of the state of Zhao and those of the state of Wei launched a concerted attack on the city of Huayang of the state of Han. Han asked the state of Qin for help. Emissaries' carriages left for the state of Qin in an endless stream, but the state of Qin did not send troops to rescue it. The prime minister of the state of Han told Tian Ling, "Look, our state is in great danger. Although you are sick, please spend one day going to the state of Qin to ask for reinforcements." Tian Ling went to see Marquis Rang. Marquis Rang asked him, "Is the state of Han in great danger? Why did it send you here?" Tian Ling replied, "It has not been in danger yet." Marquis Rang was angered and said, "If it is not in danger, why have you come here? Why are your emissaries coming here in an endless stream and telling us that you are in severe danger? However, you said that it is not yet in danger. Why did you say so?" Tian Ling said, "If the state of Han is really in severe danger, we will yield to Zhao and Wei." Marquis Rang said, "You do not need to see His Majesty in person. I will send troops to aid your state." Within eight days, the troops of Qin badly defeated the allied forces of Zhao and Wei in Huayang.



## 秦招楚而伐齐

### 【原文】

秦招楚而伐齐，冷向谓陈轸曰：“秦王必外向：‘楚之齐者，知西不合于秦，必且务以楚合于齐。齐、楚合，燕、赵不敢不听。齐以四国敌秦，是齐不穷也。’向曰：‘秦王诚必欲伐齐乎？不如先收于楚之齐者。楚之齐者（先）[无]务以楚合于齐，则楚必即秦矣。以强秦而有（晋）楚，则燕、赵不敢不听，是齐孤矣。’向请为公说秦王。”

### 【今译】

秦国动员楚国攻打齐国，冷向对陈轸说：“秦王一定会对我说：‘楚国倾向于跟齐国亲善的人知道不能向西跟秦国联合，一定会致力于让楚国跟齐国联合。齐国和楚国联合起来了，燕国和赵国就不敢不听从。齐国凭借这四个国家的力量来对抗秦国，齐国就不会困厄。’我说：‘秦王果真一定要攻打齐国吗？不如先收买楚国国内倾向于跟齐国亲善的人，楚国国内倾向于跟齐国亲善的人不致力于让楚国跟齐国联合了，楚国就一定会投靠秦国了。凭着秦国的强大，再加上楚国的支持，燕国和赵国就不敢不听从，这样一来，齐国就孤立了。’请让我为您游说秦王。”

## 韩氏逐向晋于周

### 【原文】

韩氏逐向晋于周，周成恢为之谓魏王曰：“周必宽而反之，王何不为

### 【今译】

韩国让周国驱逐向晋，周国让成恢为向晋对魏王说：“周国一定会



### **Qin Allied with Chu to Attack Qi**

The state of Qin tried to ally with the state of Chu to attack the state of Qi. Ling Xiang had a talk with Chen Zhen and said, "The king of the state of Qin will definitely tell me, 'In the state of Chu, when those inclined to ally with the state of Qi realize that Chu will not unite with the state of Qin in the west, they will definitely be committed to arrange for Chu to make an alliance with the state of Qi. If Qi and Chu build an alliance, the states of Yan and Zhao will not dare act against them. Thus the state of Qi can confront the state of Qin with the allied forces of these four states, so it won't be defeated.' Then I will say, 'Do you really want to attack the state of Qi? If you do, you'd better buy off those in favour of building up an alliance with the state of Qi in the state of Chu. If these people stop leading the state of Chu to build an alliance with the state of Qi, Chu will definitely submit to your state. Due to the strength of the powerful Qin and the might of the state of Chu, the states of Yan and Zhao will definitely not dare act against you. Thus the state of Qi will become isolated.' Please let me consult with the king of the state of Qin for you."

### **The People of Han Drove Xiang Jin Out of the State of Zhou**

The people of the state of Han drove Xiang Jin out of the state of Zhou. On behalf of Xiang Jin, Cheng Hui from the

### 【原文】

之先言？是王有向晋于周也。”魏王曰：“诺。”成恢因为谓韩王曰：“逐向晋者韩也，而还之者魏也，岂如道韩反之哉？是魏有向晋于周，而韩王失之也。”韩王曰：“善。”亦因请复之。

### 【今译】

宽恕他并且让他回来，大王为什么不先替他说说话呢？这样一来，您就能通过争取到向晋来赢得周国了。”魏王说：“好的。”成恢接着为向晋对韩王说：“驱逐向晋的是韩国，而让他回国的是魏国，哪里比得上让他经由韩国返回周国呢？否则，魏国就在周国赢得了向晋，而您就失去了跟他的交情。”韩王说：“好的。”于是也请求周国让向晋回去。

## 张登请费缙

### 【原文】

张登请费缙曰：“请令公子年谓韩王曰：‘费缙，西周仇之，东周宝之。此其家万金，王何不召之以为三川之守？是缙以三川与西周戒也，必尽其家以事王，西周恶之，必效先王之器以止王。’韩王必为之。西

### 【今译】

张登对费缙说：“请让公子年对韩王说，‘费缙这个人，西周仇视他，东周器重他。他家有一万镒黄金，大王为什么不召他来，让他做三川地区的太守？这样一来，费缙就可以凭借着三川加强对西周的戒备，一定会倾尽家里所有的钱财来侍奉大王。西周讨厌他这么做，一定会进献上先王的宝器来阻止您。’韩王一定会这么做的。西周听说了，一定会





state of Zhou had a talk with the king of the state of Wei and said, "The state of Zhou will definitely absolve him and allow him to return. Why not suggest that the state of Zhou let him go back first? Thus you can win over the state of Zhou through Xiang Jin." The king of Wei said, "I see." Again on behalf of Xiang Jin, Cheng Hui had a talk with the king of the state of Han and said, "It was the people of the state of Han that drove Xiang Jin out of the state of Zhou. And it will be the state of Wei that helps Xiang Jin return to Zhou. Could anything be better than allowing Xiang Jin to cross your state to return to the state of Zhou? Thus although the state of Wei will win over the state of Zhou through Xiang Jin, your state will avoid being at enmity with him." The king of Han said, "Good idea." Then he also asked the state of Zhou to let Xiang Jin return.

### Zhang Deng Had a Talk with Fei Xie

Zhang Deng had a talk with Fei Xie and said, "Please ask Childe Nian to take a message to the king of the state of Han as follows: 'Fei Xie is hated by the state of West Zhou and cherished by the state of East Zhou. His private savings are worth ten thousand *yi* of gold. Why not employ him and designate him to be chief officer in charge of the area of Sanchuan? Thus based in Sanchuan, Fei Xie will spend all his private savings to confront the state of West Zhou for you. West Zhou will hate this, so it will give you precious treasures handed down from its deceased sovereigns to

【原文】

周闻之，必解子之罪，以止子之事。”

【今译】

免掉您的罪行，来阻止您做这件事。”

## 安邑之御史死

【原文】

安邑之御史死，其次恐不得也。输人为之谓安令曰：“公孙碭为人请御史于王，王曰：‘彼固有次乎！吾难败其法。’”因遽置之。

【今译】

安邑的御史死了，他的副手担心自己不能得到这一职位。输里的一个人为他对安邑令说：“公孙碭替一个人到大王那里请求御史的位置，大王说：‘他本来不是有个副手吗？我难以扰乱那里的制度。’”于是副手很快就被任命为御史。

## 魏王为九里之盟

【原文】

魏王为九里之盟，且复天子。房喜谓韩王曰：“勿听之也。大国恶有天子，而小国利之。王与大国弗听，魏安能与小国立之？”

【今译】

魏王主持九里的会盟，即将重新拥戴天子。房喜对韩王说：“不要听他的。大的国家讨厌立天子，而小的国家可以从中获利。大王和其他大的国家不听从，魏国怎能和小的国家一起拥立天子呢？”





persuade you to stop Fei Xie from doing so. ' The king of the state of Han will definitely take this advice. When the sovereign of the West Zhou hears of this, he will certainly absolve you to prevent you from doing so. "

### **The Yushi of the County of An Died**

The Yushi of the county of An died, and the vice Yushi was worried that he might not obtain this position. A man from the neighbourhood of Shu visited the chief of An on the vice Yushi's behalf and said, "Gongsun Qi went to see His Majesty to recommend someone to be the new Yushi. But His Majesty said, 'Isn't there a vice Yushi? It is very difficult for me to re-arrange the fixed rule for appointing officers there. '" Then the vice Yushi was immediately appointed to be the new Yushi.

### **Wei's King Held a Meeting in Jiuli**

In order to re-establish the Son of Heaven, the king of the state of Wei held a meeting in the area of Jiuli. Fang Xi had a talk with the king of the state of Han and said, "Don't listen to him. Big states hate the existence of a Son of Heaven, but small states can benefit from it. If you and other big states refuse to take his advice, how will the state of Wei be able to re-establish the Son of Heaven together with some other small states?"



## 建信君轻韩熙

### 【原文】

建信君轻韩熙，赵敖为谓建信侯曰：“国形有之而存，无之而亡者，魏也，不可无而从者，韩也。今君之轻韩熙者，交善楚、魏也。秦见君之交反善于楚、魏也，其收韩必重矣。从则韩轻，横则韩重，则无从轻矣。秦出兵于三川，则南围郢，蔡、郢之道不通矣。魏急，其救赵必疑矣。秦举兵破邯郸，赵必亡矣。故君收韩，可以无警。”

### 【今译】

建信君轻视韩熙，赵敖为韩熙对建信君说：“依据我们国家的形势，有一个国家，争取到它我国就能保全，失去了它就会灭亡，这个国家就是魏国。离开了一个国家就不能合纵，这个国家就是韩国。现在您轻视韩熙，是因为跟楚国和魏国建立友好邦交的缘故。秦国发觉您反过来跟楚国和魏国的交情好了，一定会注重拉拢韩国的。合纵，韩国的地位就会降低，连横，韩国的地位就会提高。那就不该采取降低自己地位的做法了。秦国派兵进攻三川，就会向南包围郢陵，通往上蔡和召陵的道路就不通了。魏国吃紧了，它对赵国的援救就必定放慢了。秦国派兵攻破邯郸，赵国就一定会灭亡了。所以您争取到韩国，就可以没有疏漏了。”

## 段产谓新城君

### 【原文】

段产谓新城君曰：“夫宵行者能无为奸，而不能令狗无吠已。今臣

### 【今译】

段产对新城君说：“在夜间赶路的人能不做坏事，却不能让狗不冲



### **Lord Jianxin Looked Down upon Han Xi**

Lord Jianxin looked down upon Han Xi. On behalf of Han Xi, Zhao Ao had a talk with Lord Jianxin and said, "If you win the support of the state of Wei, your state can survive. But if you lose it, your state will be destroyed. You cannot successfully ally with other states without winning over the state of Han. Now you despise Han Xi because you have established good relations with the state of Chu and the state of Wei. If the state of Qin realizes that you have united with Chu and Wei, it will definitely focus on winning over the state of Han. If the state of Han joins Hezong, it will become less powerful and influential. If the state of Han joins Lianheng, it will become more powerful and influential. Therefore, you should not choose the latter. If the state of Qin dispatches troops to attack the region of Sanchuan, they will certainly march towards the south to besiege the city of Yanling. As a result, the roads to the areas of Shangcai and Zhaoling will be cut off. Then the state of Wei will be in danger, so it will not immediately come to Zhao's aid. If the troops of Qin conquer the city of Handan, the state of Zhao will be destroyed. So, if you win over the state of Han, you will be free from trouble."

### **Duan Chan Had a Talk with Lord Xincheng**

Duan Chan had a talk with Lord Xincheng and said, "A



### 【原文】

处郎中，能无议君于王，而不能令人毋议臣于君。愿君察之也。”

### 【今译】

着自己狂吠。如今我处在郎中的位子上，能不在大王面前说您的坏话，却不能让别人不在您面前说我的坏话。希望您明察啊。”

## 段干越(人)谓新城君

### 【原文】

段干越(人)谓新城君曰：“王良之弟子驾云取千里马，遇造父之弟子。造父之弟子曰：‘马不千里。’王良弟子曰：‘马，千里之马也，服，千里之服也。而不能取千里，何也？’曰：‘子纆牵长。故纆牵于事，万分之一也，而难千里之行。’今臣虽不肖，于秦亦万分之一也，而相国见臣不释塞者，是纆牵长也。”

### 【今译】

段干越对新城君说：“王良的弟子赶着车，说自己赶的是千里马，遇到造父的弟子。造父的弟子说：‘这马跑不了一千里。’王良的弟子说：‘我两边的马是千里马，中间的马是千里马，却不能跑一千里，为什么呢？’造父的弟子说：‘你牵马的缰绳太长，缰绳对于赶路这件事来说，只起万分之一的作用，如果不合适，却能影响马跑不了一千里。’如今我虽不肖，对于秦国也能起到万分之一的作用啊。但是相国见了我却不能为我排除仕途上的障碍，这如同缰绳太长一般。”



person travelling at night can restrain himself from committing any misconduct. However, he cannot stop a dog from yapping at him. Now I am serving as Langzhong in the government. I won't speak ill of you in front of His Majesty. However, I cannot stop others from speaking ill of me in front of you, Sire. Please think about that."

### Duangan Yue Said to Lord Xincheng

Duangan Yue said to Lord Xincheng, "Wang Liang's disciple drives a carriage and announces that his horses can run one thousand *li* in one day. He runs into a disciple of Zao Fu. Zao Fu's disciple says, 'Your horses cannot run one thousand *li*.' Wang Liang's disciple says, 'Those on the two sides are swift horses, and those in the middle are also swift horses. Why can't they run a thousand *li*?' Zao Fu's disciple answers, 'Well, your reins are too long. It's true that the reins only play a minimal role in driving the carriage. However, if they don't have the right length, your horses cannot travel one thousand *li*.' Although I am unworthy, I also play a minimal role in the state of Qin. Nonetheless, the prime minister has not removed the obstacles to my official career. In this case, my reins are also too long."

## 卷二十九 燕 一

### 苏秦将为从

#### 【原文】

苏秦将为从，北说燕文侯曰：“燕东有朝鲜，辽东，北有林胡、楼烦，西有云中，九原，南有呼伦、易水，地方二千余里，带甲数十万，车七百乘，骑六千匹，粟支十年。南有碣石、雁门之饶，北有枣栗之利，民虽不由田作，枣栗之实，足食于民矣。此所谓天府也！”

“夫安乐无事，不见覆军杀将之忧，无过燕矣。大王知其所以然乎？夫燕之所以不犯寇被兵者，以赵之为蔽于南也。秦、赵五战，秦再胜而

#### 【今译】

苏秦即将主持合纵，向北游说燕文侯道：“燕国东部有朝鲜，辽东，北部有林胡，楼烦，西部有云中，九原，南部有呼伦、易水，土地方圆两千多里，武装的士卒几十万，战车七百辆，战马六千匹，粮食能支撑十年。南面有碣石、雁门等富饶的地区，北面生产板栗和大枣，百姓即使不到田间劳作，板栗和大枣的丰足，也够百姓食用的了。这就是所谓的天府啊。”

“安居乐业，没有战事，看不到军队覆没、将相被杀的忧患，没有哪个国家能比得上燕国了。大王知道为什么会是这个样子吗？燕国之所以不招致敌兵入侵，是因为赵国在南面充当屏蔽的缘故。秦国和赵国







## Book 29

### The First Volume on Yan

#### Su Qin Was About to Advocate Hezong

Su Qin was about to advocate Hezong, so he travelled to the north to consult with Marquis Wen of the state of Yan. He said, "The state of Yan has the areas of Chaoxian and Liaodong in the east, Linhu and Loufan in the north, Yunzhong and Jiuyuan in the west, and the Hutuo River and the Yishui River in the south. It has more than two thousand square *li* of territory, hundreds of thousands of armed soldiers, seven hundred chariots as well as six thousand war horses. In addition, its surplus grain can support the nation for as long as ten years. Moreover, it has fertile land around Jieshi and Mount Yanmen in the south, and it produces chestnuts and millet in the north. Even if the people might not work in the fields, the state still has enough grain to support them. The state of Yan can be addressed as Heaven's Granary."

Su Qin continued, "No other state is as leisurely, peaceful and free from disasters such as armies being annihilated or generals being beheaded as the state of Yan is. Do you know why? The reason that the state of Yan is free from aggression and can defer any invaders lies in the fact that the state of Zhao is serving as a natural barrier protecting Yan in the south. The state of Qin and the state of Zhao have

【原文】

赵三胜。秦、赵相弊，而王以全燕制其后，此燕之所以不犯难也。且夫秦之攻燕也，逾云中，九原，过代，上谷，弥地踵道数千里，虽得燕城，秦计固不能守也。秦之不能害燕亦明矣！今赵之攻燕也，发兴号令，不至十日而数十万之众军于东垣矣。度呼沱，涉易水，不至四五日距国都矣。故曰：‘秦之攻燕也，战于千里之外；赵之攻燕也，战于百里之内。’夫不忧百里之患，而重千里之外，计无过于此者。是故，愿大王与赵从亲，天下为一，则国必无患矣！”

燕王曰：“寡人国小，西迫强秦，南近齐、赵。齐、赵，强国也，今主君

【今译】

五次开战，秦国两次战胜而赵国三次取胜，秦国和赵国互相削弱，而大王凭着保全的燕国在后方制约它们，这是燕国之所以没有遭受进攻的原因啊。再说秦军要进攻燕国的话，要经过云中、九原，穿过代地、上谷，途经几千里路，即使攻克了燕国的城邑，秦国也不能固守。秦国不能如害于燕国是非常明显的。如果赵国军队进攻燕国，发号施令，不到十天时间，几十万大军就逼近东垣了。渡过呼沱河，涉过易水，不到四五天就到达国都了。所以说，‘秦国进攻燕国，要征战于千里之外，赵国进攻燕国，征战于百里之内。’不担心一百里之内的灾祸，而重视千里之外的秦国，没有比这种谋划更加失策的了。所以，希望大王跟赵国结盟，天下各国联合起来，那您的国家就一定没有任何忧患了。”

燕王说：“我的国家小，西边受到强大的秦国的胁迫，南边接近齐国





engaged in five wars. The troops of Qin have won two and those of Zhao have won three. Qin and Zhao have both become exhausted because of warfare, and as a result, you can take control of them with your unified state. This accounts for the fact that Yan has not been invaded. If the troops of Qin attack the state of Yan, they need to cross the areas of Yunzhong, Jiuyuan, Dai and Shanggu to march several thousand of *li* to reach Yan. Although they might conquer some of Yan's cities and towns, they will not be able to maintain them for long. It is clear that Qin cannot pose any threat to Yan. If the troops of Zhao attack the state of Yan, after the orders are issued, hundreds of thousands of officers and men will reach the region of Dongyuan within ten days. Crossing the Hutuo River and the Yishui River, they can arrive in Yan's capital in four or five days. Hence, it is said, 'If the troops of Qin attack Yan, they need to march more than one thousand *li* to fight it. If the troops of Zhao attack Yan, they only need to march one hundred *li*.' However, instead of worrying about the trouble that might be caused by the state of Zhao located only one hundred *li* away from here, you are worrying about the problem that might be caused by the state of Qin located more than one thousand *li* away. No other strategy could be more unwise. Hence, I hope that you can construct an alliance with the state of Zhao and in future ally with other states of the world. Thus your state will be free from trouble."

The king of Yan said, "My state is small. It is under the threat of the state of Qin in the west, and is adjacent to the



### 【原文】

幸教诏之，合从以安燕，敝以国从！”于是资苏秦车马金帛以至赵。

### 【今译】

和赵国。齐国和赵国是强大的国家。如今有幸听到您的教导，推行合纵来使燕国得到安宁，我率领燕国恭敬地听从教导。”于是赠送给苏秦车马、黄金、丝绸等礼品，让他前往赵国。

## 奉阳君李兑甚不取于苏秦

### 【原文】

奉阳君李兑甚不取于苏秦。苏秦在燕，李兑因为苏秦谓奉阳君曰：“齐、燕离则赵重，齐、燕合则赵轻。今君之齐，非赵之利也。臣窃为君不取也！”

奉阳君曰：“何吾合燕于齐？”对曰：“夫制（于）燕者，苏子也。而燕，弱国也，东不如齐，西不如赵，岂能东无齐、西无赵哉？而君甚不善苏

### 【今译】

奉阳君李兑对苏秦非常不屑。苏秦在燕国，有人趁机为苏秦游说奉阳君说：“齐国和燕国互相疏远，赵国的地位就变得重要了；齐国和燕国互相联合，赵国的地位就会降低了。如今您主张燕国跟赵国结交，对赵国是不利的。我私下认为您这么做是不可取的。”

奉阳君说：“我怎么让燕国跟齐国联合了？”那人回答说：“控制燕国的是苏秦。然而燕国是个弱小的国家，向东比不上齐国，向西比不上赵国，怎能同时在东方失去齐国、在西方失去赵国呢？然而您对苏秦非常



state of Qi and the state of Zhao in the south. Both Qi and Zhao are powerful states. Now very fortunately, you have offered me useful instructions on allying with other states and thus safeguarding my state. Please let me lead my state to follow your instructions.” Then he bestowed upon Su Qin carriages, horses, gold and silk and sent him to the state of Zhao.

### **Li Dui, or Lord Fengyang, Thought Nothing of Su Qin**

Li Dui, also known as Lord Fengyang, thought nothing of Su Qin. When Su Qin was in the state of Yan, on his behalf, someone had a talk with Lord Fengyang and said, “If the state of Qi and the state of Yan remain estranged from each other, the state of Zhao will become more powerful and influential. If the state of Qi and the state of Yan build an alliance with each other, the state of Zhao will become less powerful and influential. Now you are facilitating the state of Yan in allying with the state of Qi. This is not advantageous to your state. I personally don’t think it is wise of you to do that.”

Lord Fengyang said, “Why do you say that I am facilitating the state of Yan in allying with the state of Qi?” The man replied, “Su Qin is taking control of the state of Yan. And Yan is a weak state. It is not as strong as the state of Qi in the east, nor is it as strong as the state of Zhao in the west. How can it survive without being backed by Qi from the east and Zhao from the west? Now you are very



### 【原文】

秦，苏秦能抱弱燕而孤于天下哉？是驱燕而使合于齐也。且燕，亡国之余也，其以权立，以重外，以事贵。故为君计，善苏秦则取[之]，不善亦取之，以疑燕，齐。燕、齐疑，则赵重矣。齐王疑苏秦，则君多资。”

奉阳君曰：“善。”乃使使与苏秦结交。

### 【今译】

不友好，苏秦哪能守着弱小的燕国而让天下各国把自己孤立起来呢？这样一来，就是驱赶着燕国跟齐国联合啊。再说燕国，是被摧毁后残存下来的国家，采用权宜之计拥立君主，注重跟其他国家的结交，侍奉掌握重权的人。所以为您考虑，跟苏秦关系好也跟他结交，关系不好也跟他结交，来让燕国和齐国之间互相猜疑。燕国和齐国互相猜疑，赵国的地位就会变得重要了。齐王怀疑苏秦，对您的好处就太多了。”

奉阳君说：“好。”于是派出使者跟苏秦结交。

## 权之难

### 【原文】

权之难，燕再战不胜，赵弗救。哞子谓文公曰：“不如以地请合于齐，赵必救我。若不吾救，不得不事。”文公曰：“善。”令郭任以地请讲于

### 【今译】

权地一战，燕国在两次战役中都没能取胜，赵国没有进行营救。哞子对燕文公说：“不如割让一些土地给齐国来请求跟它讲和，赵国一定会营救我们。假如不营救我们，它就不得不侍奉齐国。”燕文公说：“好的。”派郭任进献土地请求跟齐国讲和。赵国听说了此事，急忙派兵营



unfriendly to Su Qin. How can Su Qin safeguard the weak Yan alone when it is isolated by other states of the world? This is driving the state of Yan to ally with the state of Qi. Moreover, Yan survived after a failure. Its people enthroned the current king of Yan out of expediency. Hence, Yan must attach importance to allying with other states as well as winning over powerful and influential people. So, for your sake, you should befriend Su Qin whether you like him or not. Thus you can make the state of Yan and the state of Qi suspicious of each other. As a result, your state will become more powerful and influential. If the king of the state of Qi is distrustful towards Su Qin, it is very good for you."

Lord Fengyang said, "Very good." Then he sent someone to see Su Qin to express his wish to befriend him.

### **The War in Quan**

During the warfare in the area of Quan, the troops of the state of Yan launched two assaults on the troops of the state of Qi but could not defeat them. The state of Zhao did not send any reinforcements there to assist Yan. Kuaizi suggested to Duke Wen of Yan, "We'd better cede some land to the state of Qi to make peace with it, then the state of Zhao will definitely send reinforcements here to help us. If it doesn't send reinforcements here, they will also be forced to yield to the state of Qi." Duke Wen said, "I will do that." Then he asked Guo Ren to cede some land to Qi and thus make peace with it. When the state of Zhao heard of this, it immediately



### 【原文】

齐。赵闻之，遂出兵救燕。

### 【今译】

救燕国。

## 燕文公时

### 【原文】

燕文公时，秦惠王以其女为燕太子妇。文公卒，易王立，齐宣王因燕丧攻之，取十城。武安君苏秦为燕说齐王，再拜而贺，因仰而吊。齐王按戈而却曰：“此一何庆吊相随之速也？”对曰：“人之饥所以不食乌喙者，以为虽偷充腹，而与死同患也。今燕虽弱小，强秦之少婿也。王利其十城，而深与强秦为仇。今使弱燕为雁行，而强秦制其后，以招天下之精兵，此食乌喙之类也！”齐王曰：“然则奈何？”对曰：“圣人之制事也，转祸而为福，因败而为功。故桓公负妇人而名益尊，韩魏开罪而交愈

### 【今译】

燕文公在位的时候，秦惠王把他的女儿嫁给燕国太子做媳妇。燕文公死后，易王即位。齐宣王借燕国举办丧事的机会进攻燕国，夺取了十座城邑。武安君苏秦为燕国游说齐王，拜了两下表示祝贺，接着就仰面吊丧。齐王按着戈命令他退下，说：“你一会儿祝贺，一会儿吊丧，怎么这样快呢？”苏秦回答说：“人们之所以在饥饿的时候不吃乌喙，是因为虽然能暂时填饱肚子，却面临死亡的祸患。如今燕国虽然弱小，但它是强大的秦国的女婿啊。大王赚了十座城邑的便宜，却跟强大的秦国结下很深的怨仇。如果让弱小的燕国做前锋，强大的秦国派出军队紧随其后，因此招致天下最精锐的部队来攻打齐国，跟吃乌喙是一样的。”齐王说：“这样我该怎么办呢？”苏秦回答说：“圣人处理事情，能把灾祸转化为福分，凭借失败达到成功。所以齐桓公辜负了一个女人，名声却





sent troops to help the troops of Yan.

### Duke Wen of Yan Was in Power

When Duke Wen of the state of Yan was in power, King Hui of the state of Qin married his daughter to the crown prince of Yan. After Duke Wen died, King Yi of Yan took over the throne. King Xuan of the state of Qi took advantage of the funeral to attack Yan and occupied ten towns and counties. Su Qin, also known as Lord Wuan, went to consult with Qi's king on behalf of Yan. He bowed twice to the king to congratulate him on obtaining the towns and counties. Then he raised his head and condoled with the king on it. Qi's king took his dagger, asked him to step backwards and said, "Why did you firstly say congratulations to me and then right away condole with me on it?" Su Qin replied, "Hungry people won't eat Wu Hui (literally meaning crow beak. Here it refers to the rhizome of Chinese monkshood) because they will die after eating it, although they might not feel hungry for a short time. Now Yan is a weak and small state. Its sovereign is the son-in-law of the powerful state of Qin. You have benefited from these ten towns and counties. However, this will provoke Qin's deep animosity towards you. If the weak and small Yan fights in the van, Qin will send picked troops to follow it to attack your state. In this case, it is similar to eating Wu Hui." Qi's king asked, "In this case, what shall I do then?" Su Qin replied, "When sages manage some problems, they can change severe trouble into good



### 【原文】

固。此皆转祸而为福，因败而为功者也。王能听臣，冀如归燕之十城，卑辞以谢秦。秦知王以己之故归燕城也，秦必德王；燕无故而得十城，燕亦德王。是弃强仇而立厚交也。且夫燕、秦之俱事齐，则大王号令，天下皆从。是王以虚辞附秦，而以十城取天下也。此霸王之业矣！所谓转祸为福、因败成功者也。”齐王大说，乃归燕城。以金千斤谢其后，顿首楹中，愿为兄弟，而请罪于秦。

### 【今译】

更加厚成；韩献子得罪了君主，跟他的交情却更加巩固。这都是把灾祸转变为福分，借助失败取得成功。大王如能听我的，不如把十座城邑归还给燕国，并用谦卑的言语向秦国请罪。秦王知道大王是因为他的原因而归还了燕国的城邑，一定会感激大王。燕国无缘无故地得到十座城邑，也会感激大王。这就可以抛开强烈的仇恨而建立深厚的交情。再说燕国和秦国都侍奉齐国，那样大王发号施令，天下的人都会听从，这样一来，大王就能通过一些空话拉拢秦国，用十座城邑夺取天下了。这可是王霸大业啊。也是所谓的把灾祸转变为福分，借助失败取得成功。”齐王非常高兴，于是归还了燕国的城邑，随后又拿出一千斤黄金表示歉意，在途中叩头，愿意跟燕国结为兄弟国，并向秦国请罪。

## 人有恶苏秦于燕王者

### 【原文】

人有恶苏秦于燕王者，曰：“武安君，天下不信人也。王以万乘下

### 【今译】

有一个人在燕王面前说苏秦的坏话，说：“武安君是天下最没有信



fortune. Out of failure, they can attain great success. Once Duke Huan of Qi let down a woman, but he obtained a more honourable reputation. Similarly, Han Xianzi offended his sovereign, but the relationship between them became closer. These are cases of changing trouble into good fortune or attaining a great success out of failure. If you take my advice, you'd better return those ten towns and counties to Yan and apologize to Qin in extremely humble words. Thus Qin's king will know that you return these towns and counties to Yan because of him, so he will be grateful to you. If Yan regains these ten towns and counties without exerting any effort, it will also be grateful to you. Thus you can avoid provoking deep animosity and establish very good relations with them. As a result, both Yan and Qin will be at your service. Accordingly, you can issue orders to people all over the world. Thus you can buy off Qin with an oral agreement and win over all the states of the world at the cost of only ten towns and counties. Therefore you can become King or at least Lord-protector. This will be another case of changing trouble into good fortune or attaining great success out of failure." Qi's king was very happy, so he returned those towns and counties to Yan and presented it with one thousand *jin* of gold to express his regret. Qi's emissaries knelt down to knock heads on their way there, expressing their wish to treat Yan as a brother state and also apologized to Qin.

### **Someone Spoke Ill of Su Qin in Front of Yan's King**

Someone spoke ill of Su Qin in front of the king of the

### 【原文】

之，尊之于廷，示天下与小人爵也！”

武安君从齐来，而燕王不信也。谓燕王曰：“景，东周之鄙人也，暴足下，身无咫尺之功，而足下迎臣于郊，显臣于廷。今臣为足下使，利解十城，功存危燕，足下不听臣者，人必有言臣不信，伤臣于王者。臣之不信，是足下之福也。使臣信如尾生，廉如伯夷，孝如曾参，三者天下之高行，而以事足下，（不）可乎？”燕王曰：“可。”曰：“有此，臣亦不事足下矣。”

苏秦曰：“且夫孝如曾参，又不离亲一夕宿于外，足下安得使之齐？廉如伯夷，不敢索渔，汗武王之义而不拒焉，辞孤竹之君，饿而死于

### 【今译】

用的人。大王作为一个拥有一万辆战车的大国的君主，却是厚礼遇他，在朝廷上非常尊重他，向天下人表示自己跟小人为伍。”武安君从齐国回来，燕王就不任命他做官了。他对燕王说，“我本来是东周的卑贱的人，前来谒见您，自己没有任何功劳，而您亲自到郊外迎接我，并在朝廷上为我确立地位与威望。如今我为您出使齐国，得到了十座城邑的利益，有保全免于危亡的燕国的功劳，而您却不再信任我了，一定是有人说我不守信用，在大王面前败坏我。我的不守信用恰好是您的福气，假如我跟尾生一样守信，跟伯夷一样廉洁，跟曾参一样孝顺，这三位是天下品行最高尚的人，我同时拥有他们的美德来侍奉您，可以吗？”燕王说，“可以。”苏秦说：“有这样的品行，我也不侍奉您了。”

苏秦说：“再说，像曾参那样孝顺，他很讲义气，不肯离开自己的父母到外面去过一夜，您怎么能让他来齐国呢？像伯夷那样廉洁，不吃白饭，认为武王的道义有污点而不肯做他的臣子，推掉掉孤竹君的封号，



state of Yan and said, "Lord Wuan is the most dishonest person in the world. As a sovereign of a state with ten thousand chariots, you condescend yourself to consort with him and openly respect him at court. This only shows to people all over the world that you are associating with a base man." When Lord Wuan came back from the state of Qi, Yan's king would no longer employ him in his government. Su Qin told the king, "I used to be a powerless person of the state of East Zhou. At the time I came here to visit you, I was of no use to your state at all. However, you went to the suburbs to welcome me in person, honoured me at court and appointed me to a high position. Now I have been to Qi on a diplomatic mission on your behalf, regained those ten towns and counties from Qi and prevented our state, which was on the edge of destruction, from being destroyed. But you are not going to listen to me again. There must be someone who has spoken ill of me and called me a dishonest person in front of you. My dishonesty is nothing but good luck for you. Suppose I was as honest as Mr Wei, as clean-fingered as Bo Yi and as dutiful as Zeng Shen, the three of whom were the most exalted people in the world, could I be at your service?" Yan's king said, "Of course." Su Qin said, "If I really was such a person, I wouldn't have served you anyway."

Su Qin continued, "If I was as dutiful as Zeng Shen, I wouldn't leave my parents to spend a single night outside the house according to the principles of filial piety. How could I be at your service? As clean-fingered as Bo Yi was, he wouldn't free-load. He considered King Wu as of imperfect



### 【原文】

首阳之山。靡如此者，何肯步行数千里而事弱燕之危主乎？信如尾生，期而不来，抱梁柱而死。信至如此，何肯扬燕，秦之威于齐而取大功乎哉？且夫信行者，所以自为也，非所以为人也，皆自覆之术，非进取之道也。且夫三王代兴，五霸迭盛，皆不自覆也。君以自覆为可乎？则齐不（益）[出]于营丘，足下不逾楚境，不窥于边城之外。且臣有老母于周，离老母而事足下，去自覆之术而谋进取之道，臣之趣固不与足下合者。足下（皆）[者]，自覆之君也；仆者，进取之臣也。所谓以忠信得罪于君者也！”

### 【今译】

魏死在首阳山。这么廉洁的人，怎么肯徒步行走一千里来侍奉弱小的燕国的处在危机之中的君主呢？像尾生一样守信，跟人的命，对方没有如约到来，自己抱着桥头的柱子被淹死了。这么守信的人，怎么肯在齐国宣扬燕国和秦国的威势而建立巨大的功劳呢？再说，推行信义的人这么做是为了自己，而不是为了他人。这都是自我完善的方法，而不是进取的道路。再说三王交替兴起，五霸相继兴盛，都不是为了自我完善啊。您觉得自我完善就可以了么？那样齐国就不会在营丘增设军队，您也就不会逾越楚国的边境，窥视边境城邑以外的地方了。而且我在周国还有一个老母亲，我离开年迈的母亲来侍奉您，抛弃了自我完善的方法而选择进取的道路，我的兴趣跟您的本来说不吻合的原因是：您是一个追求自我完善的君主，而我是一个选择进取的臣子。这就是所谓的因为忠信而得罪君主的情形。”



righteousness and therefore refused to serve at his court. He rejected being proclaimed as Lord Guzhu and thus starved to death on Mount Shouyang. If I was such a person, how could I travel one thousand *li* here to the weak Yan on foot and serve you, a sovereign who is in danger? Mr Wei was very honest. Once he had a date with a girl and went to meet her, but she didn't show up. So he held a bridge post in his arm when a deadly tide came and was drowned. If I was such a person, how could I expand the power of the states of Yan and Qin in Qi and therefore make great contribution to our state? In addition, instead of being on others' behalf, honest people keep their word for their own sake. This is the right way for them to improve themselves but is never the right path for accomplishing great achievements. Moreover, the Three King Ancestors arose one after another, and the Five Lord-protectors reached their zenith of power in turn. None of them were aiming at improving themselves. Do you think it is enough for one to improve himself? If this was the case, Qi wouldn't have sent reinforcements to Yingqiu, you wouldn't have crossed the border of the state of Chu to conquer those areas beyond our border. Moreover, my old mother still lives in East Zhou. I have left her to work for you since I made up my mind to give up improving myself and choose to accomplish great achievements instead. My inclination differs from yours. You are a sovereign engaged in improving yourself. However, I am a court official intent on making great contributions. So I am guilty because of my loyalty and honesty. ”



### 【原文】

燕王曰：“夫忠信又何罪之有也？”对曰：“足下不知也！臣邻家有远为吏者，其妻私人。其夫且归，其私之者忧之。其妻曰：‘公勿忧也，吾已为药酒以待之矣。’后二日，夫至，妻使妾奉卮酒进之。妾知其药酒也，进之则杀主父，言之则逐主母，乃阳僵弃酒。主父大怒而笞之。故妾一僵而弃酒，上以活主父，下以存主母也。忠至如此，然不免于笞。此以忠信得罪者也！臣之事，适不幸而有类妾之弃酒也。且臣之事足下，充义益国，今乃得罪，臣恐天下后事足下者，莫敢自必也！且臣之说

### 【今译】

燕王说：“忠信还会有什么罪呢？”苏秦回答说：“您还不知道啊。我的邻居中有一个人到远方做官，他的妻子跟别人私通。女人的丈夫将要回家了，跟她私通的那个人很担心。女人说：‘您不用担心，我已经准备好了毒酒等着他。’两天后，丈夫回来了。妻子让小妾捧着那杯酒献给丈夫。小妾知道那是毒酒，献上那酒就会毒死男主人，说出来，女主人就会被驱逐，于是就假装跌倒，把酒洒了。男主人非常生气，就鞭打她。所以小妾区区一个假装跌倒而洒了酒的动作，既救了男主人，又保全了女主人。如此忠心，仍然不免于被鞭打，这就是所谓的因为忠信而获罪的情形啊。我所做的事，不幸恰好跟小妾洒了酒是类似的。我侍奉您，能申张您的大义，裨益您的国家，如今仍然还是获了罪。我担心天下人中以后侍奉您的，没有人敢于竭尽自己的忠信了。况且我游说齐王，并不曾欺骗他。假如出使齐国的人不说我所说的那番话，即使有





Yan's king said, "How can you be guilty because of your loyalty and honesty?" Su Qin replied, "You don't know this. One of my neighbours served as officer in a distant area. His wife was having a love affair with another man. The husband was going to come back. The wife's lover was worrying about it. The woman said, 'Don't worry. I have prepared some poisonous wine for him.' Two day later, the husband arrived home. The wife asked the concubine to present the cup of wine to him. The concubine knew that the wine was poisonous. If she presented it to the man, it would kill him. If she divulged the secret, the wife would be driven out of home. So she pretended to fall to the ground and as a result, the wine was spilt. The man was so angry that he whipped the concubine. Hence, the concubine saved the life of the man and also prevented the wife from being driven out of home by tumbling on purpose and spilling the wine. Although she was a very loyal person, she couldn't avoid being whipped. This is a case that a person might be guilty because of his/her loyalty and honesty. Unfortunately enough, my conduct is similar to the concubine who spilt the wine. I have been engaged in extending your good reputation and benefiting our state. Nonetheless, I have offended you. Therefore, I am afraid that my successors working for you won't serve you with pure loyalty and honesty. Moreover, when I went to persuade the king of Qi, I didn't cheat him at all. Suppose you had sent another emissary there to persuade him with arguments different from mine, he would not be able to regain the land even though he might be as wise as Yao and



### 【原文】

齐，曾不欺之也。使之说齐者莫如臣之吉也，虽尧、舜之智，不敢取也！”

### 【今译】

尧、舜一样的智慧，也不敢索要回那些城邑。”

## 张仪为秦破从连横谓燕王

### 【原文】

张仪为秦破从连横，谓燕王曰：“大王之所亲，莫如赵。昔赵王以其姊为代王妻，欲并代，约与代王遇于句注之塞。乃令工人作为金斗，长其尾，令之可以击人。与代王饮，而阴告厨人曰：‘即酒酣乐，进热歃，即因反斗击之。’于是酒酣乐，（进）取热歃。厨人进斟羹，因反斗而击之，代王脑涂地。其姊闻之，摩笄以自刺也。故至今有摩笄之山，天下莫不

### 【今译】

张仪为秦国破坏其他国家的合纵而推行连横，对燕王说：“跟大王关系最为亲密的，莫过于赵国。从前赵王把他的姐姐嫁给代王为妻，想吞并代国，约代王在句注塞会面。于是就命令工人制造了一个铜质的斗，把它的尾部做得长长的，使它可以用来袭击别人。他跟代王一起喝酒，却暗中吩咐厨师说：‘在喝到最畅快的时候，进献热汤，随即趁机反过斗来袭击他。’于是在喝到高潮的时候，要求进献热汤。厨师把热汤献上来，趁机反过斗来袭击代王，代王的脑袋洒落到地上。赵王的姐姐听说了此事，把簪子磨得锋利，刺杀自己而死。所以至今还有摩笄山，

Shun.”

### **Zhang Yi Wanted to Destroy Hezong and Establish Lianheng for Qin and Therefore Went to Confer with Yan's King**

Zhang Yi wanted to destroy Hezong (referring to the alliance build by other states to confront the state of Qin) and employ the tactics of Lianheng on behalf of the state of Qin. So he went to confer with the king of the state of Yan and said, “The state that you want sincerely to ally with is the state of Zhao. Previously, the king of Zhao married his elder sister to the king of the state of Dai. In order to annex the state of Dai, he made an appointment with the king of Dai to meet at the fortifications on Mount Gouzhu. Then he ordered some workers to make a bronze Dou (referring to a utensil used for holding or carrying liquid, such as alcohol, in ancient China) and make its handle extremely long, so that it could be used to attack people. Then he drank with the king of Dai and secretly issued an order to the chef as follows: ‘Serve some hot soup when the banquet atmosphere reaches its peak. Then take occasion to turn around the dou to attack the king of Dai.’ So when the banquet atmosphere reached its height, the king of Zhao asked his servants to serve the hot soup. The chef presented the soup and then took occasion to turn round the dou to attack the king of Dai. The king's brains flew to the ground and he died on the spot. When the elder sister of the king of Zhao heard this, she sharpened her hairpin, stabbed herself with it and also died. Hence, Mount



【原文】

闻。

“夫赵王之暴戾无亲，大王之所明见知也。且以赵王为可亲邪？赵兴兵而攻燕，再围燕都而劫大王，大王割十城，乃却以谢。今赵王已入朝澠池，效河间以事秦。大王不事秦，秦下甲云中、九原，驱赵而攻燕，则易水、长城非王之有也。且今时赵之于秦，犹郡县也，不敢妄兴师以征伐。今大王事秦，秦王必喜，而赵不敢妄动矣。是西有强秦之援，而南无齐，赵之患，是故愿大王之熟计之也！”

燕王曰：“寡人蛮夷辟处，虽大男子，裁如婴儿，言不足以求正，谋不

【今译】

天下没有人没听说过这件事。

“赵王如恶狼般暴戾，绝情寡义，这是大王清楚地知道的。您认为赵王是可以亲近的吗？赵国起兵进攻燕国，两次包围燕国都城并且胁迫大王，大王割让了十座城邑来请罪它才撤兵。如今赵王已经到澠池朝拜，并且进献河间地区来侍奉秦国。大王如果不侍奉秦国，秦国派兵入侵云中、九原，驱使赵国进攻燕国，易水和长城就不属于大王所有了。再说如今的赵国对于秦国来说，如同一个郡县一般，不敢妄自派兵进攻秦国。现在如果大王侍奉秦国，秦王一定会很高兴，而赵国不敢轻举妄动。这样一来，西面有强大的秦国的援助，而且南面没有齐国和赵国所带来的忧患，所以希望大王仔细权衡这件事。”

燕王说：“我处在偏僻的少数民族地区，虽然是个大男人，也不过跟婴儿一般无知，说出的话不符合大道理，谋略不足以决断大事。如今有



Moji was named after this story, and people all over the world are familiar with it.”

Zhang Yi continued, “The king of Zhao is very tyrannical and ruthless. This is crystal-clear to you. Do you think you can really establish close relations with the king of Zhao? Zhao dispatched its troops to attack your state, besieged the capital city twice and then forced you to cede ten cities to it. Then it agreed to retreat. The king of Zhao has already been to Mianchi to pay homage to the king of the state of Qin as well as ceded the region of Hejian to placate Qin. If you refuse to submit to Qin, the troops of Qin will be sent to attack the areas of Yunzhong and Jiuyuan. They will also coerce the troops of the state of Zhao into assaulting your state. As a result, the regions along the Yishui River and the Great Wall will no longer belong to you. Moreover, at present, the state of Zhao can be considered as nothing but a province or even a county of the state of Qin. Therefore, it will not dare dispatch troops to attack Qin at all. If you ally with the state of Qin, the king of Qin will be very happy with you. Moreover, the state of Zhao will not dare take any military action against you without due regard. As a result, you will be backed up by the powerful Qin in the west and free from trouble caused by the state of Qi and the state of Zhao in the south. So, I hope that you will think about this carefully.”

The king of Yan said, “My state is located in a remote area. Although I am an adult man, I am still as ignorant as a baby. My arguments are not objective enough to illustrate



### 【原文】

足以决事。今大客幸而教之，请奉社稷西面而事秦，献常山之尾五城。”

### 【今译】

幸听到您的教导，请用我的国家向西侍奉秦国，献上恒山东北部的五座城邑。”

## 宫他为燕使魏

### 【原文】

宫他为燕使魏，魏不听，留之数月。客谓魏王曰：“不听燕使，何也？”曰：“以其乱也。”对曰：“汤之伐桀，欲其乱也。故大乱者可得其地，小乱者可得其宝。今燕客之言曰：‘事苟可听，虽尽宝、地，犹为之也。’王何为不见？”魏王说，因见燕客而遣之。

### 【今译】

宫他替燕国出使魏国，魏国不听从他的建议，把他扣留了几个月。有客人对魏王说：“为什么不听从燕国使臣的建议呢？”魏王说：“因为燕国出现了内乱。”客人回答说：“商汤攻打夏桀的时候，就希望夏桀的国家出现大乱。所以出现了大规模的混乱就可以获得它的土地，出现了小规模的混乱就可以得到它的宝贝。如今燕国的使者说：‘我说的事情如果能够被听从，即使倾尽我们的宝物和土地，我们也会干的。’大王为什么不召见他呢？”魏王非常高兴，于是就召见燕国使者，并把他释放回国。

## 苏秦死

### 【原文】

苏秦死，其弟苏代欲继之，乃北见燕王诔曰：“臣，东周之鄙人也。

### 【今译】

苏秦死了，他的弟弟苏代想继承苏秦的事业。于是向北去谒见燕



correct principles, and my intelligence is not enough to make correct decisions. I am lucky that you have given me this advice, so please allow me to lead my state to submit to the state of Qin in the west, and I will also cede to Qin five cities located near Mount Heng. ”

### **Gong Tuo Was on a Diplomatic Mission to Wei on Behalf of Yan**

On behalf of the state of Yan, Gong Tuo was on a diplomatic mission to the state of Wei. However, the king of Wei wouldn't listen to him but detained him for several months instead. A person told the king of Wei, “Why didn't you listen to the emissary of Yan?” The king said, “Because the state of Yan is in chaos.” The person replied, “When Tang was going to attack Jie, he wished Jie's kingdom would fall into chaos. If his state is in severe chaos, we can obtain some land from him. If his state is in less severe chaos, we can gain some valuable things from him. Now the emissary from Yan has said, ‘If you take action according to my advice, I will adhere to it even though we might lose all our territory and treasures.’ Why not call him in and have a talk with him?” The king of Wei was very happy to hear this, so he called in the emissary and sent him back to Yan.

### **Su Qin Died**

After Su Qin died, his younger brother—Su Dai wanted



### 【原文】

窃闻王义甚高甚顺，鄙人不敏，窃拜锄耨而干大王。至于邯郸，所闻于邯郸者又高于所闻东周。臣窃负其志，乃至燕廷，观王之群臣下吏，大王天下之明主也！”王曰：“子之所谓天下之明主者，何如者也？”对曰：“臣闻之，明主者，务闻其过，不欲闻其善。臣请谒王之过。夫齐、赵者，王之仇讎也；楚、魏者，王之援国也。今王奉仇讎以伐援国，非所以利燕也。王自虑此，则计过；无以谏之，非忠臣也。”

王曰：“寡人之于齐、赵也，非所敢欲伐也。”曰：“夫无谋人之心而令人疑之，殆；有谋人之心而令人知之，拙；谋未发而闻于外，则危。今臣

### 【今译】

王喻说：“我是东周国卑微的人，私下里听说大王的大义高尚而且顺畅。我不聪明，私自放下锄，耨等农具来谒见大王。我到达邯郸的时候，在邯郸听到的关于大王的大义比我在东周时听说的又高出许多。我私下怀着自己的抱负，来到燕国的朝廷，观察大王的群臣和下级官吏，大王是天下英明的君主。”燕王说：“您所说的天下英明的君主是什么样子的？”苏代回答说：“我听说，英明的君主致力于让别人指出自己的过失，不想听自己的长处。请让我述说大王的过失。齐国和赵国是大王的敌国，楚国和魏国是大王的援国。如今大王支持敌国攻打援国，这对燕国是不利的。大王自己想出这个做法，那就是计策失误；没有人谏止，就不是忠臣。”

燕王说：“我对于齐国和赵国，是不敢攻打的。”苏代说：“没有图谋别人的心思却让人产生怀疑，就是糊涂；有图谋别人的心思而让对方知道了，就是显拙；谋略还没有实施就被外界知道了，那就危险了。如今





to take Su Qin's place. So he travelled to the north to see Kuai, the then king of the state of Yan, and said, "I am an ordinary man from the state of East Zhou. I personally heard that you are an extremely righteous person. Although I am unwise, I gave up farm work to pay a visit to you in person. When I arrived in Handan, I realized that people in Handan think even more highly of you than people in East Zhou do. As an ambitious man, I arrived at the court of your state to observe your high-ranking court officials and low-ranking officers, and I found out that you are really a wise sovereign of the world." The king asked, "What kind of sovereigns can be considered as wise according to your standard?" Su Dai replied, "I heard that a wise sovereign will accept others pointing out his own mistakes and dislike listening to people praising his strong points. So I want to tell you your shortcomings. The state of Qi and the state of Zhao are your enemy states, and the state of Chu and the state of Wei are you allies. Now you are joining the enemy states in attacking your allies. This is not good for your state at all. If you made this decision yourself, it can be considered as nothing but unwise. If your court officials have not remonstrated with you to stop you from doing so, they are not loyal to you."

The king said, "I do not dare attack the state of Qi or the state of Zhao anyway." Su Dai said, "Letting others doubt although you are not scheming against them is muddle-headed. Letting others know that you are scheming against them is clumsy. Divulging your strategy before you take action is dangerous. I heard that you cannot enjoy your life or



### 【原文】

闻王居处不安，食饮不甘，思忿报齐。身自削甲札，曰：“有大数矣！”妻自组甲楛，曰：“有大数矣！”有之乎？”王曰：“子闻之，寡人不敢隐也。我有深怨积怒于齐，而欲报之，二年矣。齐者，我仇国也，故寡人之所欲伐也。直患国弊力不足矣！子能以燕敌齐，则寡人奉国而委之于子矣。”对曰：“凡天下之战国七，而燕处弱焉。独战则不能，有所附则无不重。南附楚则楚重，西附秦则秦重，中附韩、魏则韩、魏重。且苟所附之国重，此必使王重矣。今夫齐王，长主也，而自用也。南攻楚五年，稽积

### 【今译】

我听说大王闲眠时不得安宁，吃饭时尝不到滋味，一心惦念着报复齐国。亲自连缀铠甲的叶片，说：“要有大事了！”妻子亲手编织穿连铠甲的绳子，说：“要有大事了！”有这回事吗？”燕王说：“您听说了，我就不敢隐瞒了。我对齐国怀有深仇大恨，想报复它，有两年时间了。齐国是我的敌国，所以我想攻打它，只是担心国家疲弊，实力不够而已。您如果能让燕国战胜齐国，我就把国家委托给您了。”苏代回答说：“天下互相征战的国一共有七个，而燕国处于弱勢。单独跟别国交战是不可能的，有所依附，对方就没有不显重的。向南依附楚国，楚国就会显重；向西依附秦国，秦国就会显重；在中部依附韩国、魏国，韩国、魏国就会显重。而且如果所依附的国家显重了，就一定会使大王显重起来。如今的齐王是诸侯的领袖，但是刚愎自用。用了五年时间向南进攻楚国，用



food due to your wish to retaliate against the state of Qi. You linked armour plates yourself and said, 'A significant event will take place!' Your wife made the rope used for linking armour plates herself and said, 'A significant event will take place!' Is this true?" The king said, "Well, if you have already heard this, I cannot keep it secret. I have born a deep grudge towards the state of Qi and have been planning to retaliate against it for two years. The state of Qi is my enemy, so I want to attack it. However, I am afraid that the forces of my state are not strong enough to confront Qi. If you can make my state defeat the state of Qi, I will appoint you to govern my state." Su Dai replied, "Altogether there are seven states confronting one another in the world, and your state is the weakest one among them. You cannot fight other states alone, but if you ally with other states, certainly you will become more powerful and influential. If you ally with the state of Chu in the south, the state of Chu will become more powerful and influential. If you ally with the state of Qin in the west, the state of Qin will become more powerful and influential. If you ally with the state of Han and the state of Wei located in the central part of China, the state of Han and the state of Wei will become more powerful and influential. If the state you ally with becomes more powerful and influential, your own state will definitely also become more powerful and influential. As for the king of the state of Qi, he is the leader of his compeers and is a very perverse person. He has taken five years assaulting the state of Chu in the south, and as a result used up all the savings of his state.



### 【原文】

散，西困秦二年，民憔悴，士罢弊，北与燕战，覆三军，获二将，而又以其余兵南面而举五千乘之劲宋，而包十二诸侯。此其君之欲得也，其民力竭也，安犹取哉？且臣闻之，数战则民劳，久师则兵弊。”

王曰：“吾闻齐有清济、浊河，可以为固，有长城、巨防，足以为塞。诚有之乎？”对曰：“天时不与，虽有清济、浊河，何足以为固？民力穷弊，虽有长城、巨防，何足以为塞？且算日也，济西不伐，所以备赵也；河北

### 【今译】

尽了所贡的积蓄；向西围困秦国长达三年，百姓憔悴，士卒疲惫不堪；向北跟燕国交战，燕国三军覆没，两个将领被擒获；而且又让剩余的军队向南挺进，攻克了拥有五千辆战车的强劲的宋国，而且包围了十二个诸侯国。这样一来，它的君主的愿望实现了，百姓的力气用尽了，怎能继续战胜攻取呢？而且我听说，几次作战百姓就会劳顿，长期用兵士卒就会疲惫。”

燕王说：“我听说齐国有清澈的济水，浑浊的黄河可用来固守，有长城、巨防可以充当要塞。真的吗？”苏代回答说：“老天爷不保佑它，即便有清澈的济水、浑浊的黄河，又怎么足以固守？老百姓筋疲力尽，即便有长城、巨防，又怎能足以充当要塞？而且从前，济水以西不交战，防的是防备赵国；黄河以北不用兵，防的是防备燕国。如今济水以西，燕



He has taken three years to besiege the state of Qin, and as a result, the people of his state are exhausted and the officers and men are tired. He also engaged in a war with the state of Yan in the north, annihilated Yan's armies and captured two generals. Then he commanded his troops to march towards the south to conquer the powerful Song, which had five thousand chariots, and also besieged twelve other states. Accordingly, his wishes were fulfilled. However, the people were exhausted. In this case, how could he launch further attacks against other states to seize the territory he wanted then? I heard that if a state launches frequent attacks against other states, the people will become overly burdened. And if it has engaged in warfare for a long time, its military forces will become exhausted."

The king said, "I heard that both a clear river like the Jishui River and a turbid river like the Yellow River flowing across the state of Qi can be used to defend the state. In addition, the Great Wall and the Huge Dike there can also be used as fortifications. Does Qi really has these things?" Su Dai replied, "If Heaven doesn't bless it, how can Qi defend itself even if it has both the Jishui River and the Yellow River? When the people are exhausted, how can Qi make good use of such fortifications as the Great Wall and the Huge Dike? Previously, the state of Qi did not engage in war with other states in those areas west of the Yellow River, because it was taking precautions against the state of Zhao. Qi also did not fight any battles in those areas north of the Yellow River, because it was taking precautions against the state of

### 【原文】

不师，所以备燕也。今济西、河北尽以没矣，封内弊矣。夫骄主必不好计，而亡国之臣贪于财。王诚能毋爱宠子，毋弟以为质，宝珠玉帛以奉其左右，彼且德燕而轻亡宋，则齐可亡已！”王曰：“吾终以子受命于天矣！”曰：“内寇不与，外敌不可距。王自治其外，臣自报其内，此乃亡之之势也！”

### 【今译】

河以北都在交战了，境内疲惫不堪了。骄傲的君主一定不擅长谋划，招致国家灭亡的大臣贪图钱财。大王果真能不吝惜自己所宠爱的儿子和亲生弟弟而把他们送到别国做人质，用珍贵的珠宝、美玉和丝绸来笼络宋国君主身边的人，他们将感激燕国而且轻易让宋国灭亡，那样就可以消灭齐国了！”燕王说：“我终于因为您而接受了上天的命令了。”苏代说：“国内隐藏的敌人参与了，外部的敌人就不可抗拒。大王从外面进攻它，我亲自去做内应，这就是灭掉齐国的形势啊。”

## 燕王哙既立

### 【原文】

燕王哙既立，苏秦死于齐。苏秦之在燕也，与其相子之为婚，而苏代与子之交。及苏秦死，而齐宣王复用苏代。燕哙三年，与楚、三晋攻

### 【今译】

燕王哙即位以后，苏秦死在齐国。苏秦在燕国的时候，跟燕国的相国子之结为亲家，并且苏代跟子之也有交情。等到苏秦死了以后，齐宣王又重新任用苏代。燕王哙即位的第二年，燕国跟楚国、韩国、赵国和



Yan. Nowadays, those areas both west and north of the Yellow River have experienced countless wars and battles, and as a result, the whole state is exhausted. An arrogant sovereign is definitely not good at drafting tactics, and high-ranking court officials of a state on the edge of destruction are normally covetous. If you really can sacrifice your sons and beloved younger brothers and send them to other states as hostages, as well as distribute your precious pearls, jade and silk to the beloved ones of other states' sovereigns, these people will be grateful to your state. Therefore, it will easily lead to the destruction of the state of Song. As a result, you can also destroy the state of Qi." The king said, "At last I have taken the orders of Heaven because of you." Su Dai said, "If enemies lurking within a state don't join invading troops, the state cannot be ruined. You can take military action from the outside, and I will join Qi's government to serve as your agent provocateur there. Thus the state of Qi can be destroyed."

### **Kuai Was Enthroned to be King of the State of Yan**

After Kuai was enthroned to be king of the state of Yan, Su Qin lost his life in the state of Qi. When Su Qin was living in Yan, he and Zi Zhi, the prime minister of Yan, became relatives through the marriage of their children. Su Dai also had a close friendship with Zi Zhi. After Su Qin died, King Xuan of Qi reemployed Su Dai in his government. During the third year after Kuai was enthroned, he sent his troops to join



### 【原文】

秦，不胜而还。

子之相燕，贵重主断。苏代为齐使于燕，燕王问之曰：“齐宣王何如？”对曰：“必不霸。”燕王曰：“何也？”对曰：“不信其臣。”苏代欲以激燕王以厚任子之也。于是燕王大信子之。子之因遗苏代百金，听其所使。鹿毛寿谓燕王曰：“不如以国让子之。人谓尧贤者，以其让天下于许由，由必不受，有让天下之名，实不失天下。今主以国让相子之，子之必不敢受，是王与尧同行也。”燕王因举国属子之，子之大重。或曰：“禹授益，而以启为吏，及老，而以启为不足任天下，传之益也。启与支党攻益

### 【今译】

魏国一起攻打秦国，没有取胜就退兵了。

子之做燕国的相国的时候，位高权重，独自决断国家大事。苏代为齐国出使燕国，燕王问他说：“齐宣王怎么样？”苏代说：“一定不能成就霸业。”燕王问：“为什么呢？”苏代回答说：“因为他不信任自己的大臣。”苏代这么说是想激励燕王来重用子之，于是燕王非常信任子之。因此子之送给苏代一百斤黄金，任凭他支配。

鹿毛寿对燕王说：“不如把国家让给子之。人们都说尧贤明，是因为他把天下让给许由，而许由无论如何也不接受。既有让出天下的名声，实际上又没有丢掉天下。如果大王把国家让给相国子之，子之势必不敢接受，这样大王就具备了跟尧一样的德行了。”于是燕王把国家完全委托给子之，子之极其受重用。有人说：“禹把国家大事交给益处理，而让自己的儿子启做普通的官，等到年老了，认为益不足以掌管天下，





those of the states of Chu, Han, Zhao and Wei to attack the state of Qin. However, they didn't win the war.

When Zi Zhi was the prime minister of Yan, he was extremely powerful and took firm control over the regime. On behalf of Qi, Su Dai went to Yan on a diplomatic mission. Yan's king asked him, "What do you think of King Xuan of Qi?" Su Dai said, "He definitely cannot establish one of the most powerful states and therefore become Lord-protector." Yan's king asked, "Why?" Su Dai replied, "Because he does not trust his high-ranking court officials." By saying so, Su Dai wanted to encourage Yan's king to devolve extreme power on Zi Zhi. Then Yan's king trusted Zi Zhi to the highest extent. Hence, Zi Zhi gave Su Dai one hundred *jin* of gold in return which he could spend in any way he wished.

A man named Lu Maoshou told Yan's king, "You'd better entrust the state to Zi Zhi. People consider Yao a person of wisdom and capability because Yao offered to devolve the world on Xu You. But Xu You firmly refused to take it. Therefore, Yao could enjoy the good reputation of renouncing the world although he didn't lose it in reality. Now if you hand over the state to the prime minister, he will definitely dare not accept it. Nonetheless, you can gain a high reputation by behaving like Yao." Yan's king then entrusted the whole state to Zi Zhi and therefore Zi Zhi became extremely powerful. Some people held the following opinion: "Yu employed Yi to manage government affairs for him but appoint Qi, his son, to be one of the court officials. When Yu became old, he didn't think Qi was capable enough to



### 【原文】

而夺之天下，是禹名传天下于益，其实令启自取之。今王言属国子之，而吏无非太子人者，是名属子之，而太子用事。”王因收印自三百石吏而效之子之。子之南面行王事，而哱老不听政，顾为臣，国事皆决子之。

子之三年，燕国大乱，百姓恫怨。将军市被、太子平谋，将攻子之。储子谓齐宣王：“因而仆之，破燕必矣！”王因令人谓太子平曰：“寡人闻太子之义，将废私而立公，飭君臣之义，正父子之位。寡人之国小，不足

### 【今译】

就把天下传给了益。启伙同自己的党羽进攻益，并从他手中夺得了天下，这样禹名义上把天下传给了益，实际上是让启自己去夺取天下。如今大王声称把国家交付给子之，而全部官员无不是太子的人，这就是名义上把国家交给子之，而实际上却是太子执掌国家大事。”于是燕王把俸禄在三百石以上的官员的大印都收缴起来交给了子之。子之面向南方行使国君大权、处理政事，而哱一直到老也不处理朝政，反而做起了臣子，所有国家大事都由子之决断。

子之执政的第三年，燕国内部出现大乱，百姓非常痛恨子之。将军市被跟太子平一起谋反，准备进攻子之。相国储子对齐宣王说：“趁机进攻燕国，一定能将它消灭。”于是齐宣王派人对太子平说：“我听说了太子的高论，正准备禁除私祇，一切以国家为重，整顿君臣之间的秩序，



administer the world, so he devolved the world on Yi. Then Qi summoned his own forces to attack Yi and took over the authority of the world from him. Therefore, Yu devolved the world on Yi nominally. But in fact, he hinted to Qi to seize it by force. Now you can announce the entrustment of the state to Zi Zhi. However, the court officials are all under the leadership of the crown prince, so you have only devolved the state on Zi Zhi nominally, but in reality, the crown prince is in power." The king then confiscated the official stamps of all those court officials with a salary of more than three hundred *dan* of grain and presented these stamps to Zi Zhi. Accordingly, facing the south, Zi Zhi administered the state of Yan like a real sovereign. However, Kuai, the real sovereign, didn't manage government affairs for the rest of his life but acted as if he were one of those court officials. All the important things in the state were decided exclusively by Zi Zhi.

Three years later, the state of Yan was in severe chaos and the people were dissatisfied with and hostile towards Zi Zhi. General Shi Bei and Crown Prince Ping conspired against Zi Zhi and planned to attack him. Xuzi, the then prime minister of Yan, told King Xuan of Qi, "If you take this opportunity to attack Yan, you will surely ruin it." So, King Xuan sent a messenger to inform Crown Prince Ping as follows: "I have heard about your outstanding viewpoints, Crown Prince. I know that you are going to advocate abandoning selfish wishes to serve the state wholeheartedly, re-establish the proper order between sovereign and court



### 【原文】

先后。虽然，则唯太子所以令之。”太子因数党聚众，将军市被围公宫。攻子之，不克。将军市被及百姓乃反攻太子平，将军市被死以殉。国桎难数月，死者数万众，燕人恫怨，百姓离意。孟轲谓齐宣王曰：“今伐燕，此文、武之时，不可失也。”王因令章子将五都之兵，以因北地之众以伐燕。士卒不战，城门不闭，燕王唃死。齐大胜燕，子之亡。

二年，燕人立公子平，是为燕昭王。

### 【今译】

匡正父子之间的纲纪。我的国家太小，不足以为您效劳。尽管如此，还是一切听凭太子指挥。”于是太子急忙召集自己的势力，将军市被包围了王宫，进攻子之，却没有取胜。将军市被和老百姓一起倒戈攻打太子平。将军市被被杀死示众，燕国的灾难持续了几个月，好几万人死掉，燕国人民非常恐惧，老百姓人心涣散。

孟柯对齐宣王说：“如今进攻燕国，是跟周文王、武王当年一样的机会，不可失掉啊。”于是齐宣王派章子率领五个国家的军队，又借助齐国北部地区的百姓一起攻打燕国。燕国的士卒不肯作战，城门也不关闭，燕王唃被杀死。齐国军队严重挫败燕国军队，子之逃跑了。第二年，燕国人民拥立太子平为国君，这就是燕昭王。

## 初苏秦弟厉因燕质子而求见齐王

### 【原文】

初，苏秦弟厉因燕质子而求见齐王。齐王怨苏秦，欲囚厉。燕质子

### 【今译】

当初，苏秦的弟弟苏厉通过在齐国做人质的燕国王子请求拜见齐



officials, and promote the correct relationship between fathers and sons. My state is small and therefore not able to offer you significant help. But we are at your service anyway.” Then the crown prince summoned his forces and General Shi Bei’s troops to besiege the palace and attack Zi Zhi. However, they couldn’t defeat him. General Shi Bei changed sides to attack the crown prince with the people. General Shi Bei was killed in public. The state of Yan had been in chaos for several months and tens of thousands of people lost their lives. The people of the state of Yan were terrified and therefore were hostile towards the regime.

Meng Ke told King Xuan of Qi, “If you attack Yan now, you will grasp the same opportunity as King Wen and King Wu enjoyed before. You shouldn’t miss it.” So, King Xuan appointed General Tian Zhang to lead the allied troops of five states to attack Yan with the help of the people living in the northern part of Qi. The troops of Yan wouldn’t resist and the gates of their capital remained open. Kuai, the king of Yan, lost his life. Qi defeated Yan very badly and Zi Zhi fled. The next year, the people of Yan enthroned Childe Ping (referring to the crown prince) and he was addressed as King Zhao of Yan.

### **Once Su Qin’s Younger Brother—Li Asked for the Permission to Visit Qi’s King Through the Introduction of the Hostage of Yan**

Once through the introduction of Yan’s prince staying in



### 【原文】

为谢，乃已，遂委质为臣。

燕相子之与苏代婚，而欲得燕权，乃使苏代持质子于齐。齐使代报燕，燕王唵问曰：“齐王其伯也乎？”曰：“不能。”曰：“何也？”曰：“不信其臣。”于是燕王专任子之，已而让位，燕大乱。齐伐燕，杀王唵、子之，燕立昭王。而苏代、厉遂不敢入燕，皆终归齐，齐善待之。

### 【今译】

王。齐王怨恨苏秦，想囚禁苏厉。燕国的王子替他道歉，齐王才肯罢休，于是苏厉委身做了齐王的臣子。

燕国的相国子之跟苏代结为亲家，想控制燕国的大权，于是派苏代到齐国去侍奉做人质的王子。齐国派苏代回去禀报燕国，燕王唵问道：“齐王能够称霸吗？”他说：“不能。”齐王问：“为什么？”他说：“他不信任自己的大臣。”于是燕王专门任用于之掌管政事，不久就让位，燕国出现大乱。齐国进攻燕国，杀死了燕王唵与子之，燕国拥立燕昭王。因而苏代、苏厉不敢进入燕国，最后都投靠了齐国，齐国善待他们。

## 苏代过魏

### 【原文】

苏代过魏，魏为燕执代。齐使人谓魏王曰：“齐请以宋封涇阳君，秦

### 【今译】

苏代路过魏国，魏国为燕国抓获了他。齐国派人对魏王说：“齐国



the state of Qi, Su Li, the younger brother of Su Qin, asked for the permission to pay a visit to the king of the state of Qi. The king of Qi was hostile towards Su Qin, so he planned to detain Su Li. Yan's prince begged the king to forgive Su Li, so the king relented. Then Su Li devoted himself to the king of Qi and became one of his court officials.

Zi Zhi, the prime minister of the state of Yan, and Su Dai became relatives through their children's marriage. Zi Zhi wanted to take control over the state of Yan, so he sent Su Dai to Qi to serve the prince staying there as a hostage. The state of Qi sent Su Dai back to Yan to report on his work in Qi. King Kuai of Yan asked him, "Do you think the king of Qi can become Lord-protector?" Su Dai said, "No, he cannot." The king asked, "Why?" Su Dai said, "Because he does not trust his court officials." Then the king of Yan appointed Zi Zhi to govern his state solely. Shortly after that, he devolved the throne on Zi Zhi, and then the state of Yan lapsed into total chaos. The state of Qi attacked the state of Yan, killed King Kuai and Zi Zhi, and enthroned King Zhao to be the new ruler of Yan. As a result, Su Dai and Su Li did not dare return to the state of Yan, and eventually they both went to the state of Qi. The state of Qi treated them well.

### **Su Dai Bypassed Wei**

When Su Dai bypassed the state of Wei, Wei captured him on behalf of the state of Yan. The state of Qi sent someone to take a message to the king of Wei as follows:

### 【原文】

不受。秦非不利有齐而得宋地也，不信齐王与苏子也。今齐、魏不和如此其甚，则齐不欺秦。秦信齐，齐、秦合，泾阳君有宋地，非魏之利也。故王不如东苏子，秦必疑而不信苏子矣。齐、秦不合，天下无变，伐齐之形成矣。”于是出苏(伐)[代]。之宋，宋善待之。

### 【今译】

请求把宋国故地分封给泾阳君，秦国不接受。跟齐国建立邦交并且占有宋国的土地并非对秦国不利，而是因为不信任齐王和苏代的缘故。现在齐国和魏国的关系这么不和，齐国就不会欺骗秦国了。秦国信任齐国，齐国和秦国联合，泾阳君占有了宋国的土地，对魏国是不利的。所以大王不如让苏代回到东方去，秦国一定会产生怀疑而不信任他了。齐国和秦国不合，天下就没有变故，进攻齐国的形势就成熟了。”于是释放了苏代。苏代到了宋国，宋国善待他。

## 燕昭王收破燕后即位

### 【原文】

燕昭王收破燕后即位，卑身厚币，以招贤者，欲将以报仇。故往见郭隗先生曰：“齐因孤国之乱，而袭破燕。孤极知燕小力少，不足以报。

### 【今译】

燕昭王收拾被齐国攻破的残局后继承王位，自降身价，用重金招纳贤能的人，准备报仇。因此他前往拜见郭隗先生，说：“齐国趁着我们燕







“The state of Qi offered to confer the land of the state of Song on Lord Jingyang. However, the state of Qin refused to accept it. It is not that the state of Qin cannot benefit from establishing good relations with the state of Qi or gaining the land that used to belong to the state of Song. It refused because it did not trust the king of Qi and Mr Su. Now the state of Qi and the state of Wei are so hostile towards each other that the state of Qi won't cheat the state of Qin in this matter. If Qin trusts Qi, they will build an alliance with each other, and Lord Jingyang will take over the land of the state of Song. If this is the case, it is disadvantageous to the state of Wei. Hence, you'd better let Su Dai return to the east. Thus Qin will become sceptical and therefore not trust Su Dai. As a result, Qi and Qin will not ally with each other, and the whole world will be free from trouble. Then the conditions for attacking Qi will mature.” So the king of Wei set Su Dai free. Su Dai went to the state of Song and was well treated there.

### **After a Debacle, King Zhao Took Over the Regime and Guided the State of Yan**

King Zhao of the state of Yan guided the state after it was badly defeated by the troops of the state of Qi and took over the regime. Then in order to avenge the state, he condescended to attract wise and capable scholars with a huge amount of money. He went to visit Mr Guo Wei in person and said, “The state of Qi took advantage of the severe chaos in



### 【原文】

然得贤士与共国，以雪先王之耻，孤之愿也。敢问以国报仇者奈何？”

郭隗先生对曰：“帝者与师处，王者与友处，霸者与臣处，亡国与役处。诘指而事之，北面而受学，则百己者至；先趋而后息，先问而后嘿，则什己者至；人趋己趋，则若己者至；冯几据杖，眄视指使，则厮役之人至。若恣睢奋击，呶藉叱咄，则徒隶之人至矣。此古服道致士之法也。王诚博选国中之贤者而朝其门下，天下闻王朝其贤臣，天下之士必趋于燕矣。”

昭王曰：“寡人将谁朝而可？”郭隗先生曰：“臣闻古之君人有以千金

### 【今译】

国发生混乱之际袭击我们，将我们的国家攻破。我十分清楚我们燕国国土少，国力弱小，不足以报仇。所以我要寻求贤士，跟他们一起分享我的国家，来为我们已经去世的君主雪耻，这是我的心愿。请问怎样才能为国家报仇？”

郭隗先生回答说：“能够称帝的人跟老师相处，能够称王的人跟朋友相处，能够称霸的人跟大臣们相处，亡国的人跟仆役相处。委屈自身去侍奉他们，面朝北向他们请教，比自己强一百倍的人就会来了；自己率先起来做事而最后一个休息，先请教别人，然后再沉思默想，比自己强十倍的人就会来了；别人做什么，你也做什么，跟自己水平相同的人就会来了；靠着几案，拄着拐杖，斜着眼睛颐指气使，做杂役的人就会来了；骄横暴戾，跺脚呵斥，做奴隶的人就会来了。这是古人修道以招致士人的做法。大王果真能广泛选取国内贤明的人并且亲自到他们家里去拜见，天下人听说大王亲自拜见贤明的臣子，天底下的士人一定会赶到燕国来的。”

昭王说：“我拜见谁就可以了呢？”郭隗先生说：“我听说古代有一个



my state to attack us and therefore ruined our state. I know deep down that my state is too small and powerless to retaliate against Qi. So I want to win over some wise and capable scholars, so that we can administer the state together and seek revenge for our deceased sovereign who lost his life during the war. This is my most sincere wish. Please tell me how to retaliate on behalf of my state?" Mr Guo Wei replied, "A person who can become Di will mix with his tutor. A person who can become King will mix with his friends. A person who can become Lord-protector will mix with his high-ranking court officials. And a sovereign whose state will be ruined will mix with his servants. If you condescend to serve a wise and capable scholar and face towards the north to learn from them, scholars a hundred times more outstanding than you will be drawn here. If you are the first one to get up to work and the last one to go bed to rest, and ask others for instructions and then meditate on them silently, scholars ten times more outstanding than you will be drawn here. If you do the same as others do, people who are similar to you will be drawn here. If you sit at a table or stand with a crutch to issue orders arrogantly, your servants will be drawn here. If you behave ruthlessly and cruelly and scold others loudly, your slaves will be drawn here. These methods were used by people of ancient times to attract scholars. If you can select wise and capable scholars throughout the state and go to visit them in person, people all over the world will know it and as a result, scholars will come to Yan from other states."

King Zhao said, "Whom do you think should I visit in



### 【原文】

求千里马者，三年不能得。涓人言于君曰：‘请求之。’君遣之。三月，得千里马，马已死。买其首五百金，反以报君。君大怒曰：‘所求者生马，安事死马而捐五百金？’涓人对曰：‘死马且买之五百金，况生马乎？天下必以王为能市马，马今至矣！’于是不能期年，千里之马至者三。今王诚欲致士，先从隗始。隗且见事，况贤于隗者乎？岂远千里哉！”于是昭王为隗筑宫而师之。乐毅自魏往，邹衍自齐往，剧辛自赵往，士争凑燕。燕王吊死问生，与百姓同其甘苦。二十八年，燕国殷富，士卒乐佚轻战。

### 【今译】

君主出一千镒黄金寻求千里马，三年也没有找到。一个负责洒扫的宫人对君主说：‘请让我去寻找千里马。’君主派他去了。三个月后就找到了一匹千里马，马已经死了，用五百镒黄金买了那匹马的头，回来把这事报告了君主。君主非常生气，说：‘我要找的是活马，怎么能花五百镒金子买一匹死马呢？’那个负责洒扫的宫人回答说：‘一匹死马也要花五百镒金子来购买，何况活马呢？天下人一定会认为大王能购买好马，千里马很快就会来了。’于是在不满一年的时间里，得到了三匹千里马。如今大王果真想招致贤士，就先从我开始吧。像我这样的人尚且被任用了，何况那些比我更贤能的人呢？怎么会认为赶一千里路到这里来太遥远呢？”于是燕昭王为郭隗先生修筑宫室，并把他尊为自己的老师。乐毅从魏国赶来了，邹衍从齐国赶来了，剧辛从赵国赶来了，士人们争相奔赴燕国。燕昭王吊唁死去的人，慰问活着的人，跟老百姓同甘共苦。二十八年后，燕国非常富足，士卒们生活安逸、轻视战争。于是就



person?" Mr Guo Wei said, "Well, I have heard that previously a sovereign offered one thousand *yi* of gold to look for a swift horse. However, he could not obtain even one in three years. Then a cleaner told the sovereign, 'Please send me to look for swift horses.' So the sovereign sent him out. Three months later, the cleaner found a swift horse, but the animal was already dead. He bought its head with five hundred *yi* of gold and then went back to report to the sovereign. The sovereign was very angry and scolded him, 'What I want is a live horse. Why did you spend five hundred *yi* of gold on a dead animal?' The cleaner replied, 'We have offered five hundred *yi* of gold for a dead horse, let alone a living one. People of the world will realize that you are looking to swift horses. So swift horses will arrive here in no time.' Then within a year, they obtained three swift horses. If you really want to attract scholars to your government, you can start with me. Even a person like me is appointed by you, needless to say those more outstanding scholars. They will travel long distances to come over here to serve you." Then King Zhao had a palace built for Mr Guo Wei and regarded him as Grand Tutor. After that, Yue Yi came to Yan from the state of Wei. Zou Yan came from the state of Qi. Ju Xin came from the state of Zhao. Moreover, scholars all vied with each other in going to Yan. King Zhao condoled people on the death of their relatives and extended good wishes to those living. He also shared happiness and woe with the people. Twenty-eight years later, the state of Yan became very wealthy. Officers and the men led comfortable lives and they



### 【原文】

于是遂以乐毅为上将军，与秦、楚、三晋合谋以伐齐。齐兵败，闵王出走于外。燕兵独追北，入至临淄，尽取齐宝，烧其宫室宗庙。齐城之不下者，唯独莒、即墨。

### 【今译】

任命乐毅为上将军，联合秦国、楚国、韩国、赵国和魏国的军队共同谋划攻打齐国。齐国军队被击败，齐闵王逃亡到国外。燕国军队追逐溃逃的敌军，一直追赶到了临淄，夺取了齐国所有的宝物，烧毁了它的宫室与祖庙。齐国城池中没有被攻下的，只有莒和即墨。

## 齐伐宋宋急

### 【原文】

齐伐宋，宋急。苏代乃遣燕昭王书曰：“夫列在万乘，而寄质于齐，名卑而权轻；（秦）[奉]齐助之伐宋，民劳而实费；破宋，残楚淮北，肥大齐，仇强而国弱也。此三者，皆国之大败也，而足下行之，将欲以除害取

### 【今译】

齐国军队进攻宋国，宋国危急。于是苏代派人给燕昭王送去一封信说：“处于拥有一万辆战车的大国的行列，却送人质到齐国，名声不好而且地位降低；奉齐国的命令，帮助它一起进攻宋国，劳民而且伤财；攻破宋国，摧毁楚国的淮北地区，会为齐国带来巨大利益，这样一来，敌国会变得强大而自己会衰弱。这三种情形都会给国家带来巨大的伤害。然而您却这么做了，目的是借此除掉祸害、取信于齐国。然而齐国不但



wouldn't hesitate to confront any enemy on the battleground. Hence, King Zhao appointed Yue Yi to be Commander-in-Chief. Then they united with the states of Qin, Chu, Han, Zhao and Wei to conspire to harm the state of Qi and planned to launch concerted military action on it. The troops of Qi were defeated. King Min of Qi fled to another state. The troops of Yan chased the retreating troops of Qi and reached their capital-Linzi. They seized all its treasures and set fire to all its palace buildings and the national ancestral temple. In the state of Qi, only two cities—Ju and Jimo were not occupied.

### Qi Attacked Song

The troops of the state of Qi attacked the state of Song, and the state of Song was in danger. Su Dai then sent a letter to King Zhao of Yan, which stated, "As one of the states with ten thousand chariots, if you send one of your princes to the state of Qi as a hostage, your reputation will become less honourable, and your power less influential. If you help the state of Qin attack the state of Song, you will place a huge burden upon the people as well as spend a lot of money. If the state of Song is defeated and the area of Huaibei (referring to the region north of the Huai River) is devastated, it will benefit the state of Qi, and as a result, your enemy state will be strengthened and your own will be weakened. All these events will cause severe damage to your state. But you have done so in order to remove some problems and win the trust



### 【原文】

信于齐也。而齐未加信于足下，而忌燕也愈甚矣。然则足下之事齐也，失所为矣！夫民劳而实费，又无尺寸之功，破宋肥仇而世负其祸（矣）。（足下）[夫]以宋加淮北，强万乘之国也，而齐并之，是益一齐也；（北）[九]夷方七百里，加之以鲁、卫，此所谓强万乘之国也，而齐并之，是益二齐也。夫一齐之强而燕犹不能支也，今乃以三齐临燕，其祸必大矣！

“虽然，臣闻知者之举事也，转祸而为福，因败而成功者也。齐人紫败素也，而贾十倍；越王勾践栖于会稽，而后残吴，霸天下。此皆转祸而为福、因败而为功者也。今王若欲转祸而为福，因败而为功乎？则莫如

### 【今译】

没有信任您，却更加嫉恨燕国了。这样一来，您侍奉齐国就做错了！劳民伤财，而且没有一点功劳，攻破宋国，壮大敌国，就会世代代遭受它的入侵了。在宋国的基础上增加淮北地区，实力相当于一个拥有一万辆战车的大国了，而齐国兼并了它，这样一来，齐国的领土就扩大了一倍；九夷的土地方圆七百里，加上鲁国和卫国，这就是一个所谓的强大的拥有一万辆战车的国家了，而齐国兼并了它，这样一来，齐国的领土就扩大了两倍。一个齐国的实力燕国都不能抵挡，如今却是用三个齐国来对付燕国，灾难一定会很大的。

“尽管如此，我听说聪明的人行事，能把灾祸转化为福分，能在失败的基础上取得成功。齐国人把白绢染成紫色，然而价格却上涨了十倍；越王勾践留在会稽，然而后来摧毁了吴国，称霸天下。这都是把灾祸转化为福分，在失败的基础上取得成功。现在大王想把灾祸转化为福分，





of the state of Qi. The fact is, instead of trusting your state, Qi has become more sceptical towards you. However, you still try to win over Qi. That's wrong. Placing a huge burden on the people and spending a lot of money to destroy the state of Song will benefit the state of Qi. It will not make any contribution to your state at all. On the contrary, it will induce trouble for generations to come. The total amount of the land making up the territory of the state of Song and the region of Huaibei belonging to the state of Chu is more than that of a state with ten thousand chariots. If it is annexed by the state of Qi, Qi's territory will be doubled in size. The areas of the nine Yi Peoples amount to seven hundred square *li*. Adding the territories of the state of Lu and the state of Wei II, it is larger than the territory of a state with ten thousand chariots. If it is annexed by the state of Qi, Qi's territory will be trebled in size. Regarding the military power of the state of Yan, it is not able to confront even one Qi, but now in this case, it would be forced to fight three Qis. Yan will certainly be in severe trouble!

“Although the situation is very severe, I heard that a wise person can turn misfortune into fortune and succeed on the basis of previous failure. Some people in the state of Qi made a mess of the white silk by dyeing it purple. However, the price rose by ten times. Gou Jian, the king of the state of Yue, was confined in Kuaiji, but he finally defeated the state of Wu, established Yue as a most powerful state and became Lord-protector himself. These are cases of turning misfortune into fortune and reaching success through the experience of



### 【原文】

遥伯齐而厚尊之，使使盟于周室，尽焚天下之秦符，约曰：‘夫上计破秦，其次长宾之。’秦挟宾客以待破，秦王必患之。秦五世以结诸侯，今为齐下，秦王之志，苟得穷齐，不惮以一国都为功。然而王何不使布衣之人，以穷齐之说说秦，谓秦王曰：‘燕、赵破宋肥齐，尊齐而为之下者，燕、赵非利之也。弗利而势为之者，何也？以不信秦王也。今王何不使可以信者接收燕、赵？今泾阳君若高陵君先于燕、赵，秦有变，因以为质，则

### 【今译】

凭着失机取得成功吗？那就不如远远地把齐王视同霸主并且大力地尊崇他，让他主持参拜周天子的会盟，把天下所有秦国的符节都烧毁，相约道：‘最好的计策是攻破秦国，其次是长期排斥它。’秦国遭受排挤，等待着被人击破，秦王一定会担忧此事。秦国五世以来都做诸侯的盟主，如今却降到齐国之下，秦王的志向想必是：假如能够让齐国陷入困境，就会不惜一切代价去拼命争取。既然如此，大王为什么不派一个平民百姓，用让齐国陷入困境的做法来游说秦国，对秦王说：‘燕国和赵国击破宋国会壮大齐国。尊崇齐国，甘居其下，不能给燕国和赵国带来利益。没有利益却一定要这么做，为什么？大王为什么不派自己信赖的人去争取燕国和赵国？让泾阳君与高陵君先到燕国和赵国去，秦国发



former failure. Do you want to turn your misfortune into fortune and achieve success on the basis of your former failure as well? If you do, the best way is to respect the king of the state of Qi as a Lord-protector and pay homage to him. Entrust him with presiding over meetings which are held to pay homage to the Son of Heaven of the Zhou Dynasty and are participated by all other states' sovereigns. Burn all the tallies issued by the state of Qin to other states in the world and make an agreement with him as follows: 'The best thing is to defeat the state of Qin, and the second best is to suppress it for good.' Being suppressed and forced to wait for the day to be destroyed will definitely worry the king of Qin. Qin has been the leader of the alliance built with other states for five successive generations, but now it will be coerced into succumbing to the state of Qi. According to the innermost wish of the king of Qin, he will not hesitate to engage in a war with the state of Qi at any cost. So, why not send a person of no position at all to Qin to convince the king of the strategy of putting the state of Qi in trouble. He can tell the king, 'If the state of Yan and the state of Zhao defeat the state of Song, it will benefit the state of Qi, and as a result, they will pay homage to Qi and regard Qi as superior themselves. But this is disadvantageous to both Yan and Zhao. Why are they still determined to do so although it is disadvantageous? Because they don't trust you. In this case, why not send some reliable people to Yan and Zhao to win them over? You can send Lord Jingyang and Lord Gaoling to Yan and Zhao respectively in advance. If you are going to take

### 【原文】

燕、赵信秦矣。秦为西帝，赵为中帝，燕为北帝，立为三帝而以令诸侯。韩、魏不听，则秦伐之；齐不听，则燕、赵伐之。天下孰敢不听？天下服听，因驱韩、魏以攻齐，曰必反宋地而归楚之淮北。夫反宋地，归楚之淮北，燕、赵之所同利也；并立三帝，燕、赵之所同愿也。夫实得所利，名得所愿，则燕、赵之弃齐也犹释弊屣。今王之不收燕、赵，则齐伯必成矣。诸侯戴齐而王独弗从也，是国伐也；诸侯戴齐而王从之，是名卑也。王不受燕、赵，名卑而国危，王收燕、赵，名尊而国宁。夫去尊宁而就卑危。

### 【今译】

生什么变化，趁机用他们做人质，燕国和赵国就会相信秦国了。秦王做西帝，赵王做中帝，燕王做北帝，立三个帝来对诸侯发号施令。韩国和魏国不听从，秦国就进攻它们；齐国不听从，燕国和赵国就进攻它。天下各国哪个敢不听从？天下服从听命，就操纵韩国和魏国进攻齐国，说：一定要归还原来属于宋国的土地和楚国的淮北。归还宋国的土地和楚国的淮北地区，对于燕国和赵国都是有利的；同时设立三个帝，是燕国和赵国共同的愿望。实际上得到了好处，名声上得以如愿，那燕国和赵国抛弃齐国就如同扔掉破旧的鞋子一般。如果大王不把燕国和赵国争取过来，齐国争霸就一定能成功了。各国诸侯都拥戴齐王而唯独大王自己不服从，国家就会遭到进攻了。各国诸侯拥戴齐王而大王暗随他们行事，名声就卑微了。大王不争取到燕国和赵国，名声卑微而且国家危险，大王争取到燕国和赵国，名声尊贵而且国家安宁。抛弃卑



action, you can use them as hostages in these two states. Thus they will trust you. Naming yourself as the West Di the king of Zhao as the Central Di and the king of Yan the North Di, you three Dis can then issue orders to the sovereigns of other states of the world. If the state of Han and the state of Wei I refuse to take order, the troops of your state can attack them. If the state of Qi refuses to take order, the states of Yan and Zhao can assault it. If this is the case, which state will dare refuse to listen to you? When they are obedient to you, you can command Han and Wei I to attack Qi with the promise that you will return the land Qi seized from Song and the region of Huaibei taken by Qi from Chu to their original owners. Returning the land formerly belonging to Song and the region of Huaibei can benefit both Yan and Zhao at the same time. Enthroning three Dis is in accordance with the innermost wish of Yan and Zhao as well. They will gain substantial profit as well as fulfil their wishes and by so doing obtain a high reputation. Yan and Zhao will desert the state of Qi just like discarding a pair of worn shoes. If you don't focus on winning over Yan and Zhao, the king of Qi will be able to establish a most powerful state and become Lord-protector himself. If this is the case, all other sovereigns will show reverence to Qi. If you refuse to follow them to do so, your state will be invaded. If you follow them, it will harm your reputation. If you don't win over Yan and Zhao, your reputation will become less honourable and your state will be in danger. If you win over Yan and Zhao, your reputation will become more honourable and your state will be safe. A wise

### 【原文】

知者不为也！’秦王闻若说也，必如刺心。然则王何不务使知士以若此言说秦？秦伐齐必矣。夫取秦，上交也；伐齐，正利也。尊上交，务正利，圣王之事也。”

燕昭王善其书，曰：“先人尝有德苏氏，子之之乱，而苏氏去燕。燕欲报仇于齐，非苏氏莫可。”乃召苏氏，复善待之。与谋伐齐，竟破齐，因王出走。

### 【今译】

威、安宁而选择卑微，危险，智者不会这么做的！’秦王听到这样的话，心里一定会感到刺痛。既然如此，大王为什么不致力于派一个机灵的士人用这番话来游说秦王？秦国一定会进攻齐国的。争取到秦国，是最应结交的盟国；进攻齐国，是最应获得的利益。尊奉最应结交的国家，追求最应获得的利益，是圣王该做的事。”

燕昭王很欣赏这封信，说：“祖上曾经对苏代有恩惠，子之之乱，苏代离开了燕国。燕国想向齐国报仇的话，离了苏代不行。”于是召回苏代，重新善待他。跟他一起谋划进攻齐国，终于攻破齐国，齐闵王出逃了。

## 苏代谓燕昭王

### 【原文】

苏代谓燕昭王曰：“今有人于此，孝若曾参，孝己，信如尾生高，廉如鲍焦、史鳅，兼此三行以事王，奚如？”王曰：“如是足矣！”对曰：“足下以

### 【今译】

苏代对燕昭王说：“假设这里有一个人，像曾参、孝己那样孝顺，像尾生高那样诚信，像鲍焦、史鳅那样廉洁，同时具备这三种品行来侍奉大王，怎么样？”燕昭王说：“这样的话就足够了。”苏代回答说：“您认为



person would not reject honour and safety and choose dishonour and peril.' When the king of Qin hears these words, he will be shocked to the core. So, why not send an intelligent person to convince the king of Qin of this strategy? Then Qin will definitely send troops to attack Qi. Winning over Qin should be your prime diplomatic policy, and attacking Qi will bring about justified profit. A sage sovereign will respect his best ally as well as seek justifiable profit."

King Zhao of Yan thought highly of this letter and said, "Our ancestors used to do a lot of favours to Su Dai. During the rebellion stirred up by Zi Zhi, Su Dai left my state. If we really want to seek revenge upon the state of Qi, we cannot do that without Su Dai." Then he recalled Su Dai, and started treating him well again. He planned with Su Dai to attack the state of Qi and finally defeated it. As a result, King Min of Qi fled.

### **Su Dai Had a Talk with King Zhao of Yan**

Su Dai had a talk with King Zhao of the state of Yan and said, "Suppose there was a person here, who were as full of filial piety as Zeng Shen and Xiao Ji, as honest as Wei Gao and as clean-fingered as Bao Jiao and Shi Qiu. If a person bearing these three virtues were at your service, what would you think of it?" The king said, "If this were the case, I would be very satisfied." Su Dai replied, "If you are satisfied with that, I would rather not be in your service. I would



### 【原文】

为足，则臣不事足下矣。臣且处无为之事，归耕乎周之上地，耕而食之，织而衣之。”王曰：“何故也？”对曰：“孝如曾参、孝己，则不过养其亲（其）[耳]；信如尾生高，则不过不欺人耳；廉如鲍焦，史卨，则不过不伤人之财耳。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！”

王曰：“自忧不足乎？”对曰：“以自忧为足，则秦不出殽塞，齐不出营丘，楚不出疏、章。三王代位，五伯改政，皆以不自忧故也。若自忧而足，则臣亦之周负笼耳，何为烦大王之廷耶？昔者楚取章武，诸侯北面

### 【今译】

足够了，那我就不会侍奉您了，我就将信奉无为的处世原则，回到周国的土地上耕作，自己种庄稼养活自己，自己织布给自己穿。”燕昭王问：“为什么？”苏代回答说，“像曾参、孝己那样孝顺，不过是供养自己的父母罢了。像尾生高那样诚信，不过是不欺骗别人罢了。像鲍焦、史卨那样廉洁，不过是不盗窃别人的钱财罢了。可是我是一个进取的人。我认为，廉洁不能使自身腾达，信义不能让自己矗立。仁义是用来完善自身的，而不是进取的办法。”

燕昭王说：“自我完善还不够吗？”苏代回答说：“认为自我完善就足够了，秦国就不会到崤山以外去扩张，齐国就不会到营丘以外去扩张，楚国就不会到沮水和漳水以外去扩张了。三王互相取代，五霸更改政法，都是认为自我完善还不够的缘故啊。假如自我完善就足够了，我说回周国种地算了，为什么要烦扰大王的朝廷呢？从前楚国占领了章武，





follow the principle of not taking any action actively and therefore go back to the state of Zhou to work in the fields to grow crops to feed myself as well as weave to provide clothes for myself." The king asked, "Why?" Su Dai replied, "A man as dutiful as Zeng Shen and Xiao Ji would do nothing except taking 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 with 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 to reach his ideals."

The king asked, "Don't you think improving oneself is enough?" Su Dai replied, "If improving oneself is satisfactory, the state of Qin would not covet those areas outside the Fortifications of Xiao. The state of Qi would not covet those outside Yingqiu, and the state of Chu would not covet the land beyond the Jushui and the Zhangshui Rivers. The Three King Ancestors replaced one another, and the Five Lord-protectors modified their policies after taking over power. None of them was satisfied only with improving themselves. If improving oneself is enough, I should go back to the state of Zhou to grow crops for myself. Why would I come here to bother you at your court? When the state of Chu occupied the region of Zhangwu, all other states' sovereigns



### 【原文】

而朝；秦取西山，诸侯西面而朝。曩者使燕毋去周室之上，则诸侯不为别马而朝矣。臣闻之，善为事者，先量其国之大小，而揆其兵之强弱，故功可成而名可立也。不能为事者，不先量其国之大小，不揆其兵之强弱，故功不可成而名不可立也。今王有东向伐齐之心，而愚臣知之。”

王曰：“子何以知之？”对曰：“矜戟砥剑，登丘东向而叹，是以愚臣知之。今夫乌获举千钧之重，行年八十而求扶持。故齐虽强国也，西劳于宋，南罢于楚，则齐军可败而河间可取。”燕王曰：“善！吾请拜子为上

### 【今译】

诸侯面向北方朝拜楚王，秦国占领西山，诸侯面向西方朝拜秦王。假使燕国没有失去最初周王室封赏的高位，诸侯就不用到处去朝拜了。我听说，善于采取行动的人会事先权衡自己国力的大小，并且揣测自己兵力的强弱，所以可以立功、可以成名。不善于采取行动的人不会事先权衡自己国力的大小，也不揣测自己兵力的强弱，所以不可以立功，也不可以成名。现在大王有向东进攻齐国的心思，我是知道的。”

燕昭王问：“您怎么知道此事的？”苏代回答说：“手握着戟，把宝剑磨锋利，登上高丘向东张望而且长叹，因此我就知道了。乌获能举起千钧重物，到了八十岁的时候还是要寻求别人的扶持。所以，齐国虽然是一个强大的国家，但因向西跟宋国交战而劳顿，因向南跟楚国交战而疲弊，齐军就可以被击败而且河间地区可以被占领。”燕昭王说：“好！请让我封您为上卿，给您配备一百辆车子。想望着这些为我向东出使齐



faced the north and paid homage to the then king of Chu. When the state of Qin seized the area of Zhangwu, all other states' sovereigns faced the west and showed reverence to the then king of Qin. Should our state have maintained the power and territory conferred on us by the Zhou Dynasty in former times, other states' sovereigns would not go anywhere else to pay homage. I heard that a sovereign good at taking military action will assess the strength of his state and weigh up the power of his military forces first, so he can achieve maximum success and gain a high reputation. On the contrary, a sovereign clumsy at taking military action will not assess the strength of his state or weigh up the power of his military forces first. So he will not achieve great success or gain a high reputation. I know that you are thinking of marching towards the east to attack the state of Qi. "

The king asked, "How could you know that?" Su Dai replied, "You once climbed up a hill to look towards the east with halbert and sharp sword, and you also groaned at that time. That's how I realized it. Wu Huo was able to lift as much as one thousand *jun*, but he needed someone to take care of him when he reached the age of eighty. Hence, although the state of Qi is strong, it will become exhausted due to the war with the state of Song in the west and the fight with the state of Chu in the south. Hence, the troops of Qi can be defeated and the area of Hejian can be conquered." The king of Yan said, "Very good. I will appoint you to be Shangqing (referring to one of the highest ranks offered by a state), present you with one hundred carriages, and then

### 【原文】

王曰：“寡人闻子车百乘，子以此为寡人东游于齐，何如？”对曰：“足下以爱之故与，则何不与爱子与诸舅、叔父，负床之孙？不得，而乃以与无能之臣，何也？王之论臣，何如人哉？今臣之所以事足下者，忠信也。恐以忠信之故，见罪于左右。”

王曰：“安有为人臣尽其力，竭其能而得罪者乎？”对曰：“臣请为王譬。昔周之上地尝有之。其丈夫官三年不归，其妻爱人。其所爱者曰：‘子之丈夫来，则且奈何乎？’其妻曰：‘勿忧也，吾已为药酒而待其来矣。’已而其丈夫果来，于是因令其妾酌药酒而进之。其妾知之，半道而立，虚曰：‘毋以此饮吾主父，则杀吾主父；以此事告吾主父，则逐吾主母。与杀吾父，逐吾主母者，宁佯颠而覆之。’于是因佯颠而仆之，其妻

### 【今译】

因，怎么样？”苏代回答说：“您这么做是出于对我的偏爱吗？那样的话，为什么不将这些好处给予您的爱子以及诸位舅舅、叔叔和年幼的子孙？不得已而给了我这么个无能的人，为什么？您评价一下，我是一个怎样的人呢？我所用来侍奉您的是忠心和诚信，恐怕会因为忠心和诚信的缘故而得罪您身边的人。”

燕昭王说：“哪有做人臣子的竭尽自己的全力还获罪的呢？”苏代回答说：“请让我为大王打个比方。从前周国的上地曾经有这么一个故事。有一个男人到外地做官，三年没有回家，他的妻子爱上了别的人，妻子所爱的男人说：‘你的丈夫要回来了，该怎么办呢？’女人说：‘不用担心，我已经准备了毒酒等着他回来呢。’没过多长时间，他的丈夫果然回来了，于是妻子就命令小妾斟上毒酒给他端上来。小妾知道这件事，半路上站住了，心里想：‘我让我的男主人喝下它，就会杀死我的男主人，把这件事告诉我的男主人，他就会赶走我的女主人。与其杀死我的男主人，或者驱逐我的女主人，不如我假装摔倒，把酒洒了。’于是就假



send you to the east on a diplomatic mission. What do you think of that?" Su Dai replied, "If you are doing so out of private affection, why not offer these things to your own sons, uncles on both your father's side and your mother's side, or even your baby grandchildren? Instead of presenting them with these things, you will bestow them on such an incapable person like me. Why? Judging by your own standards, what kind of person do you think I am? I am serving you with absolute loyalty and honesty. However, I fear that I might offend the people around you due to my loyalty and honesty."

The king asked, "How can a court official trying his best to serve the state commit any sins?" Su Dai replied, "Please let me give you an example. There is a story that took place in the area of Shangdi in the state of Zhou. A man had worked in another area for three years without coming back home even once. His wife developed a love affair with another man. Her lover said, 'What will happen if your husband comes back some day?' The woman said, 'Don't worry. I have already made some poisonous wine for him.' After a short time, the husband did come back. Then the wife ordered a concubine to present the poisonous wine to the husband. The concubine knew the secret, and she stopped halfway, meditated on it and soliloquized, 'If I let the master drink the wine, he will lose his life. If I divulge this secret to him, he will drive the mistress out of home. Rather than killing my master or banishing my mistress, it would be better if I pretend to fall over and spill the wine.' So she



### 【原文】

曰：‘为子之远行来之，故为美酒，今妾奉而仆之。’其丈夫不知，缚其妾而笞之。故妾所以笞者，忠信也。今臣为足下使于齐，恐忠信不谕于左右也！臣闻之曰：‘万乘之主，不制于人臣；十乘之家，不制于众人；匹夫徒步之士，不制于妻妾。’而又况于当世之贤主乎？臣请行矣，愿足下之无制于群臣也！”

### 【今译】

装借死而把酒洒在了地上。妻子说，‘因为您赶了很远的路回来，特意为您准备了酒，小妾端着它却给洒了。’她的丈夫不知道实情，把小妾捆绑起来鞭打她，所以小妾之所以受到鞭打，是因为忠信的缘故。如今我为您出使齐国，恐怕我的忠信不能被您身边的人所理解啊！我听说：‘一个拥有一万辆战车的国家的君主不会受制于大臣，一个拥有十辆牛车的家庭的家长不会受制于家人，一个没有职位、没有车子而靠步行的士人不会受制于妻妾。’而又何况当今世上贤明的君主呢？我请求出发，希望您不要受制于群臣。”

## 燕王谓苏代

### 【原文】

燕王谓苏代曰：“寡人甚不喜诌者言也！”苏代对曰：“周地贱媒，为其两誉也：之男家曰女美，之女家曰男富。然而周之俗不自为取妻。且

### 【今译】

燕王对苏代说：“我非常讨厌欺诌的人所说的话。”苏代回答说：“周国人很鄙视媒人，因为他（她）们两边都说好话。到了男方家里就说女方漂亮，到了女方家里就说男方富有。然而按照当地的风俗，男人不能



pretended to faint, fell over and spilt the wine. The wife said, 'Look, I have prepared some fine wine for you because you have travelled such a long distance to come back home. But the concubine spilt it when carrying it to you.' The husband did not know the truth, so he tied up the concubine and whipped her. The concubine was whipped because of her loyalty and honesty. Now I am going to go on a diplomatic mission to the state of Qi for you, but I am afraid that the people around you might not understand my loyalty and honesty to you. I heard that 'The sovereign with a state with one thousand chariots will not let himself be controlled by his court officials. The patriarch of a family with ten carriages will not let himself be controlled by any family members. A common scholar of no power or carriage will not let himself be controlled by his wife or concubine.' Needless to say what a worthy sovereign of our time would choose to do. I will leave now, and I hope that you will not let yourself be controlled by the court officials."

### **The King of Yan Had a Talk with Su Dai**

The king of the state of Yan had a talk with Su Dai and said, "I hate the arguments of those deceitful persuasive talkers very much!" Su Dai replied, "The people of the area of Zhou look down upon matchmakers because they overrate the qualities of both sides. If a matchmaker arrives at a man's house, he/she would say the girl he/she is going to introduce to the man is beautiful. If he/she arrives at a girl's house,

【原文】

夫处女无媒，老且不嫁；舍媒而自衒，弊而不售。顺而无败，售而不弊者，唯媒而已矣。且事非权不立，非势不成。夫使人坐受成事者，唯迪者耳！”王曰：“善矣！”

【今译】

自行娶妻。处女如果没有媒人介绍，直到老死也不能出嫁；不用媒人而自我夸耀，容貌凋零了也嫁不出去。顺应人们的心意而不把事情搞砸了，不等到容貌凋零了就嫁出去，只有依靠媒人才成。况且任何事情离开权谋就不能办成，不依靠势力就不会成事。能使别人坐享其成的，只有游说欺诈的人了。”燕王说：“好吧。”





he/she would say the man he/she is going to introduce to the girl is wealthy. Nonetheless, according to the custom of Zhou, a man shouldn't marry a woman on his own. On the other hand, if there is no matchmaker to knot the tie, a woman should remain single for life. If a woman explained her strong points to a man alone without the help of a matchmaker, she wouldn't be accepted anyway although she might become old and therefore no longer beautiful. Only with the help of matchmakers can men and women marry without waiting till they are no longer young or pretty. So without using tricks or relying on some other powers, any undertakings will result in failure. Only those deceitful, persuasive talkers can convince you people to reap where you haven't sown." The king said, "I see."



## 卷三十 燕 二

### 秦召燕王

#### 【原文】

秦召燕王，燕王欲往。苏代约燕王曰：“楚得枳而国亡，齐得宋而国亡。齐，楚不得以有枳，宋事秦者，何也？是则有功者，秦之深仇也。秦取天下，非行义也，暴也。”

“秦之行暴于天下，正告楚曰：‘蜀地之甲，轻舟浮于汶，乘夏水而下江，五日而至郢；汉中之甲，乘舟出于巴，乘夏水而下汉，四日而至五渚。寡人积甲宛，东下随，知者不及谋，勇者不及怒，寡人如射隼矣！王乃得

#### 【今译】

秦国召见燕王，燕王准备前往。苏代阻止燕王道：“楚国得到了枳而几乎亡了国，齐国占领了宋国而几乎亡了国。齐国和楚国不能因为占领了枳和宋国而结交秦国，为什么？因为这样一来建立战功的就是秦国的大敌啊。秦国占领天下，并非为了推行正义，而是因为暴力。”

“秦国是这样对天下实施暴力的。直接告诫楚国道：‘蜀地的部队在岷江上乘着轻舟，趁着夏季暴涨的江水，沿着岷江漂流而下，五天就能抵达郢都；汉中的部队乘船从巴地出发，趁着夏季暴涨的江水沿着汉水漂流而下，四天就能抵达五渚。我在宛地集结军队，从随地东下，督

**The Second Volume on Yan**

**Qin Summoned Yan's King**

The king of the state of Qin summoned King Zhao of the state of Yan, and King Zhao was prepared to go. Su Dai stopped King Zhao and said, "After the state of Chu occupied Zhi, Chu was on the edge of destruction. After the state of Qi occupied the state of Song, Qi was also on the edge of perdition. Although Qi seized the territory of Song and Chu took over the region of Zhi, they still failed to establish good relations with the state of Qin. Why? Well, these two states both have won great military victories, so Qin considered them as *dangerous enemies*. Instead of conquering other states in the world with righteousness, Qin always occupies them by force.

"For example, regarding Qin's conquering other states in the world by force. Once Qin directly issued a warning to the state of Chu as follows: 'If the armed forces stationed in Shu take fast boats from the Minjiang River and then take advantage of the freshet of the summer to flow downstream along the Yangzi River, they will reach your capital —Ying in five days. If the armed forces stationed in Hanzhong take fast boats from Ba and then make use of the freshet of the summer to flow downstream along the Hanshui River, they will reach the area of Wuzhu in four days. If I muster my troops in Wan



### 【原文】

天下之攻函谷，不亦远乎？’楚王为是之故，十七年事秦。

“秦正告韩曰：‘我起乎少曲，一日而断太行；我起乎宜阳而触平阳，二日而莫不尽疆；我离两周而触郑，五日而国举。’韩氏以为然，故事秦。

“秦正告魏曰：‘我举安邑，塞女戟，韩氏太原卷；我下枳，道南阳、封、冀，包两周。乘夏水，浮轻舟，强弩在前，铍戈在后。决（荣）[荥]口，魏无大梁；决白马之口，魏无济阳；决宿胥之口，魏无虚、顿丘。陆攻则

### 【今译】

者来不及谋划，勇士来不及发怒，我就如同射出去的鹰隼一翅了！大王还等待天下各国联合起来进攻函谷关，不也太通达了吗？’楚王认为这话有道理，所以一连十七年都侍奉秦国。

“秦国直接告诫韩国道：‘我从少曲起兵，一天就可以切断太行地区；我从宜阳起兵，逼近平阳，两天时间就能占领疆一带的全部地区；我行抵两个周国，逼近郑都，五天就能攻破韩国。’韩国认为这话有道理，所以侍奉秦国。

“秦国直接告诫魏国道：‘我攻克安邑，包围女戟，韩国的太原就被切断了；我从枳出发，取道南阳、封、冀，绕道两个周国。趁着夏季的大水，乘着轻舟，强劲的弓弩手在前，使用锋利长戈的士卒在后，决开荣口，魏国的大梁就没有了；决开白马口，魏国的济阳就没有了；决开宿胥



and then send them towards the east from Sui, even before your advisors can draft a strategy to confront us, or your warriors are notified and angered by this news, we will march towards you as fast as an eagle swoops down to grasp its prey. However, you are still waiting for the allied forces of other states of the world to attack the Hangu Valley. Aren't you wrong?' The king of Chu was so convinced that he succumbed to Qin for seventeen years.

"Qin issued a direct warning to the state of Han as follows: 'If I dispatch troops from Shaoqu, we can cut off Taihang within one day. If I dispatch troops from Yiyang to march towards Pingyang, we can occupy all the land near Yao in two days. If we cross East Zhou and West Zhou to approach your capital—Zheng, we can defeat your state in five days.' The king of Han was convinced, so he yielded to Qin.

"Qin issued a direct warning to the state of Wei as follows: 'If we occupy Anyi and besiege Nüji, the city of Taiyuan of your state will be cut off. If I dispatch troops to march through Zhi, cross Nangyang, Feng and Ji, bypass the East Zhou and the West Zhou, and then make use of the freshet of the summer season to take fast boats to approach you, I will order my most robust archers to fight in the van and they will be followed by soldiers using long sharp halberts. In this case, if we release water from the Xiongkou Ferry, your capital—Liang will be submerged. If we release water from the Baima Ferry, the region of Jiyang will be submerged. If we release water from the Suxu Ferry, the

### 【原文】

击河内，水攻则灭大梁。’魏氏以为然，故事秦。

“秦欲攻安邑，恐齐救之，则以宋委于齐，曰：‘宋王无道，为木人以写寡人，射其面。寡人地绝兵远，不能攻也。王苟能破宋有之，寡人如自得之。’已得安邑，塞女戟，因以破宋为齐罪。

“秦欲攻齐，恐天下救之，则以齐委于天下，曰：‘齐王四与寡人约，四欺寡人，必率天下以攻寡人者三。有齐无秦，无齐有秦。必伐之，必亡之！’已得宜阳、少曲，致蔺、石，因以破齐为天下罪。

“秦欲攻魏，重楚，则以南阳委于楚，曰：‘寡人固与韩且绝矣！残魏

### 【今译】

口，魏国的虚和顿丘就没有了。从陆路进攻就出击河内，从水路进攻就出击大梁。’魏国认为这话有道理，所以就侍奉秦国。

“秦国想进攻安邑，担心齐国会前来营救，就把宋国送给齐国，说：‘宋王无道，做了一个木头人当作是我，用箭射它的脸。我的土地跟它不搭界，而且军队都在此处，不能进攻它。大王如果能攻破宋国、占领它的土地，就如同我自己占有了它一样。’已经夺得安邑以后，包围了女戟，于是把攻破宋国作为齐国的罪过。

“秦国想进攻齐国，担心天下各国会来营救，就把齐国送给天下各国，说：‘齐王四次跟我订立盟约，四次欺骗了我，三次坚决地率领天下各国进攻我。有齐国就没有秦国，有秦国就没有齐国。一定要进攻它，一定要消灭它。’已经夺得了宜阳、少曲，索取蔺和离石，于是把攻破韩国作为天下各国的罪过。

“秦国想进攻魏国，顾及楚国的势力，就把南阳送给楚国，说：‘我率



regions of Xu and Dunqiu will be submerged. If we are going to fight a land battle, we will attack Henei. If we decide to use water as a powerful weapon, we will choose to assault the capital of Liang.' The king of Wei was convinced, so he yielded to Qin.

"When the king of Qin was about to attack Anyi, he was worried that the state of Qi might come to Anyi's rescue. So he recommended the state of Song as a target to Qi and said, 'The king of Song is unworthy. He has had a dummy made to resemble me and shoots at its face. My state is located far from Song and my troops have been deployed elsewhere, so I cannot attack it. If you can defeat Song and take over its territory, I will be as happy as if I had occupied it myself.' After he occupied Anyi and besieged Nüji, he accused the state of Qi of having defeated the state of Song.

"When the king of Qin was about to attack the state of Qi, he feared that other states in the world might come to Qi's rescue, so he recommended the state of Qi to other states of the world as a target and said, 'The king of Qi has made four agreements with me and betrayed me four times. He also allied with other states to assault my state three times. My state and the state of Qi cannot coexist in the world. I will definitely attack and destroy it.' After seizing the regions of Yiyang and Shaoqu, he demanded the areas of Lin and Lishi from the state of Zhao. Then he accused other states of having destroyed the state of Qi.

"When the king of Qin was about to attack the state of Wei, he was concerned about the military power of the state

【原文】

陵，塞郿隘，苟利于楚，寡人如自有之。’魏弃与国而合于秦，因以塞郿隘为楚罪。

“兵困于林中，重燕、赵，以胶东委于燕，以济西委于赵。赵得讲于魏，（至）[质]公子延，因犀首属行而攻赵。兵伤于离石，遇败于马陵，而重魏，则以叶、蔡委于魏。已得讲于赵，则劫魏，魏不为割。困则使太后、穰侯为和，（嬴）[嬴]则兼欺舅与母。适燕者曰以胶东，适赵者曰以济西，适魏者曰以叶、蔡，适楚者曰以塞郿隘，适齐者曰以宋。此必令其

【今译】



来就想跟韩国绝交！推强均陵，包围龟塞，只要对楚国有利，就如同

我自己拥有一般。魏国抛弃了自己的盟国秦国结盟，于是把包围龟塞作为楚国的罪过。

“当秦国的军队被包围在林中的时候，重视燕国和赵国，把胶东送给燕国，把济西送给赵国。跟魏国讲和后，把公子廷送去当人质，让公孙衍率领军队进攻赵国。军队在离石遭到挫败，在乌陵被击败后，就重视魏国，于是把叶和蔡送给魏国。跟赵国讲和后，就胁迫魏国，魏国割让土地。陷入困境的时候就让太后和穰侯出面讲和，胜利后就连母亲和舅舅都欺负。指责燕国就说它侵占了胶东，指责赵国就说它侵占了济西，指责魏国就说它侵占了叶和蔡，指责楚国就说它困了楚国，指责齐国就说它侵占了宋国。这样一来，就让自己的话反复无常，



of Chu. So he recommended the city of Nanyang as a target to the state of Chu and said, 'I have been thinking of cutting our relations with the state of Han. Just destroy the city of Junling and block off the Fortifications of Meng. If it benefits your state, I will feel as if I were enjoying the benefit myself.' The state of Wei abandoned its allies and established good relations with Qin. Then the king of Qin accused Wei of having besieged the Fortifications of Meng.

"When the troops of Qin were besieged in Linzhong, the king of Qin turned to the state of Yan and the state of Zhao. He recommended the area of Jiaodong to Yan and the area of Jixi to Zhao as targets. After he reached a ceasefire with the state of Wei, he sent Childe Yan to Wei as a hostage. Then he ordered Gongsun Yan to command his troops to attack the state of Zhao. After suffering severe casualties in Lishi as well as a debacle in Maling, he turned to the state of Wei. He recommended the regions of Ye and Cai as targets to Wei. After making peace with the state of Zhao, he coerced Wei into ceding him some land, but Wei did not listen to him. Whenever he was in trouble, he would ask the queen mother and Marquis Rang to negotiate a ceasefire with his enemies. Whenever he wins a war, he would override his own mother (referring to the queen mother) and uncle (referring to Marquis Rang). He accused the state of Yan of seizing Jiaodong. He accused the state of Zhao of ruining Jixi. He accused the state of Wei of taking over Ye and Cai, and accused the state of Chu of blocking off the Fortifications of Meng. He also accused the state of Qi of destroying the state



### 【原文】

言如循环，用兵如刺蜚绣。母不能制，舅不能约。龙贾之战，岸门之战，封（陆）[陵]之战，高商之战，赵庄之战，秦之所杀三晋之民数百万。今其生者，皆死秦之孤也。西河之外，上洛之地，三川，晋国之祸，三晋之半。秦祸如此其大，而燕、赵之秦者，皆以争事秦说其主。此臣之所大患！”

燕昭王不行，苏代复重于燕。燕反约诸侯从亲，如苏秦时，或从或亲，而天下由此宗苏氏之从约。代、厉皆以寿死，名显诸侯。

### 【今译】

用兵如同刺绣一般。母亲不能控制他，舅舅不能制约他。龙贾一战，岸门一战，封陵一战，高商一战，赵庄一战，秦军所杀害的韩、赵、魏三国的百姓数目高达几百万，如今幸存下来的都是被秦军杀死的人的孤儿。西河以外，上洛地区，三川一带，秦国制造的灾祸，遍及韩、赵、魏三国的一半。秦国制造的灾祸如此之大，然而从燕国和赵国到秦国去的人，都争相劝说他们的君主侍奉秦国，这是我所非常担忧的。”

燕昭王没有前往秦国，苏代重新回到燕国。燕国掉转方向跟其他各国诸侯联合，跟苏秦时一样，不管加入联盟还是不加入联盟的，天下各国从此遵循苏氏的盟约。苏厉和苏代都是老死的，在诸侯当中享有显赫的名声。



of Song. He camouflaged or found excuse for everything and conducted military operations against other states as easily and simply as women doing needlework. His mother cannot control him, and his uncle cannot discipline him. During the battles fought in Longgu, Anmen, Fengling, Gaoshang and Zhaozhuang, almost a half of the people of the three states of Han, Zhao and Wei were killed. The people living in those areas are merely orphans of those who lost their lives on the battleground. Disasters caused by the state of Qin reached the regions of Xihe, Shangluo and Sanchuan, and almost covered a half of the total territory of the states of Han, Zhao and Wei. The state of Qin has caused so much damage, but the emissaries having been to the state of Qin on behalf of the state of Yan and the state of Zhao vie with each other in persuading their sovereigns to yield to the state of Qin. This worries me very much!"

King Zhao of Yan then gave up his trip to Qin and Su Dai was appointed to powerful posts in the state of Yan again. Then the state of Yan turned to ally with other states to confront the state of Qin just like they did in Su Qin's time. Other states of the world all kept to the agreement made with Su Dai, whether they were for or against Hezong. Both Su Dai and Su Li died of old age, and they became extremely famous in all the states of the world.

## 苏代为奉阳君说燕于赵以伐齐

### 【原文】

苏代为奉阳君说燕于赵以伐齐，奉阳君不听。乃入齐恶赵，令齐绝于赵。齐已绝于赵，因之燕，谓昭王曰：“韩为谓臣曰：‘人告奉阳君曰：使齐不信赵者，苏子也；（令）[令]齐王召蜀子使不伐宋[者]，苏子也；与齐王谋道取秦以谋赵者，苏子也；令齐守赵之质子以甲者，又苏子也。请告子以（请）[情]，齐果以守赵之质子以甲，吾必守子以甲。’其言恶矣。虽然，王勿患也。臣故知人齐之有赵累也！出为之以成所欲，臣死而齐大恶于赵，臣犹生也！（令）[今]齐、赵绝，可大纷已。（持）[特]臣

### 【今译】

苏代为奉阳君劝说燕国和赵国联合起来进攻齐国，奉阳君没有听从。于是苏代就去齐国败坏赵国，让齐国跟赵国绝交。齐国跟赵国绝交以后，他就到了燕国，对燕昭王说：“韩为对我说：‘有人告诉奉阳君说，让齐国不信任赵国的，是苏代；让齐王召回蜀子而不让他进攻宋国的，是苏代；跟齐王谋划取道秦国进攻赵国的，是苏代；让齐国安排士卒监管赵国派去做人质的王子的，还是苏代。请让我告诉您实情，齐国如果真的安排士卒监管赵国派去做人质的王子，我也一定要用士卒把您看管起来。’他的话恶毒啊。尽管如此，大王不用担心。我本来就知道到齐国会使得赵国讨厌我。我为了成就大王的心愿啊。如果齐国和赵国的关系严重恶化了，即便我死了也跟活着一样。假如齐国和赵国绝交了，就会出现大乱。我只是不是张孟谈罢了，假如我也跟张孟谈一



### On Lord Fengyang's Behalf, Su Dai Persuaded Lord Fengyang to Build an Alliance with Yan to Attack Qi

Su Dai tried to persuade Lord Fengyang to build an alliance with the state of Yan to attack the state of Qi. However, Lord Fengyang would not listen to him. Then Su Dai went to the state of Qi to speak ill of the state of Zhao and thus make Qi cut its ties with Zhao. After Qi cut its ties with Zhao, Su Dai went to the state of Yan to talk with King Zhao and said, "Han Wei once told me, 'Someone had a talk with Lord Fengyang and said that it was Su Dai that made the state of Qi sceptical about the state of Zhao. It was Su Dai that asked the king of Qi to call back Shuzi and therefore prevented him from assaulting the state of Song. It was Su Dai that planned with the king of Qi to traverse the territory of the state of Qin to attack the state of Zhao. It was Su Dai that asked the state of Qi to deploy armed soldiers to guard the prince of the state of Zhao when he was a hostage in Qi. I will tell you my true feelings. If the state of Qi really deploys armed soldiers to guard your prince, I will also send armed soldiers to watch over you.' These words are quite malicious. Nonetheless, please do not worry about it. I have already known that the state of Zhao might hate my going to the state of Qi. However, if I can help you reach your goal by stirring up deep hatred between the state of Qi and the state of Zhao even at the cost of my life, it would make me more happy than remaining alive. If Qi and Zhao cut their ties with each other, that will trigger severe dissension. I am not another

【原文】

非张孟谈也，使臣也如张孟谈也，齐、赵必有为智伯者矣！

“奉阳君告果灌与赵足曰：‘齐王使公（于曰）[王]命说曰“必不反韩”，今日之矣；“必不任苏子以事”，今封而相之；（令）[必]不合燕’。今以燕为上交，齐所恃者燕也，令其言变有甚于其父。顺始与苏子为仇，见之知无厉，今贤之两之。已矣，毋无齐矣！’

“奉阳君之怒甚矣！如齐王（王）之不信赵，而小人奉阳君也，因却而倍之。不以今时大纷之，解而复合，则后不可奈何也。故齐、赵之合苟可循也，死不足以为臣患；逃不足以为臣耻；为诸侯不足以为臣荣；被发自缢为厉，不足以为臣辱。然而臣有患也，臣死而齐、赵不循，恶交分

【今译】

样，齐国和赵国就一定会有死当智伯角色的人了。

“奉阳君告诉果灌和赵足说：‘齐王派公玉开告诉我：“一定不让韩珣回国。”现在已经把他召回了。（说：）“一定不会任用苏代做任何事情。”现在已经封他为相国。（说：）“一定不跟燕国结交。”现在已经把燕国当作最好的盟国。我所依赖的是顺子，可及他的话比他的父亲还变化多端。顺子开始跟苏代有仇，见到他就知道自己跟他誓不两立，如今两人并称贤能。算了吧，我要跟齐国断交了。’

“奉阳君非常愤怒了。奉阳君觉得齐王这么不信任赵国，而且认为自己是个小人，因此就背叛了他。如果不趁现在让它们彻底分裂，它们分裂后再重新联合，以后就不能把它们怎么样了。所以，只要齐国和赵国联合起来对燕国亲善，死都不足以让我害怕；逃亡不足以让我感到耻辱；为诸侯不足以让我感到荣耀；披头散发，把身子涂上漆，生出脓疮，不足以让我感到羞耻。然而我担忧的是，假如我死了齐国和赵国却下



Zhang Mengtan. If I were Zhang Mengtan, either Qi or Zhao would become another Marquis Zhi (referring to being ruined).

“Lord Fengyang told Zhu Huan and Zhao Zu, ‘The king of Qi once asked Gong Yudan to send me a message. He said that he would never recall Han Min. But he has recalled him. He said that he would never employ Su Dai to administer government affairs. But he has conferred some land on him as well as appointed him to be prime minister. He said that he would never ally with the state of Yan. But now he regards Yan as his best ally. The person I rely on is Shunzi. However, he is more unreliable than his father. At first, Shunzi and Su Dai were enemies and when they met each other, they both realized that they were at daggers drawn. However, now they cherish each other very much. The game is over. I will cut off ties with the state of Qi!’

“Lord Fengyang has become deeply vexed because the king of Qi doesn’t trust the state of Zhao and regards Lord Fengyang as a base man. As a result, he turns against Qi. If we do not take occasion to alienate Qi and Zhao, they will ally with each other again. If this is the case, there will be nothing we can do about it. If Qi and Zhao hobnob with us, I would not hesitate to give up my own life, nor would I regard taking refuge in another state as a shame and being the sovereign of a state as an honour. I would not consider wearing long hair or smearing my body with lacquer to make it develop festers a humiliation either. But I still worry about something. If Qi and Zhao cut off ties with each other and



### 【原文】

于臣也，而(后)[复]相效，是臣之患也。若臣死而必相攻也，臣必勉之而求死焉！尧、舜之贤而死，禹、汤之知而死，孟贲之勇而死，乌获之力而死，生之物固有不死者乎？在必然之物，以成所欲，王何疑焉？

“臣以为不若遣而去之。臣以韩、魏循，自齐而为之取秦，深结赵以劲之。如是，则近于相攻。臣虽为之，累燕。奉阳君告朱谨曰：‘苏子慰于燕王之不以晋故，弗于相，又不于卿也，殆无燕矣。’其疑至于此！故臣虽为之，不累燕，又不欲王。伊尹再逃汤而之桀，再逃桀而之汤，果与鸣条之战，而以汤为天子；伍子胥逃楚而之吴，果与伯举之战，而最其父

### 【今译】

来亲善，对我离间它们之间的关系感到愤恨，而后着互相结交。这是我所担心的。假如我的死能使它们一定互相进攻，我一定会努力求得一死时！像尧和舜那么贤明的人也死了，像禹和汤那么聪明的人也死了，像孟贲那么勇猛的人也死了，像乌获那么有力气的人也死了。有生命的东西哪里有不死的呢？既然这是一切生命的必然，以死来完成自己的心愿，大王还怀疑什么呢？

“我认为不如假装逃离燕国。我让韩国和魏国互相亲善，从齐国为韩、魏争取秦国，加深跟赵国的关系来增长它的底气。这样一来，就差不多形成它们互相联合进攻齐国的局面了。我虽然想这么做，却怕拖累燕国。奉阳君告诉朱谨说：‘苏代因为燕王任用我为相，如果不任命他为相，也不任命他为卿，那就差不多要失去燕国了。’他竟然疑心到这种地步！所以我这么做，不拖累燕国，也不牵连大王。伊尹弃夏离开汤逃到桀那里，再度逃离桀到汤那里，果然参与了鸣条之战，而且拥戴汤为天子。伍子胥逃离楚国来到吴国，果然参加了伯举之战，从而为他



they both hate me for having spoilt their relationship, they might build an alliance again in the future. This is the thing that worries me. Suppose I could make them engage in a war with each other at the cost of my own life, I would not hesitate to die. Worthy as Yao and Shun were, they both died. Wise as Yu and Tang were, they both died. Valorous as Meng Ben was, he died. Robust as Wu Huo was, he also died. Living thing will all die. As this is an inevitable destiny, I would choose to die to achieve my goals. Do you doubt it?"

"I think it would be better if I pretend that I have committed some sins and therefore flee to another state. Then I will make the state of Han and the state of Wei I build an alliance with each other. After that, I will win over the state of Qin for them from the state of Qi and then establish firm relations with the state of Zhao to strengthen it. Accordingly, they will be on the verge of launching a concerted attack against the state of Qi. By doing so, the state of Yan might become involved. Lord Fengyang told Zhu Huan, 'Su Dai is angry because the king of the state of Yan has employed me in his government but refused to either appoint him to be prime minister or confer the rank of Qing on him. Therefore, he almost certainly will abandon the state of Yan.' How sceptical he is! Hence, I won't burden the state of Yan or cause any problem to you by so doing. In former times, Yi Yin fled from Tang to Jie and then fled from Jie to Tang. Then he fought a battle with Jie's troops in Mingtiao and enthroned Tang to be Son of Heaven. Wu Zixu escaped from the state of Chu to the state of Wu and then

### 【原文】

之仇。今臣逃而纷齐、赵，(始)[殆]可著于《春秋》。且举大事者孰不逃？桓公之难，管仲逃于鲁；阳虎之难，孔子逃于卫；张仪逃于楚，白珪逃于秦；望诸相中山也，使赵，赵劫之求地，望诸攻关而出逃；外孙之难，薛公释戴逃出于关，三晋称以为士。故举大事，逃不足以为辱矣！”

卒绝齐于赵，赵合于燕以攻齐，败之。

### 【今译】

的父亲报了仇。如果我出逃可以离间齐国和赵国的关系，那就可以被记录在《春秋》中了。再说成就大事的人谁没有逃亡的经历呢？齐桓公争权引发内乱的时候，管仲逃到了鲁国；阳虎一难中，孔子逃到了卫国；张仪曾经逃到楚国；白珪逃到秦国；望诸做中山相国的时候，出使赵国，赵国扣留他来索要土地，望诸冲破关卡出逃；外孙一难中，薛公放弃戴逃到关外，韩、赵、魏三国都尊称他为士人。所以要做大事，逃亡不能算什么可耻的事情！”

最终齐国和赵国断绝了关系，赵国跟燕国联合起来进攻齐国，击败了它。



fought a battle with the troops of Chu in Boju to seek revenge upon Chu for his father's sake. Now if my fleeing can alienate Qi and Zhao, my contribution should be recorded in *Chunqiu*. Moreover, among the people who have made great contributions, who hasn't had the experience of taking refuge in another state? For instance, when chaos was triggered due to Duke Huan's fight for power in the state of Qi, Guan Zhong fled to the state of Lu. During the rebellion stirred up by Yang Hu, Confucius fled to the state of Wei II. Zhang Yi fled to the state of Chu, and Bai Gui fled to the state of Qin. When Wang Zhu was serving as prime minister of the state of Zhongshan, he went to the state of Zhao on a diplomatic mission. However, the state of Zhao detained him in order to coerce Zhongshan into ceding some land to it. Wang Zhu broke out of prison and escaped. During the chaos triggered by Wai Sun, the lord of Xue abandoned the region of Dai and fled out of the Hangu Valley. As a result, the people of the three states—Han, Zhao and Wei I considered him a real scholar (referring to a man of both intelligence and virtue in this context). Hence, for those people hoping to make great contributions, taking refuge elsewhere should not be regarded as a shame!"

Finally, the state of Qi cut its relations with the state of Zhao. The state of Zhao then allied with the state of Yan to attack the state of Qi and defeated it.



## 苏代为燕说齐

### 【原文】

苏代为燕说齐，未见齐王，先说淳于髡曰：“人有卖骏马者，比三旦立市，人莫之知。往见伯乐，曰：‘臣有骏马，欲卖之，比三旦立于市，人莫与言。愿子还而视之，去而顾之。臣请献一朝之贾。’伯乐乃还而视之，去而顾之，一旦而马价十倍。今臣欲以骏马见于王，莫为臣先后者。足下有意为臣伯乐乎？臣请献白璧一双，黄金万镒，以为马食。”

淳于髡曰：“谨闻命矣。”人言之王而见之，齐王大说苏子。

### 【今译】

苏代为燕国到齐国去游说，还没有见到齐王，先游说淳于髡道：“有一个人卖一匹骏马，一连在集市上等了三天，没有人知道这是一匹好马。那人就去见伯乐，说：‘我有一匹骏马，想卖掉它，一连在集市上等了三天，也没有人跟我搭话。希望您去绕着这匹马看一看，离开的时候回头望望它。我奉献上一个上午的费用。’于是伯乐就去绕着这匹马看了一圈，离开的时候又回头张望它，马的价钱一下子就抬高了十倍。现在我想做一匹骏马谒见大王，没有人为我引见。您想做我的伯乐吗？我会献上一对白玉，一千镒黄金，作为马的饲料。”

淳于髡说：“我恭谨地听从命令。”进宫拜见齐王并引见了苏代，齐王十分欣赏苏代。

## 苏代自齐使人谓燕昭王

### 【原文】

苏代自齐使人谓燕昭王曰：“臣（闻）[间]离齐、赵，齐、赵已孤矣。”

### 【今译】

苏代从齐国派人到燕昭王说：“我离间了齐国和赵国，齐国和赵国



### **Su Dai Prevailed upon Qi to Employ Him on Behalf of Yan**

On behalf of the state of Yan, Su Dai prevailed upon the king of the state of Qi to employ him. But before he went to see the king of Qi, he talked with Chunyu Kun first. He said, "Once a man tried to sell his swift horse. He waited in the market for three days in a row, but no one would examine the horse. Then he went to see Bo Le and said, 'I have a swift horse and want to sell it. I have been to the market for three days in a row, but no one talked with me regarding the horse. I hope that you can go there to examine the horse and make sure that you turn around to take a second look at it when you leave. I will pay you the expenses for one morning.' So Bo Le examined the horse and turned around to take a look at it again when he left. The price of the horse soon rose by ten times. Now I want to show my swift horse (referring to himself) to His Majesty, but no one will introduce me to him. Would you please act as my Bo Le? I will present you with a pair of white jades along with one thousand *yi* of gold, so that you can buy some fodder for your horse."

Chunyu Kun said, "I will carefully follow your instructions." Then he entered the palace to introduce Su Dai to the king of Qi. The king appreciated Su Dai very much.

### **Su Dai Asked Someone to Send a Message from Qi to King Zhao of Yan**

Su Dai asked someone to send a message from the state

### 【原文】

王何不出兵以攻齐？臣请为王弱之。”燕乃伐齐，攻晋。

令人谓闵王曰：“燕之攻齐也，欲以复振古地也。燕兵在晋而不进，则是兵弱而计疑也。王何不令苏子将而应燕乎？夫以苏子之贤，将而应弱燕，燕破必矣。燕破，则赵不敢不听，是王破燕而服赵也！”闵王曰：“善。”乃谓苏子曰：“燕兵在晋，今寡人发兵应之，愿子为寡人为之将。”对曰：“臣之于兵，何足以当之？王其改举！王使臣也，是败王之兵，而

### 【今译】

已经断绝关系了。大王为什么不出兵进攻齐国呢？请让我为大王削弱它。”于是燕国军队攻打齐国，驻扎在晋地。

苏代派人对齐闵王说：“燕国进攻齐国，是为了收复被齐国占领的土地。燕国军队停留在晋地而不前进，这表明他们的兵力薄弱而且没有确定战略，还在犹疑。大王为什么不派苏先生带兵迎击燕军呢？凭着苏先生的才能，率兵迎击弱小的燕国的军队，燕军一定会被击败。燕国被击败了，赵国就不敢不听命于我们，这样一来，大王就能够击败燕国，同时征服赵国了。”齐闵王说：“好。”于是就对苏代说：“燕国军队驻扎在晋地，现在我要派兵迎击他们，希望您充当我的大将军。”苏代回答说：“我怎么能抵挡它的军队呢？请大王另外安排人。大王任用我，就会毁掉大王的军队，而且把我白白送给燕国，如果不能取胜，就不能重整





of Qi to King Zhao of the state of Yan as follows: "I have already estranged the relationship between the state of Qi and the state of Zhao. Now Qi and Zhao have cut their ties with each other. So, why not dispatch troops to attack the state of Qi? Please allow me to weaken it." Then the troops of Yan were sent to assault the state of Qi, and they were stationed in the region of Jin.

Then Su Dai sent another messenger to talk with King Min of the state of Qi and say, "The reason that the troops of Yan are attacking Qi lies in the fact that they want to reoccupy the land we seized from them before. However, they have camped in Jin and stopped advancing. This shows that they are weak and not sure what they should do. Why not appoint Mr Su to be Commander-in-Chief to lead our troops to confront them? Mr Su is capable and wise. If he leads our troops to counterattack the weak military forces of Yan, they will definitely be defeated. If they are defeated, the state of Zhao will not dare ignore our orders. Thus you can destroy Yan and make Zhao succumb to us at the same time." King Min said, "Good idea." Then he told Su Dai, "The troops of Yan are now in the region of Jin. I am going to send our troops to attack them, and I hope that you can act as Commander-in-Chief." Su Dai replied, "How can I be qualified to confront them? Please appoint another person. If you appoint me to be Commander-in-Chief, there will be severe damage to our army and at the same time, I will be at the mercy of the troops of Yan. If I cannot defeat them, we will not be able to recover our military strength." King Min





### 【原文】

以臣遗燕也。战不胜，不可振也！”王曰：“行！寡人知子矣。”

苏子遂将，而与燕人战于晋下。齐军败，燕得甲首二万人。苏子收其余兵以守阳城，而报于闵王曰：“王过举，令臣应燕。今军败，亡二万人。臣有斧质之罪，请自归于吏以戮。”闵王曰：“此寡人之过也，子无以为罪！”

明日，又使燕攻阳城及狸。又使人谓闵王曰：“日者齐不胜于晋下，此非兵之过，齐不幸而燕有天幸也。今燕又攻阳城及狸，是以天幸自为功也！王复使苏子应之，苏子先败王之兵，其后务必以胜报王矣！”王曰：“善。”

乃复使苏子，苏子固辞，王不听，遂将以与燕战于阳城。燕人大胜，

### 【今译】

旗鼓了！”齐王说：“出发吧，我了解您啊。”

于是苏代率领军队跟燕军在晋地交战。齐国军队被打败，燕军杀死两万齐军。苏代收拾残存的军队来守卫阳城，并且禀报齐闵王说：“大王错误地任用了我，让我迎击燕军，如今被打败，损失了两万人。我有杀头之罪，请让我自己到官吏那里去接受死刑。”齐闵王说：“这是我的错。您没有什么罪过。”

第二天，苏代又让燕军进攻阳城和狸，又派人对齐闵王说：“前几天齐军没有在晋地取胜，这并非我们的军队有什么过失，是因为齐国不幸而燕国有老天保佑的缘故。现在燕军又进攻阳城和狸，这是把老天爷的帮助视为自己的功劳啊。大王再让苏先生迎击他们，苏先生此前让大王的军队吃了败仗，此后一定会致力于取胜来报答大王的。”齐闵王说：“好的。”

于是继续任用苏代，苏代坚决推辞，齐闵王不听，于是率兵跟燕军



said, "Depart now! I know your capabilities."

So Su Dai led the troops of Qi to confront those of Yan in Jin. The former were defeated and twenty thousand soldiers were beheaded by the troops of Yan in the war. Su Dai commanded the remnants of his defeated army to defend the city of Yangcheng. Then he sent a message to King Min as follows: "You have made a wrong decision by appointing me to be Commander-in-Chief to confront the troops of Yan. Now we have been defeated and lost twenty thousand soldiers. I have incurred the death penalty, and will go to the officer in charge of justice myself to be sentenced to death." King Min said, "This is all my fault. You are not guilty at all."

The next day, Su Dai asked the troops of Yan to attack Yangcheng and the region of Li. Then he asked someone to send the following message to King Min: "Several days ago, we were defeated in Jin. However, this should not be regarded as our own fault. We failed because we had a bad luck. On the contrary, the troops of Yan were blessed by Heaven. Now they are attacking Yangcheng and Li. This shows that they consider Heaven's blessing as their own possession. If you order Mr Su to confront them again, he will try his best to defeat them to pay you back since he lost the previous battle." The king said, "Very good."

Then he appointed Su Dai to be Commander-in-Chief again. Su Dai forcefully rejected it. However, King Min would not listen to him. As a result, Su Dai commanded the troops to fight the troops of Yan in Yangcheng. The latter

【原文】

得首三万，齐君臣不亲，百姓离心。燕因使乐毅大起兵伐齐，破之。

【今译】

在阳城交战。燕国军队大获全胜，杀死了三万齐军。齐国的君臣之间关系不密切，老百姓跟齐王不一心，于是燕国乐毅带兵大举进攻齐国，击破了它。

## 苏代自齐献书于燕王

【原文】

苏代自齐献书于燕王曰：“臣之行也，固知将有口事，故献御书而行，曰：‘信贵于齐，燕大夫将不信臣；臣贱，将轻臣；所用，将多望于臣；齐有不善，将归罪于臣；天下不攻齐，将曰善为齐谋；天下攻齐，将与齐兼郈臣。臣之所重处重卵也！’王谓臣曰：‘吾必不听众口与谗言，吾信汝也，我划划者也！上可以得用于齐，次可以得信于下，苟无死，女无不为也，以女自信可也。’与之言曰：‘去燕之齐可也，期于成事而已！’臣受

【今译】

苏代从齐国给燕王送去一封书信，写道：“我走了以后，本来就知道将会有人搬弄是非，所以在临行前献上一封信，说：‘如果我在齐国的地位显贵，燕国的大夫们将不信任我；如果我的地位卑微，他们将看不起我；如果我被任用为官，他们将极力责难我；齐国做了对燕国不利的东西，他们将归罪于我；其他国家不攻打齐国，他们将说我精心为齐国谋划；其他国家攻打齐国，他们将联合齐国一同出卖我。我的处境宛如卵。’大王对我说：‘我一定不会听信众人的谣传与谗言，我相信你，我希望铲除野草般消灭谣传的。使你上可以在齐国得到任用，下可以取信于你的下属。如果没有死掉的话，你可以做自己想做的任何事情，只要你完全相信我的话就可以了。’”文王对我说：“可以离开燕国到齐国去，



won a great victory and beheaded thirty thousand soldiers of the other side. Since then, in the state of Qi, the relationship between sovereign and subjects has become very distanced and the people show no affection towards their sovereign. The state of Yan then took occasion to let Yue Yi command its troops to attack Qi, and they destroyed it.

### **Su Qin Sent a Letter to the King of the State of Yan from Qi**

Su Qin sent a letter to the king of the state of Yan from the state of Qi, and it said in the letter, "Before I left for Qi, I knew that there must be some people who would speak ill of me in front of Your Majesty. So, I wrote you a letter before I left, which said, 'If I become powerful and honourable in Qi, the high-ranking court officials of Yan will no longer trust me. If I am powerless, they will look down upon me. If I am employed by the government, they will often censure me. If Qi does something harmful to Yan, they will blame me for it. If other states don't attack Qi, they will say that I have planned for Qi very carefully. If other states attack Qi, they will unite with them to betray me. So my personal situation is at stake.' But Your Majesty told me, 'I will definitely not listen to the rumours spread by others or believe slanderers. I trust you and therefore will cut the throat of slanderers like uprooting wild grass. You will be employed by the government of Qi and trusted by your inferiors. As long as you are alive, you can do anything according to your own will. I assure you and please believe me.' Then you told me,



### 【原文】

今以任齐，及五年。齐数出兵，未尝谋燕。齐、赵之交，一合一离。燕王不与齐谋赵，则与赵谋齐。齐之信燕也，至于虚北地行其兵。今王信田伐与参，去臧之言，且攻齐，使齐犬马（犍）[大戩]而不言燕。今王又使庆令臣曰：“吾欲用所善。”王苟欲用之，则臣请为王事之。王欲解臣，则任所善，则臣请归醒事。臣苟得见，则盈愿。”

### 【今译】

只要事情能办成就行。我接受命令被齐国任用，已经有五年了。齐国多次发动战争，却没有侵略过燕国。齐国与赵国的邦交时合时离，燕国如果不跟齐国一起图谋赵国，就会跟赵国一起图谋齐国。齐国对燕国非常信任，以至于把中卫北部地区的精兵都撤走了。如今大王听信田伐、参、去臧的话，即将进攻齐国，使得齐国非常戒备，而不再信任燕国。如今大王文派质来对我说：“我要任用我认为有才干的人。”大王如果真的要任用有才干的人，我就请求为大王侍奉他。大王如果要削我的职务专门任用有才干的人，我就请求回到燕国后再削职。假如我能够见到大王，我的心愿就得到满足了。”

## 陈翠合齐燕

### 【原文】

陈翠合齐、燕，将令燕王之弟为质于齐，燕王许诺。太后闻之，大怒，曰：“陈公不能为人之国，亦则已矣！焉有离人子母者？老妇欲得志

### 【今译】

陈翠主持燕国和齐国的结盟，将要让燕王的弟弟到齐国去做人质，燕王同意了。太后听说了这件事，非常生气，说：“陈先生不能为别人的国家办事，那就拉倒吧。怎能让人家母子分离呢？我想辱骂他，让自己



‘As long as we can fulfill our undertakings successfully, you can leave Yan for Qi.’ Hence, I took your order and have worked for Qi for five years. Qi has dispatched troops to attack other states several times, but it didn’t launch military action against Yan. The relationship between Qi and Zhao is always up and down. If Yan doesn’t unite with Qi to conspire to harm Zhao, it will unite with Zhao to conspire to harm Qi. Qi trusts Yan so much that it has withdrawn the troops stationed in the northern areas. Now you have taken the advice of Tian Fa, Shen and Qu Ji and therefore are going to attack Qi. As a result, Qi will stay on high alert and no longer trust Yan. Recently, you have sent Ying here to inform me that you are going to appoint someone capable to work for you. If you really want to employ someone capable, please allow me to be at his service. If you are about to dismiss me from office and employ the capable one, please let me return to Yan and dismiss me there. If I can see you again, my most sincere wishes will be fulfilled.”

### **Chen Cui Arranged for Qi and Yan to Build an Alliance with Each Other**

Chen Cui arranged for the state of Qi and the state of Yan to build an alliance with each other, and therefore planned to send the younger brother of the king of Yan to Qi as a hostage. When the queen mother heard this, she became very angry and said, “If Mr Chen cannot do anything useful for our state, he can just resign. How can he keep a son away

### 【原文】

焉！”

陈翠欲见太后，王曰：“太后方怒子，子其待之。”陈翠曰：“无害也。”遽入见太后，曰：“何雁也？”太后曰：“赖得先王雁鸩之余食，不宜雁。雁者，伐公子之且为质于齐也。”陈翠曰：“人主之爱子也，不如布衣之甚也。非徒不爱子也，又不爱丈夫子独甚！”太后曰：“何也？”对曰：“太后嫁女诸侯，奉以千金，赉地百里，以为人之终也。今王愿封公子，百官持职，群臣效忠，曰：‘公子无功不当封。’今王之以公子为质也，且以为公子功而封之也。太后弗听，信是以知人主之不爱丈夫子独甚也。且太后与王幸而在，故公子贵。太后千秋之后，王弃国家，而太子即位，公子

### 【今译】

心里痛快一下。”

陈翠想谒见太后，燕王说：“太后正生你的气呢，你还是等一段时间吧。”陈翠说：“没有关系的。”于是进宫谒见太后，说：“怎么瘦了呢？”太后说：“依靠着先王留下来的鹅、鸭，不屈逐渐瘦。之所以瘦了，是因为担心公子即将到齐国去做人质的缘故。”陈翠说：“君主爱自己的孩子，比不上平民百姓爱自己的孩子呢。非但不爱孩子，尤其是非常不疼爱男孩子！”太后说：“为什么这么说？”陈翠回答说：“太后把女儿嫁给别国诸侯的时候，陪送给她一千镒黄金，赠送给她一百里土地，认为这是一个人的终身大事。如果大王想分封公子，执掌政事的百官和进献忠心的大臣就会说：‘公子没有功劳，不应该受封。’现在大王让公子做人质，是要把这作为公子的功劳从而赐封他呢。而太后不听从，因此我知道君主非常不疼爱自己的男孩子。再说，太后和大王幸而健在，所以公子地位尊贵。太后和大王去世以后，太子继承王位，公子的地位就跟普



from his mother? I want to scold him to satisfy my own feelings.”

Chen Cui was going to visit the queen mother. The king of Yan tried to stop him. He said, “The queen mother is still angry with you. Please postpone your visit.” Chen Cui said, “It does not matter at all.” Then he went to the palace to see the queen mother and asked her, “Why are you looking thinner?” The queen mother said, “I benefit from the food stuff inherited from our deceased king, and shouldn’t have become thin. I am thin because I am worrying that the childe is going to be sent to the state of Qi as a hostage.” Chen Cui said, “Sovereigns don’t love their children as much as common people do. Generally they show no affection toward their children, especially the male children.” The queen mother asked, “What do you mean?” Chen Cui replied, “When you married your daughter to the sovereign of another state, you bestowed upon her one thousand *yi* of gold along with one hundred square *li* of land, because you thought that getting married is the most important thing in a woman’s life. Now if His Majesty wants to confer some land on the childe, all the officers holding various posts and court officials loyal to him will say, ‘The childe is not meritorious and therefore should not be rewarded.’ His Majesty is about to send the childe to Qi as a hostage, because he hopes to confer some land and ranks on him. However, you do not listen to him in this regard. Accordingly, I know that sovereigns do not plan for their male children at all. Moreover, the childe is powerful and influential at present only because both you and



### 【原文】

贱于布衣。故非及太后与王封公子，则公子终身不封矣！”

太后曰：“老妇不知长者之计。”乃命公子束车制衣为行具。

### 【今译】

通百姓一样了。所以，不趁太后和大王在位的时候就赐封公子，那公子终身都不会被赐封了。”

太后说：“我不知道您老人家的妙计啊。”于是下令为公子准备车子、衣服和行装。

## 燕昭王且与天下伐齐

### 【原文】

燕昭王且与天下伐齐，而有齐人仕于燕者，昭王召而谓之曰：“寡人且与天下伐齐，且暮出令矣。子必争之，争之而不听，子因去而之齐。寡人有时复合和也，且以因子而事齐。”当此之时也，燕、齐不两立，然而常独欲有复收之之志若此也。

### 【今译】

燕昭王即将联合天下各国进攻齐国。有一个齐国人在燕国做官，燕昭王召见他并对他说：“我即将跟天下各国攻打齐国，立即要下令进攻了。您一定会劝阻我，我不听从您的劝阻，您会因此离开这里回到齐国。我有的时候还是要跟齐国和好的，到时候就将通过您联络齐国了。”正当那个时候，燕国和齐国势不两立，然而还是常常会有这种重新跟齐国和好的想法。



His Majesty are still in power. But after you both pass away, the crown prince will take over the regime. In this case, the childe will be as powerless as a common person of no position at all. Hence, if the childe is not rewarded when you two are still in power, he won't gain any land or rank during the rest of his life."

The queen mother said, "I did not realize that." So she ordered that carriages, clothes and other luggage be prepared for the childe's journey.

### **King Zhao of Yan Was About to Ally with Other States of the World to Attack Qi**

King Zhao of the state of Yan was about to ally with other states of the world to attack the state of Qi. A man from the state of Qi was working for the government of Yan. King Zhao called him in and said, "I am going to ally with other states of the world to assault the state of Qi and will take action very soon. You are sure to remonstrate with me on this matter, but I will not listen to you. Then you will leave for the state of Qi. Some day, I might be forced to make peace with the state of Qi. When that day comes, I will establish relations with the king of Qi through you." At that time, the state of Yan and the state of Qi were at daggers drawn. However, the king of Yan often thought of making peace with Qi again.



## 燕饥赵将伐之

### 【原文】

燕饥，赵将伐之。楚使将军之燕，过魏，见赵恢。赵恢曰：“使除患无至，易于救患。伍子胥、宫之奇不用，烛之武、张孟谈受大赏。是故谋者皆从事于除患之道，而先使除患无至者。今予以百金送公也，不知以言。公听吾言而说赵王曰：‘昔者，吴伐齐，为其饥也。伐齐未必胜也，而弱越乘其弊以霸。今王之伐燕也，亦为其饥也。伐之未必胜，而强秦将以兵承王之西。是使弱赵居强吴之处，而使强秦处弱越之所，以霸

### 【今译】

燕国闹饥荒，赵国特要攻打它。楚国派一个将军到燕国去，途经魏国，去见赵恢。赵恢说：“消除祸患，使它不能出现，要比祸患产生后再排除它容易得多。伍子胥、宫之奇防患于未然的建议不被采用，烛之武、张孟谈受到重大的奖赏。因此谋划的人都致力于寻求在祸患产生后消除它的办法，却没有入杜绝祸患的产生。如今我送您一百镒金子，不如送您一句话。您听从我的建议去游说赵王，对他说：‘从前吴国进攻齐国，因为齐国发生了饥荒。攻打齐国未必能够取胜，但是弱小的越国趁吴国军民疲惫不堪之际成就了霸业。如今大王攻打燕国，也是因为它国内发生了饥荒。攻打燕国未必能够取胜，然而强大的秦国却将派兵进攻大王的西部地区。这样一来，就使弱小的赵国处在强大的吴国的位置上，而让强大的秦国处在弱小的越国成就霸业的位置上了。



## The State of Yan Suffered a Famine, So Zhao Planned to Attack It

The state of Yan suffered a famine, so the state of Zhao planned to attack it. The state of Chu sent a general to visit Yan. He passed by the state of Wei and paid a visit to Zhao Hui. Zhao Hui said, "It is much easier to nip trouble in the bud than taking measures to eliminate trouble after it has already occurred. Therefore, Wu Zixu's and Gong Zhiqi's advice was not taken by their respective sovereigns, but Zhu Zhiwu and Zhang Mengtan were rewarded very generously. So, all the advisors are engaged in looking for the right ways to eliminate trouble. But no one would nip it in the bud. Even if I presented you with one hundred *yi* of gold, it wouldn't be as helpful as words. Listen to me and go to advise the king of Zhao as follows: 'Previously, the state of Wu assaulted the state of Qi because Qi had a severe famine. It was not guaranteed that the troops of Wu would definitely win the battle. However, the king of the state of Yue took advantage of the exhaustion of Wu to attack it and became Lord-protector. Now Your Majesty is planning on aggression against Yan because of the famine occurring in that state. However, you are not guaranteed to win the war. The powerful Qin will take advantage of you and dispatch troops to occupy the western areas of your state. Thus you will put your weak Zhao in the same position as the powerful Wu. And accordingly, you will make the powerful Qin play the same role as the weak Yue—to become Lord-protector. I

### 【原文】

也。愿王之熟计之也！”

使者乃以说赵王，赵王大悦，乃止。燕昭王闻之，乃封之以地。

### 【今译】

希望大王仔细考虑这件事啊。”

将军派出使者用这番话劝说赵王，赵王十分高兴，于是停止进攻燕国的计划。燕昭王听说了这件事，就封赏给这位将军一些土地。

## 昌国君乐毅为燕昭王合五国之兵而攻齐

### 【原文】

昌国君乐毅为燕昭王合五国之兵而攻齐，下七十余城，尽郡县之以属燕。三城未下，而燕昭王死。惠王即位，用齐人反间，疑乐毅，而使骑劫代之将。乐毅奔赵，赵封以为望诸君。齐田单欺诈骑劫，卒败燕军，复收七十城以复齐。燕王悔，惧赵用乐毅承燕之弊以伐燕。

燕王乃使人让乐毅，且谢之曰：“先王举国而委将军，将军为燕破

### 【今译】

昌国君乐毅为燕昭王联合赵、秦、韩、魏、燕五国的兵力进攻齐国，攻克七十多座城邑，所有的郡县都划归燕国。还有三座城邑没有攻下，燕昭王就死了。燕惠王即位，中了齐人的反间计，怀疑乐毅，从而派骑劫代替乐毅为将军。乐毅投奔赵国，赵国封他为望诸君。齐国的田单欺骗了骑劫，最终击败了燕国军队，收复了那七十座城邑并且重建齐国。燕惠王后悔了，害怕赵国任用乐毅趁着燕国疲弊之际来进攻燕国。

燕王派人谴责乐毅，并且向他道歉说：“先王把整个国家都委托给



hope that Your Majesty will think about it carefully.' ”

The general's emissary expressed this argument to persuade the king of Zhao. The king was very happy with it and therefore gave up his plan for attacking Yan. When King Zhao of Yan heard of this, he conferred some land on the general.

### **Yue Yi, Also Known as Lord Changguo, Attacked Qi with Allied Forces Drawn from Five States on Behalf of King Zhao of Yan**

Yue Yi, also known as Lord Changguo, attacked the state of Qi with allied forces drawn from five states on behalf of King Zhao of the state of Yan. He occupied more than seventy cities and transferred them to the state of Yan. Only three cities were still under control of the troops of Qi. At that time, King Zhao of Yan died. King Hui took over the throne. He put his trust in the spies from the state of Qi and therefore became suspicious of Yue Yi. As a result, he sent Qi Jie to replace Yue Yi as Commander-in-Chief. Yue Yi fled to the state of Zhao, and Zhao proclaimed him to be Lord Wangzhu. Tian Dan, the general of the troops of Qi, deceived Qi Jie and thus finally defeated the troops of Yan and reoccupied those seventy cities and towns previously seized by them. The king of Yan regretted this, and he also feared that Yue Yi might take occasion to attack the state of Yan when its troops were exhausted.

So the king of Yan sent a letter to Yue Yi to scold him as



### 【原文】

齐，报先王之仇，天下莫不震动，寡人岂敢一日而忘将军之功哉？会先王弃群臣，寡人新即位，左右误寡人。寡人之使骑劫代将军者，为将军久暴露于外，故召将军且休计事。将军过听，以与寡人有郗，遂捐燕而归赵。将军自为计则可矣，而亦何以报先王之所以遇将军之意乎？”

望诸君乃使人献书报燕王曰：“臣不佞，不能奉承先王之教以顺左右之心，恐抵斧质之罪，以伤先王之明，而又害于足下之义，故遁逃奔赵。自贲以不肖之罪，故不敢为辞说。今王使使者数之罪，臣恐侍御者之不察先王之所以畜幸臣之理，而又不白于臣之所以事先王之心，故敢以书对。”

### 【今译】

了将军您。将军为燕国攻破齐国，为先王报仇，天下没有人不感到震动的。我怎敢一下子就忘记将军的功劳呢？正赶上先王去世，我刚刚即位，身边的人误导了我。我之所以让骑劫替换了将军您，是因为将军长时间在外作战，所以召回将军休整一下，并且要跟您商议大事。将军错误地听信传言，从而跟我之间有了矛盾，于是就抛弃燕国而投靠赵国。将军为自己作打算是可以的，然而如何能报答先王对您寄予的厚望呢？”

于是望诸君就派人给燕王献上一封回信，说：“我很无能，不能继承先王的教导来顺应大王身边的人的心意，恐怕触犯被处罚的罪行而损害先王的英明，并且又伤害到您的大义，所以逃奔到赵国。自认为有不肖的罪行，所以不敢为自己辩解。如今大王派使者列举了我的罪状，我害怕侍奉在大王身边的人不能体察先王当初之所以宠信我的原因，而且又不能明了我侍奉先王的心意，所以斗胆写一封信回复。”



well as say sorry to him. The letter stated, "Our deceased king entrusted you with our state. You have defeated the state of Qi for our state and sought revenge for our deceased king, and people all over the world admire your efforts. How can I ever forget your military achievements? Unfortunately, our former king has passed away, and I have just taken over the state, but have been misled by the people around me. I sent General Qi Jie to replace you because I thought that you have fought abroad for too long and therefore wanted to call you back to have a rest and to plan some tactics with me. However, you misunderstood me and therefore felt distanced from me. As a result, you left our state for the state of Zhao. If you did this for yourself, it seems reasonable, but how can you repay our deceased king by so doing?"

Lord Wangzhu sent a letter to the king of Yan in return, which said, "I am unworthy, and cannot follow the instructions of our deceased king and at the same time comply with the will of those close to you. I am afraid that I might be punished. And if this were the case, it would not only harm the greatness of our deceased king, but also damage your principles of righteousness. Therefore, I fled to the state of Zhao. I know that I am unworthy, so I did not dare to vindicate myself. Now you have sent a messenger here to scold me and I am afraid that those at your service might not be able to understand why our deceased king cherished me, nor would they realize how faithfully I have followed our deceased king's orders. So I steel myself to reply to you with this letter.



### 【原文】

“臣闻贤圣之君，不以禄私其亲，功多者授之；不以官随其爱，能当  
之者处之。故察能而授官者，成功之君也；论行而结交者，立名之士也。  
臣以所学者观之，先王之举错有高世之心，故假节于魏王，而以身得察  
于燕。先王过举，擢之乎宾客之中，而立之乎群臣之上。不谋于父兄，  
而使臣为亚卿。臣自以为奉命承教，可以幸无罪矣，故受命而不辞。”

“先王命之曰：‘我有积怨深怒于齐，不量轻重而欲以齐为事。’臣对  
曰：‘夫齐，霸国之遗教也，而覆胜之遗事也，困于兵甲，习于战攻。王者  
欲攻之，则必举天下而图之。举天下而图之，莫径于结赵矣。且又淮

### 【今译】

“我听说圣贤的君主，不用俸禄来偏袒自己的亲族，而把俸禄授予  
功劳多的人；不用官爵来满足自己所爱的人的心愿，而把爵位授予当之无愧的人。所以考察他人的能力来授予他们官职的君主是成功的君  
主，权衡他人的品行来选择自己结交的对象的人士是能够博得美名的  
士人。我通过自己学来的知识观察，先王的举措有超出世人的志向，所  
以我借用了魏王的符节，从而得以为燕国效劳。先王不当地抬举我，把  
我从宾客当中提拔出来，让我的职位在群臣之上。不跟父兄商量，就让  
我做了亚卿。我自认为执行命令，秉承教导就可以幸免于罪了，所以接  
受了任命而没有推辞。”

“先王命令我道：‘我对齐国怀有深仇大恨，不管自己力量是强是  
弱，都想进攻齐国。’我回答说：‘齐国继承了霸国的遗教，而且以往屡次  
在战争中取胜，它熟练地掌握了如何使用武器和铠甲，熟悉攻战。大王  
如果想进攻齐国，就一定要发动天下各国来图谋它。发动天下各国来



“I heard that instead of conferring salaries on his relatives out of favouritism, a sage sovereign will only confer them on meritorious people. Instead of appointing his beloved ones to powerful positions, he will only employ those who are really qualified. Hence, a successful sovereign will only appoint people to suitable positions according to their capabilities. A scholar enjoying a high reputation will only befriend others after carefully evaluating their conduct. Deducing from what I have learned before, I realized that our deceased king was a man with extremely great ideals, so I decided to work for him when I was on a diplomatic mission here on behalf of the state of Wei. Our deceased king recognized my capabilities and therefore promoted me from his group of guests and appointed me to a powerful position superior to those held by other court officials. Without consulting with his close relatives, he appointed me to be Yaqing. I personally thought that if I could carry out his orders and follow his instructions, I would not commit any sin. So I accepted the position he granted to me.

“Once our deceased king issued the following order to me: ‘I have born a deep grudge towards the state of Qi for a long time, so I will launch an attack on the state of Qi, whether my state is strong or weak.’ I replied, ‘Speaking of the state of Qi, it follows good traditions of a Lord-protector, and has won many victories. The people there are used to weapons and armour and are good at taking military action either in attack or in defence. If you really want to attack it, you should ally with other states of the world to launch



### 【原文】

北、宋地，楚、魏之所同愿也。赵若许约，楚、魏、宋尽力，四国攻之，齐国大破也。’先王曰：‘善。’臣乃口受令，具符节，南使臣于赵。顷反命，赵兵随而攻齐。以天之道，先王之灵，河北之地，随先王举而有之于济上。济上之军奉令击齐，大胜之。轻卒锐兵，长驱至国。齐王逃遁走莒，仅以身免。珠玉财宝，车甲珍器，尽收入燕。大吕陈于元英，故鼎反于桓室，齐器设于宁台，牺丘之楛植于汶皇。自五伯以来，功未有及先王者也！先王以为愆其志，以臣为不顿命，故裂地而封之，使之得比乎小国

### 【今译】

图谋它，最好的办法莫过于跟赵国结盟；而且齐国侵占的淮北地区都是宋国的土地，是楚国和魏国都想得到的。赵国如果答应结盟，楚国、魏国和宋国齐心协力，四个国家一起进攻它，齐国就会被重重地击败。’先王说：‘好。’于是我接受了口头命令，准备好符节，先王派我出使南方的赵国。回来报告命令的执行情况，随之起兵进攻齐国。凭借着上天的安排，先王神灵的护佑，对于河北地区，按照先王的旨意起兵并且占有了它。济水岸边的军队奉命进攻齐国，大获全胜。轻装的士卒携带精良的武器，长驱到达齐国都城。齐王出逃到了莒国，仅仅得以保全性命。珠玉财宝，战车，铠甲以及珍贵的物品都被收归燕国所有。大吕被陈设在元英殿里，历代流传下来的宝鼎被送回历室，齐国的宝物被陈列在宁台，牺丘的植物被种植在汶皇。自从五霸以来，没有谁的功劳能比得上先王的。先王感到很满意，认为我能够不辱使命，所以割出一块土



concerted assaults on it. In regard to building alliances with other states, we should consider the state of Zhao as our first choice. As for the area of Huaibei, it belongs to the state of Song. Both the state of Chu and the state of Wei covet it. If Zhao agrees to build an alliance with us, we can unite with Chu, Wei and Song to take military action against Qi together. Thus the state of Qi can be defeated.' Our deceased king said, 'Very good.' Then I took an oral order from him to carry a tally to go to the state of Zhao in the south on a diplomatic mission. After I came back to report my work in Zhao to him, we dispatched troops to assault the state of Qi. With the blessing of Heaven and the wisdom of our deceased king, we took his orders and occupied the region of Hebei (referring to the area north of the Yellow River). Our allied forces stationed along the bank of the Jishui River were ordered to assault the troops of Qi and we defeated them badly. After that, our elite soldiers marched towards the capital of Qi with light packs. The king of Qi fled to the state of Ju and so saved his own life. However, all the pearls, jade, money, chariots, armour and other treasures were confiscated by our troops and transported to our state. Da Lü was displayed in Yuanying Hall, the old cauldrons were carried to Lishi, precious utensils from the state of Qi were exhibited in Ningtai, and rare plants growing in Jiqiu were transferred to Wenhuan. After the Five Lord-protectors, no one has been as meritorious as our deceased king. Our deceased king believed that he had fulfilled his ideals and considered me to be a person able to carry out his orders



### 【原文】

诸侯。臣不佞，自以为奉令承教，可以幸无罪矣，故受命而弗辞。

“臣闻贤明之君，功立而不废，故著于《春秋》；蚤知之士，名成而不毁，故称于后世。若先王之报怨雪耻，夷万乘之强国，收八百岁之蓄积，及至弃群臣之日，余令诏后嗣之遗义，执政任事之臣所以能循法令，顺庶孽者，施及萌隶，皆可以教于后世。

“臣闻善作者不必善成，善始者不必善终。昔者，伍子胥说听乎阖间，故吴王远迹至于郢。夫差弗是也，赐之鸱夷而浮之江。故吴王夫差不悟先论之可以立功，故沉子胥而不悔。子胥不蚤见主之不同量，故人

### 【今译】

地分封给我，使我跟小国的诸侯的地位差不多。我不才，自以为执行命令、接受教导就可以幸免于罪了，所以接受了命令而没有推辞。

“我听说贤明的君主，功劳建立后就不会被废除，所以他们的事迹被记录在《春秋》里；有先见之明的士人，他们的美名确立后就不会被摧毁，所以受到后世的称赞。像先王那样报仇雪耻，摧毁拥有一万辆战车的强大的国家，没收齐国八百年间积聚的财物，等到去世的那天，遗留下命令，诏告后世子孙大义，执政和处理国事的大臣要能够遵循法令，顺应民意、惠及百姓。这些教导都可以流传给后世。

“我听说善于创新的人不一定善于成功，善始的人不一定能够善终。从前，伍子胥的主张被阖间采纳，所以吴王长途跋涉逼近郢都。夫差不认可他，把他装在一只皮革口袋中扔进长江里。所以，吴王夫差不知道采纳伍子胥的建议可以立功，因此将他沉到水里也不后悔。子胥没有预见到君主的能量不同，所以即使被抛到江水里也不改变自己



assiduously, so he conferred some land on me and thus juxtaposed me with the sovereigns of some small states. I am unworthy because I thought that if I could carry out his orders and follow his instructions, I would not commit any sin. So I accepted the position he granted to me.

“I heard that a wise sovereign can maintain his success, so his achievements can be recorded in *Chunqiu*. A provident scholar can maintain his good reputation, so he is praised by generations to come. Regarding our deceased king’s achievements, such as seeking revenge on the state of Qi, assaulting this powerful state which used to have ten thousand chariots, confiscating its savings accumulated over eight hundred years, as well as his orders left by will that court officials comply with the law and the will of our people and so benefit the latter, all these will become valuable instructions to edify the generations to come.

“I heard that people clever at initiating undertakings might not be good at finalising them. People who start well might not finish well. Previously, each piece of Wu Zixu’s advice was taken by He Lü, the then king of the state of Wu. So Wu Zixu travelled a long distance to the capital of Ying of Wu to work for him. When it came to the time of Fu Chai, the son and successor of He Lü, Wu Zixu was put into a leather bag and thrown into the Yangzi River. In this case, Fu Chai did not know that if he took Wu Zixu’s advice, he could also make great contributions. So he did not regret drowning Wu Zixu in the water. Wu Zixu did not realize that his two sovereigns were of different levels of capability, so he



### 【原文】

江而不改。夫免身全功以明先王之迹者，臣之上计也！闻毁辱之非，堕先王之名者，臣之所大恐也！临不测之罪，以幸为利者，义之所不敢出也！

“臣闻古之君子，交绝不出恶声；患臣之去也，不洁其名。臣虽不佞，数幸教于君子矣。恐侍御者之亲左右之说，而不察疏远之行也。故敢以书报，唯君之留意焉！”

### 【今译】

主张。保全自己的性命来彰明先王的功绩，是我最重要的打算。遭受处罚、毁誉，破坏先王的名声，是我最害怕的事情。身临不测的大罪，希望能够幸免，所以不敢说出我的想法啊。

“我听说，古代的君子跟人绝交后也不说别人的坏话；忠臣被罢免的时候，不会为自己辩解来洗清要承受的罪名。我虽然不才，也多次从君子那里接受教益。担心侍奉您的人听信了周围人的谗佞，而不考察被施逐的人的品行。所以斗胆写一封信来回复，希望您加以留意。”

## 或献书燕王

### 【原文】

或献书燕王：“王而不能自恃，不恶卑名以事强。事强可以令国安长久，万世之善计；以事强而不可以为万世，则不如合弱。将奈何合弱

### 【今译】

有人给燕王呈递一封信，“作为一个国君，如果不能依靠自己的力量保全国家，就不要讨厌背负侍奉强国的卑贱名声。假如侍奉强大的国家可以让自己的国家得到长久的安定，就是有利于万世的好计策；假如肯侍奉强国也不能谋取长久的利益，就不如联合弱小的国家。为什



remained angry even after he was drowned. My greatest goals are to avoid being sentenced to death, maintain my contributions, as well as magnify the achievements of our deceased king. The thing I fear most is to be punished and thus harm our deceased king's reputation because of my misfortune. Facing an unimaginable punishment, I consider it good luck to avoid it. So I did not dare express my feelings before.

"I heard that in ancient times, a gentleman would not speak ill of his former friend even after breaking off with him. A loyal court official would not vindicate the unfair treatment he received when he was dismissed from office. Although I am unworthy, I have learned from gentlemen for many times. I am afraid that officials at your service might listen to those close to you and therefore won't examine the morals of those being estranged. Hence, I steel myself to write this letter to you, and hope that you can pay some attention to it."

### **Someone Presented a Letter to Yan's King**

Someone presented a letter to the king of the state of Yan, which stated, "If a sovereign is not able to maintain his state, he should not be loath to bear the less honourable reputation of turning to a powerful state. If turning to a powerful state can guarantee long-term peace and stability for the state, it can be regarded as a good strategy that can benefit ten thousand generations to come. If resorting to a powerful state cannot benefit ten thousand generations to come, it





### 【原文】

而不能如一？此臣之所为山东苦也！

“比目之鱼，不相得则不能行，故古之人称之，以其合两而如一也。今山东合弱而不能如一，是山东之知不如鱼也。又譬如车士之引车也，三人不能行，索二人，五人而车因行矣。今山东三国弱而不能敌秦，索二国，因能胜秦矣。然而山东不知相索，智固不如车士矣。胡与越人，言语不相知，志意不相通，同舟而凌波至，其相救助如一也。今山东之相与也，如同舟而济，秦之兵至，不能相救助如一，智又不如胡、越之人

### 【今译】

么弱小的国家不能始终如一地保持联合呢？这是我为山东各国所担心的。

“比目鱼不能跟对方在一起就不能前行，所以古代的人称赞它们，因为它们能合二为一。如今山东各个弱小的国家不能始终如一地联合在一起，这就说明山东各国的智力还比不上鱼呢。又比方说车夫们拉车，三个人不能前进，再找两个人，有了五个人，车子就能前进了。山东地区三个国家联合起来依然弱小而不能抵御秦国，再找两个国家，就能战胜秦国了。然而山东各国不知道寻找盟国，它们的智力本来就比不上车夫啊。胡人和越人不能知晓对方的语言，不能互相传达各自的意愿，一起乘船而遇到了大的波涛，他们能够结成一个整体互相援救。如今山东各国相互联合，如同乘坐同一艘船，秦国的军队袭击过来了，却不能结成一个整体互相救援，它们的智力又比不上胡人和越人了。以



would be better to ally with some weak states. Why can't weak states adhere to the strategy of building alliances? That's what I am worrying about those states located east of Mount Xiao."

He continued, "Speaking of the flatfish, it will not swim until it finds a partner. People in ancient times admired them, because the two of them always remained united with one another. However, in contemporary times, those weak states located east of Mount Xiao cannot remain allied all the time. This shows that these states are not as intelligent as the flatfish. Take another instance, when three cart pullers pull a cargo cart, they cannot move a cart forward. If they let two other people join them, the cart can be moved forward with the strength of these five people. In the case of those states east of Mount Xiao, when the alliance consisted of three of them is still too weak to confront the state of Qin, if they win over two other states, they can defeat the state of Qin. However, they have not yet realized that they can join one another this way. Therefore, they are not as intelligent as the cart pullers. Take a person from the state of Hu and a person from the state of Yue for instance, they do not speak the same language, nor can they read each other's mind. However, if they are caught in a storm when sailing in the same boat, they will help each other as if they were one person. The alliance consisting of those states located east of Mount Xiao is somewhat the same as people in the same boat. When the invading troops of the state of Qin approach, they are not of one mind in confronting them and saving

### 【原文】

矣。三物者，人之所能为也，山东之主遂不惜，此臣之所为山东苦也！愿大王之熟虑之也！

“山东相合，之主者不卑名，之国者可长存，之卒者出十以伐韩，梁之西边，此燕之上计也。不急为此，国必危矣，主必大忧。今韩、梁、赵三国以合矣，秦见三晋之坚也，必南伐楚。赵见秦之伐楚也，必北攻燕。物固有势异而患同者。秦久伐韩，故中山亡；今久伐楚，燕必亡。臣窃为王计，不如以兵南合三晋，约成韩、梁之西边。山东不能坚为此，此必皆亡。”

燕果以兵南合三晋也。

### 【今译】

上三个方面是人能够做到的，山东各国的君主还是不能领会到这一点，这是我为山东各国所感到苦恼的！希望大王仔细思考一下这个情势啊。

“山东各国互相联合起来，它们的君主的名声不会低微，国家可以长久地保全，它们可以派出士卒守卫韩国和魏国的西部边境，这是燕国最高明的计策啊。不赶紧促成此事，国家就一定会陷入危机，君主一定会有大的忧患。现在韩国、魏国和赵国三个国家已经联合起来了，秦国发觉这三个国家紧密团结起来，就一定会向南进攻楚国。赵国发现秦国进攻楚国，就一定会向北进攻燕国。事情本来就有处于不同形势下却有相同的忧患的。秦国长期进攻韩国，所以中山国灭亡了；如果长期进攻楚国，燕国就一定会灭亡。我私下为大王打算，不如派兵跟南方的韩国、赵国和魏国联合，相约共同守卫韩国和魏国的西部边境。山东各国不能坚决地贯彻这个方案，它们就一定会灭亡。”

燕国果然派兵向南跟韩国、赵国和魏国进行联合。



themselves. Therefore, they are not as intelligent as the person from Hu and the person from Yue alluded to above. The three aforementioned cases are things people can do. However, the sovereigns of those states located east of Mount Xiao do not realize that. This is what worries me. I hope that Your Majesty will think about it carefully.”

He continued. “If these states build an alliance with each other, their sovereigns won't become less honourable, their states will survive for ever, and they can also send troops to safeguard the western borders of the state of Han and the state of Wei. For the state of Yan, nothing could be better. If you do not take action right away, your state will definitely be in danger, and you will be in trouble yourself. Now the states of Han, Wei and Zhao have built an alliance with each other. When the state of Qin discovers this, it will definitely attack the state of Chu in the south. When the state of Zhao sees that the troops of Qin are attacking Chu, it will definitely attack your state in the north. Sometimes, issues in different situations have similar problems. If Qin takes military action against Han for a long time, the state of Zhongshan will be ruined. If Qin takes military action against Chu for a long time, your state will be ruined. As I have personally planned for you, it would be better to join the states of Han, Zhao, and Wei in the south and ally your forces with them to defend the western borders of Han and Wei. If those states located east of Mount Xiao cannot firmly adhere to this strategy, all of them will be destroyed.”

The state of Yan sent troops to join the military forces of



## 客谓燕王

### 【原文】

客谓燕王曰：“齐南破楚，西屈秦，用韩、魏之兵，燕、赵之众，犹鞭策也。使齐北面伐燕，即虽五燕不能当。王何不阴出使，散游士，顿齐兵，弊其众，使世世无患？”燕王曰：“假寡人五年，寡人得其志矣。”苏子曰：“请假王十年。”燕王说，奉苏子车五十乘，南使于齐。

谓齐王曰：“齐南破楚，西屈秦，用韩、魏之兵，燕、赵之众，犹鞭策也。臣闻当世之举王，必诛暴正乱，举无道，攻不义。今宋王射天笞地，

### 【今译】

有个客人对燕王说：“齐国军队向南攻破了楚国，向西挫败了秦国，役使韩国和魏国的士卒，燕国和赵国的百姓，如同用鞭子驾驭马匹一般。假设齐国向北进攻燕国，即使有五个燕国加起来也不能抵挡。大王为什么不暗地里派出使者，向各地派遣说客，来使得齐国士卒困顿、百姓疲惫，使自己的国家世代没有忧患呢？”燕王说：“给我五年的时间，我就能实现自己的愿望了。”苏秦说：“请给大王十年的时间。”燕王很高兴，送给苏秦五十辆车子，让他向南出使齐国。

苏秦对齐王说：“齐国军队向南攻破了楚国，向西挫败了秦国，役使韩国和魏国的士卒，燕国和赵国的百姓，如同用鞭子驾驭马匹一般。我听说当代的君主一定要诛杀暴君，拨乱反正，推翻无道的昏君，进攻不



Han, Zhao and Wei as expected.

### A Guest Had a Talk with the King of Yan

A guest had a talk with the king of the state of Yan and said, "The troops of the state of Qi have destroyed the troops of Chu in the south and defeated those of Qin in the west. Qi can manipulate officers and men of the states of Han and Wei and employ the people of the states of Yan and Zhao freely like driving a horse with a whip. The animal will go anywhere according to the driver's will. If the troops of Qi attack our state northwards, even five Yans wouldn't be able to resist them. Why not send emissaries and persuasive talkers secretly to other states to weaken Qi's officers and men and make the people there exhausted? Then you will be free from trouble during all the years to come." The king of Yan said, "Well, give me five years, and I will realize this goal." Su Qin said, "Please take ten years." The king of Yan was very pleased and therefore presented Su Qin with fifty carriages and sent him southwards on a diplomatic mission to the state of Qi.

Su Qin told the king of Qi, "The troops of the state of Qi have destroyed the troops of Chu in the south, and defeated those of Qin in the west. Qi can manipulate officers and men of the states of Han and Wei and employ the people of the states of Yan and Zhao freely like driving a horse with a whip. The animal will go anywhere according to the driver's will. In my opinion, contemporary sovereigns should behead



### 【原文】

铸诸侯之象，使侍屏匿，展其臂，弹其鼻。此天下之无道不义，而王不伐，王名终不成！且夫宋，中国膏腴之地，邻民之所处也。与其得百里于燕，不如得十里于宋。伐之，名则义，实则利，王何为弗为？”齐王曰：“善。”遂兴兵伐宋，三覆宋，宋遂举。

燕王闻之，绝交于齐，率天下之兵以伐齐，大战一，小战再，顿齐国，成其名。故曰：“因其强而强之，乃可折也；因其广而广之，乃可缺也。”

### 【今译】

义的国君。如今宋王用箭射天，鞭打地，铸造了各国诸侯的塑像，让他们在路边的茅厕里侍奉，伸开他们的胳膊，用弹弓射他们的鼻子，这是天下无道而且不义的君主。如果大王不讨伐他，大王的威名就始终不能确立。再说，宋国占据了中原地区非常肥沃的土地，跟我们的百姓相邻共处，与其从燕国夺得一百里土地，不如从宋国夺得十里。讨伐它，名义上推行了正义，又能得到实际的利益，大王为什么不这么做呢？”齐王说：“很好。”于是就派兵攻打宋国，三次覆没宋国的军队，宋国很快被攻破。

燕王听说了这件事，断绝了同齐国的邦交，率领天下各国的联军攻打齐国，经过一次大规模的战役、两次小规模战役，挫败了齐国，成就了威名。所以说，凭借它的强大，使它更加逞强，就可以摧折它；凭借它国土的广大，让它继续扩张，就可以分割它。



tyrannical sovereigns and put their states in good order. They should overthrow the unworthy and attack the unrighteous. The king of the state of Song has shot Heaven and whipped the Earth. He also has statuettes of all the states' sovereigns made and positioned in the washrooms by the roadside. He also stretches their arms and shoots at their noses with a catapult. He is an unworthy and unrighteous sovereign of the world. If Your Majesty don't attack him, you won't be able to gain a high and powerful reputation. The land of Song is located in the central part of China and is very fertile. We are neighbouring states. Obtaining one hundred square *li* of land from Yan is less advantageous than gaining ten from Song. If you attack Song, not only will you gain a good reputation for extending righteousness, but you can also benefit to a great extent. Why not take action?" The king of Qi said, "Good idea." So he dispatched troops to attack Song. The troops of Qi defeated those of Song very badly and destroyed their state.

When the king of Yan heard that, he cut diplomatic relations with Qi and led the allied troops of all the states of the world to attack Qi. After a fierce large-scale battle and two insignificant battles, they made Qi's officers and men exhausted and gained a powerful reputation. So it is said, "Stimulating its ambition to make it long for more powers by dint of its mightiness, you can subdue it. Activating its wish for encroaching more land by virtue of its vast territory, you can carve up its land."





## 赵且伐燕

### 【原文】

赵且伐燕。苏代为燕谓惠王曰：“今者臣来，过易水，蚌方出曝，而鹬啄其肉，蚌合而拮其喙。鹬曰：‘今日不雨，明日不雨，即有死蚌。’蚌亦谓鹬曰：‘今日不出，明日不出，即有死鹬。’两者不肯相舍，渔者得而并禽之。今赵且伐燕，燕、赵久相支，以弊大众，臣恐强秦之为渔父也！故愿王之熟计之也。”惠王曰：“善。”乃止。

### 【今译】

赵国即将进攻燕国，苏代替燕国去游说赵惠文王，说：“今天我来这里的路上，经过易水，一只蚌刚好出来晒太阳，而一只鹬啄住了蚌的肉，蚌合上自己的贝壳，夹住了鹬的喙。鹬说：‘今天不下雨，明天不下雨，就会有一只死蚌。’蚌也对鹬说：‘今天不放开你，明天不放开你，就会有一只死鹬。’两个都不肯松开对方，渔夫将它们一起捉住了。如今赵国将要攻打燕国，燕国和赵国长期对峙，使得老百姓疲惫不堪，我担心强大的秦国将会坐收渔翁之利啊。所以希望大王仔细考虑这件事。”赵惠文王说：“说得好。”于是停止进攻燕国。

## 齐魏争燕

### 【原文】

齐、魏争燕。齐谓燕王曰：“吾得赵矣。”魏亦谓燕王曰：“吾得赵

### 【今译】

齐国和魏国争相跟燕国结盟。齐国派人对燕王说：“我们争取到赵国了。”魏国也派人对燕王说：“我们争取到赵国了。”燕王无从决断，不



### **Zhao Was Going to Attack Yan**

The state of Zhao was going to attack the state of Yan. On behalf of Yan, Su Qin went to persuade King Huiwen of Zhao and said, "Today on my way here, when I crossed the Yishui River, a clam came out of the water to bask itself. But a snipe pecked the clam's flesh. So the clam closed its shell and therefore trapped the snipe's beak. The snipe said, 'It won't rain today. It won't rain tomorrow. Then there will be a dead clam.' And the clam told the snipe, 'I won't set you free today. I won't set you free tomorrow. Then there will be a dead snipe.' Neither of them would give in. A fisherman caught the two of them together. Now Zhao is going to attack Yan. Yan and Zhao have been confronting each other for a long time and therefore the people on both sides are exhausted. I am afraid that the powerful Qin will take advantage of you just like the fisherman did. So I hope Your Majesty think about it carefully." King Huiwen said, "I agree with you." He then gave up his plan for attacking Yan.

### **Qi and Wei Vied with Each Other in Winning Over Yan**

The state of Qi and the state of Wei vied with each other in winning over the state of Yan. Qin sent a messenger to inform the king of Yan, "We have already won over the state of Zhao." Wei also sent a messenger to inform the king of Yan, "We have already won over the state of Zhao." The king

**【原文】**

矣。”燕无以决之，而未有适予也。苏子谓燕相曰：“臣闻辞卑而币重者，失天下者也；辞倨而币薄者，得天下者也。今魏之辞倨而币薄。”燕因合于魏，得赵，齐遂北矣。

**【今译】**

知道该怎么办。苏子对燕国的相国说：“我听说言辞谦虚而且礼金丰厚的，是失掉天下的；言辞傲慢而且礼金少的，是得到天下的。现在魏国的言辞傲慢而且礼金少。”于是燕国就和魏国结盟，争取到赵国，于是齐军败北。



of Yan could not make a decision on which state he should choose as his ally. Suzi had a talk with the prime minister of the state of Yan and said, "I heard that a state begging to ally with another state with humble words and generous monetary gifts is the one that has lost the support of other states of the world. On the other hand, a state begging to ally with another state with arrogant words and a small amount of monetary gift is the one that has already won over the support of other states in the world. I found that Wei's messenger was more arrogant and he presented less monetary gift." Yan then allied with the state of Wei and won over the state of Zhao. After that, they defeated the troops of the state of Qi.





## 卷三十一 燕 三

### 齐韩魏共攻燕

#### 【原文】

齐、韩、魏共攻燕，燕使太子请教于楚。楚王使景阳将而救之。暮舍，使左右司马各营壁地。已，植表。景阳怒，曰：“女所营者，水皆至，灭表。此焉可以舍！”乃令徙。明日，大雨，山水大出，所营者水皆灭表，军吏乃服。

于是遂不救燕，而攻魏雕丘，取之以与宋。三国惧，乃罢兵。魏军

#### 【今译】

齐国、韩国和魏国一起进攻燕国，燕国派太子到楚国请求援助，楚王派景阳率领军队进行营救。晚上宿营的时候，景阳让左右司马布置好各自的营地。已经树立起了标志。景阳发怒了，说：“你们所选择的营地，水都能漫过来，把标志毁坏掉。这些地方怎么能够宿营呢？”于是命令他们迁移了。第二天，下起了大雨，山洪大量流下来，在他们原本选择宿营的地方，水都把树立的标志毁掉了，官兵才表示佩服。

于是他们不去营救燕国，而是进攻魏国的雕丘，占领了它，把它送

**The Third Volume on Yan**

**Qi, Han and Wei Launched a Concerted Attack on Yan**

Allied forces consisting of the troops of the states of Qi, Han and Wei launched a concerted attack on the state of Yan. Yan sent the crown prince to the state of Chu to ask for reinforcements, and the king of Chu appointed Jing Yang to be Commander-in-Chief to command the troops to rescue Yan. In the evening, Jing Yang ordered the Left Sima (the title of a kind of high-ranking military officer in ancient China) and the Right Sima to prepare their respective encampments, and they each erected a mast to mark the places where they set up their tents. Jing Yang became angry and said, "The places you have chosen can be overrun by mountain torrents, and your masts will be damaged. Why have you set up your tents to spend the night here?" He then ordered them to move to another place. The next day, there were huge mountain torrents, and both the masts they had set up before were submerged. So the officers and men admired Jing Yang very much.

Then instead of rescuing the state of Yan, Jing Yang ordered his officers and men to attack the area of Yongqiu of the state of Wei, occupied it and presented this area to the state of Song (there must be a mistake in this sentence because the state of Song has already been ruined at that





### 【原文】

其西，齐军其东，楚军欲还，不可得也。景阳乃开西和门，昼以车骑，暮以烛见，通使于魏。齐师怪之，以为燕、楚与魏谋之，乃引兵而去。齐兵已去，魏失其与国，无与其击楚，乃夜遁。楚师乃还。

### 【今译】

给宋国、齐、韩、魏三国恐惧了，于是撤了兵。魏国军队驻扎在西边，齐国军队驻扎在东边，楚国军队想回国，却不能够。景阳就打开西和门，白天让车辆来来往往，晚上灯火通明，显示出跟魏国互通使节的样子。齐国军队对此感到奇怪，认为燕国、楚国跟魏国要图谋自己，于是撤兵而去。齐军撤走以后，魏国失掉了自己的盟国，不能跟它一起进攻楚军，于是连夜撤离。楚国军队这才回国。

## 张丑为质于燕

### 【原文】

张丑为质于燕，燕王欲杀之。走，且出境，境吏得丑。丑曰：“燕王所为将杀我者，人有言我有宝珠也，王欲得之。今我已亡之矣，而燕王不我信，今子且致我，我且言子之夺我珠而吞之，燕王必当杀子，劓子

### 【今译】

张丑在燕国做人质，燕王想杀了他，他逃跑了。就在准备出境的时候，守卫边境的官吏将他抓住了。张丑说：“燕王之所以想杀死我，是因为有人告诉他说我有一颗宝贵的珍珠，大王想得到珍珠。如今我已经把它丢了，但是燕王不相信我。今天你要是把我交到燕王那里去，我就说你夺了我的珍珠并把它吞到肚子里了。燕王一定会杀了你，剖开你



time). The three states—Qi, Han and Wei were afraid, and as a result, they ceased military action. The troops of the state of Wei were stationed west of Jing Yang's army, and those of Qi were stationed east of them. The troops of Chu wanted to return to their state, but that was not impossible. Jing Yang then ordered the western gate of his camp to be opened to let chariots in and out during the day, and lit it up at night to make others believe that he and the troops of Wei were exchanging messengers with each other. The troops of Qi were baffled and thought that the troops of Yan, Chu and Wei were scheming against them. So they retreated. After the troops of Qi left, those of Wei lost their ally and therefore could no longer launch attacks against the troops of Chu. As a result, they also retreated during the night. Then the troops of Chu returned to their state.

### **Zhang Chou Was Used as a Hostage in the State of Yan**

Once Zhang Chou was used as a hostage in the state of Yan. The king of Yan was going to kill him. He escaped. When he was about to cross the border, a border officer caught him. Zhang Chou said, "His Majesty wants to kill me because someone has told him that I have an extremely precious pearl. The king wants to obtain the pearl. However, I have lost it. But the king doesn't believe me. Now if you take me to the king, I will tell him that you have seized the pearl and swallowed it. Then the king will kill you, cut your belly open and slice off your intestines to look for the





### 【原文】

腹及于之肠矣！夫欲得之君不可说以利。吾要且死，子肠亦且寸绝！”  
境吏恐而赦之。

### 【今译】

的肚子和肠子。一个贪求宝物的君主，不可以说跟他放弃这个利益。我就要死了，你的肠子也要断了。”守卫边境的官吏很害怕，就把他放了。

## 燕王喜使栗腹以百金为赵孝成王寿

### 【原文】

燕王喜使栗腹以百金为赵孝成王寿，酒三日，反报曰：“赵民其壮者皆死于长平，其孤未壮，可伐也。”王乃召昌国君乐间而问曰：“何如？”对曰：“赵，四达之国也，其民皆习于兵，不可与战。”王曰：“吾以倍攻之，可乎？”曰：“不可。”曰：“以三，可乎？”曰：“不可。”王大怒。左右皆以为赵可伐，遽起六十万以攻赵；令栗腹以四十万攻郾，使庆秦以二十万攻代。

### 【今译】

燕王喜派栗腹用一百镒黄金为赵孝成王祝寿，喝了三天酒，回来报告说：“赵国百姓中强壮的都在长平战役中丧生，他们的孤儿还没有长大成人，可以进攻赵国。”于是燕王召见昌国君乐间并问他：“你认为怎么样？”乐间回答说：“赵国是个四通八达的国家，那里的百姓都通晓用兵，不能跟它交战。”燕王说：“我用两倍的兵力进攻它，可以吗？”乐间说：“不可以。”燕王问：“用三倍的兵力，可以吗？”乐间说：“不可以。”燕王十分生气。旁边的人都说可以进攻赵国，于是起兵六十万进攻赵国。



pearl. You will not persuade such a covetous sovereign to stop seeking such a precious pearl. I will die. And your intestines will be sliced off too." The border officer was terrified by his words, so he set him free.

**Xi, Yan's King, Sent Li Fu to Present One Hundred *yi* of Gold to King Xiaocheng of Zhao to Wish Him Longevity**

Xi, the king of the state of Yan, sent Li Fu to present a hundred *yi* of gold to King Xiaocheng of the state of Zhao to wish him longevity. Li Fu stayed three days there drinking. Then he returned to report his work to the king of Yan and said, "In the state of Zhao, all the fit men lost their lives during the war in Changping. And their children are still not yet mature, so we can attack the state of Zhao." The king then called in Yue Jian, also known as Lord Changguo, told him about this and asked, "Can we launch an attack against the state of Zhao? What do you think?" Yue Jian replied, "The state of Zhao can access other states in all directions. Moreover, the people there are familiar with tactics. We should not engage in a war with it." The king asked, "Compared to its military forces, I can send twice the number of officers and men to attack it. What do you think of that?" Yue Jian said, "We cannot defeat it." The king asked, "How about sending three times more officers and men?" Yue Jian said, "We cannot defeat it." The king became very angry. All the people close to the king believed that they could launch an attack on the state of Zhao, so the king dispatched

### 【原文】

赵使廉颇以八万遇栗腹于鄲，使乐乘以五万遇庆秦于代。燕人大败，乐间入赵。

燕王以书且谢焉，曰：“寡人不佞，不能奉顺君意，故君捐国而去，则寡人之不肖明矣！敢端其愿，而君不肯听，故使使者陈愚意，君试论之。语曰：‘仁不轻绝，智不轻怨。’君之于先王也，世之所明知也。寡人望有非则君掩盖之，不虞君之明罪之也；望有过则君教诲之，不虞君之明罪之也！且寡人之罪，国人莫不知，天下莫不闻。君微出明怨以弃寡人，寡人必有罪矣。虽然，恐君之未尽厚也！谚曰：‘厚者不毁人以自益也，

### 【今译】

命令栗腹率领四十万军队进攻鄲，派庆秦率领二十万进攻代。赵国派廉颇率领八万军队到鄲都抵御栗腹，派乐乘率领五万军队到代地抵御庆秦。燕国军队被重重地挫败，乐间来到了赵国。

燕王写了一封信向他道歉，说：“我很无能，不能顺应您的意愿，所以您离开了我国，那我的不肖就是明摆着的了！我试图大着胆子诉说我的心愿，而您却不肯听，所以派使者陈说我的意思，您试着评论一下。有句话说：‘仁人不轻易跟别人断绝关系，智者不轻易怨恨别人。’您跟先王之间的关系，是世人都清楚地知道的。我希望自己有不对的地方您能帮我掩盖一下，没想到您公开地怪罪我；希望有了过错您能教诲我，没想到您公开地怪罪我！再说我犯下的错误，国内的人没有不知道的，天下人没有不听说的。您暗中出走，表明自己的怨恨来抛弃我，我一定是有了罪了。尽管如此，我恐怕您没有完全做到厚道啊。俗话说：



six hundred thousand soldiers to attack Zhao. He ordered Li Fu to command four hundred thousand soldiers to attack the city of Hao, and ordered Qing Qin to command two hundred thousand to attack the region of Dai. The king of Zhao sent Lian Po to command eighty thousand soldiers to confront Li Fu in Hao, and sent Yue Cheng to command fifty thousand to confront Qing Qin in Dai. The troops of Yan were badly defeated and Yue Jian went to the state of Zhao.

The king of the state of Yan sent Yue Jian a letter to apologize to him. The letter stated, "I was so unworthy that I didn't take your advice, and as a result, you have left me. Thus my unworthy nature becomes crystal-clear. I wanted to explain my feelings to you face to face, but you would not listen to me. Hence, I send a messenger here to express my wishes to you. Please weigh up the matter yourself. A saying says, 'A benevolent person would not easily cut his relations with others. A wise person would not easily bear a grudge towards others.' The relationship between you and our deceased king is well known to people all over the world. I wish that you would ignore my shortcomings. I did not expect that you had made my mistakes obvious to others. I wish that you would correct my misconduct for me. I did not expect that you had made my errors apparent to others. Moreover, my mistake has been known to all the people in our state, and people all over the world have also heard about it. You have left our state secretly and then openly revealed your enmity towards me and thus discarded me. Certainly I have committed some sins. Life is like that. I am afraid that you



### 【原文】

仁者不危人以要名。’以故掩人之邪者，厚人之行也；救人之过者，仁者之道也。世有掩寡人之邪，救寡人之过，非君心所望之？今君厚受位于先王以成尊，轻弃寡人以快心，则掩邪救过，难得于君矣！且世有博于故厚施，行有失而故惠用。今使寡人任不肖之罪，而君有失厚之累，于为君择之也，无所取之。国之有封疆，犹家之有垣墙，所以合好掩恶也。室不能相和，出语邻家，未为通计也；怨恶未见而明弃之，未尽厚也。寡人虽不肖乎，未如殷纣之乱也；君虽不得意乎，未如商容、箕子之累也。

### 【今译】

‘厚道的人不会损害别人来为自己谋取私利，仁惠的人不会给别人制造危险来为自己博得声名。’所以掩盖别人的邪恶，是厚道的人的行为；补救别人的过失，是仁者的准则。世人有掩盖我的邪恶、补救我的过失的，难道不是您心中所希望的吗？您看重从先王那里接受爵位来成就自己的尊威，轻易抛弃我来感到快意，那就难以让您来掩盖我的邪恶、补救我的过失了。再说世间有厚薄，所以施与有差别；行为有得失，所以都有忧患。假如让我背负不肖的罪名，而您担着有失厚道的缺憾，为您作个选择的话，这么做就是不可取的。国家有边界，如同家中有墙垣一般，是为了成就好事、掩盖丑行的。家中的成员不和睦相处，出来告诉邻居，不是一个好办法啊。怨恨、恶意没有显现出来就公开地抛弃了我，不能算是十分厚道。我尽管不肖，还不如商纣那样昏乱啊；您虽然

are not a person of perfect tolerance. There is a saying which says, 'A tolerant person would not cause damage to others to benefit himself. A benevolent person would not pose a threat to others and gain fame for himself.' Hence, covering up other's evil doings is the behaviour of a tolerant person. Remedying others' errors is the principle of a benevolent person. Don't you wish that there were some people covering up my errors as well as remedying my mistakes in the world? You were appointed to an influential position by our deceased king and therefore gained power for yourself. However, now you have wantonly discarded me to make yourself feel good. So it is difficult for you to cover up my evil and remedy my errors. In our world, some people are bestowed more, some less, so a sovereign should provide various benefit for various people. All actions can bring about some advantages as well as disadvantages, so some people always have problems. Now I am bearing the imputation of being unworthy, and your reputation is also harmed because you are not of perfect tolerance. For you, I don't think this is a right decision. Every state has its own borders, and every home has its own walls to maintain good relations among people or family members as well as cover up their shortcomings. If a family cannot live in harmony, they will never have the right to criticize their neighbours about things. I did not express any hatred or bitterness towards you, but you left me openly, this shows that you are not of perfect tolerance. Although I am unworthy, I am still not as tyrannical as Zhou of the Shang Dynasty used to be. Although you are not happy with me,



### 【原文】

然则不内盖寡人而明怨于外，恐其适足以伤于高而薄于行也！非然也？苟可以明君之义，成君之高，虽任恶名，不难受也。本欲以为明寡人之薄，而君不得厚；扬寡人之辱，而君不得荣。此一举而两失也！义者不亏人以自益，况伤人以自损乎？愿君无以寡人不肖，累往事之美。昔者，柳下惠吏于鲁，三黜而不去。或谓之曰：‘可以去。’柳下惠曰：‘苟与人之异，恶往而不黜乎？犹且黜乎，宁于故国尔！’柳下惠不以三黜自累，故前业不忘；不以去为心，故远近无议。今寡人之罪，国人未知，而

### 【今译】

不得意，还没有像商容、箕子那样受罪。然而您不留在国内掩盖我的过错，却明白地在国外彰显对我的怨恨，我担心这么做恰恰会伤害您的高义并且有损于您的美行啊！难道不是这样吗？如果可以彰明您的大义、成就您的高行，尽管背负着一个丑恶的名声，也不感到难受啊。本来打算彰显我的薄情，您却不能因此而厚道；宣扬我的耻辱，您却不能因此而荣耀。这是一举而两失的做法啊。讲义气的人不会损人利己，何况损人而不利己呢。希望您不要因为我不肖，就伤害过去一些美好的事情。从前，柳下惠在鲁国做官，三次被罢免都不离开鲁国。有人对他说：‘可以走了。’柳下惠说：‘如果自己的政见跟别人不同，走到哪里不会被罢免呢？反正都是被罢免，宁肯呆在故国了。’柳下惠不因为三次被罢免就自我牵制，所以他以前的业绩没有被人遗忘；心中不作离去的打算，所以远近都没有人非议。现在我的罪过，国内的人还没有知



you still have not suffered so much as Shang Rong and Jizi did. However, instead of choosing to stay in our state to cover up my shortcomings, you openly expressed your bitterness towards me outside our state. I am afraid that your conduct will eventually damage your excellent reputation. Don't you agree? If doing so really could make your righteousness clear to all and help you gain a high reputation, I would not regret it although I might bear a notorious reputation myself. However, I think you cannot improve your morality by exposing my unworthiness to everybody. Nor can you gain a high reputation by revealing my mistakes. On the contrary, it will make the two of us mutually damaged. A righteous person will not benefit himself by causing damage to others, but will harm himself by posing a threat to others. I hope that you will not harm the happy feelings accumulated during the good old days because I am unworthy. Once Liuxia Hui was employed by the government of the state of Lu. He had been dismissed from office three times, but he refused to leave Lu for any other state. Someone told him that he should leave Lu. Liuxia Hui said, 'If I uphold policies different to those held by others, don't you think I would be dismissed anywhere else? If I will be dismissed anyway, I would rather stay in my home state!' Liuxia Hui would not change his principle although he had been dismissed from office three times, so his previous achievements have been remembered. He would not leave his state for any reason, so nobody would slander him, from far or near. As for the mistake I made recently, people all over





### 【原文】

议寡人者遍天下。语曰：‘论不修心，议不累物，仁不轻绝，智不简功。’弃大功者，辍也；轻绝厚利者，怨也。辍而弃之，怨而累之，宜在远者，不望之乎君也！今以寡人无罪，君岂怨之乎？愿君捐怨，追惟先王，复以教寡人。意君曰‘余且慝心以成而过，不顾先王以明而恶’，使寡人进不得修功，退不得改过。君之所楠也，唯君图之！此寡人之愚意也，敬以书谒之。”

乐间、乐乘怨不用其计，二人卒留赵不报。

### 【今译】

晓，然而议论我的人已经遍布天下。有句话说：‘高论不有意伪饰，高议不伤害外物，仁人不轻易地跟人绝交，有智慧者不放弃功业。’放弃大的功业的人会使自己的事业停滞不前，轻易抛弃丰厚的利益会使人产生怨恨。中止并放弃大的功业，使人怨恨自己，应该是遥远的事情，不该发生在您身上啊！假如说我没有罪过，您还会怨恨我吗？希望您抛开心中的怨恨，追忆先王对您的优待，重新来教导我。我猜测您可能会说：‘我将自己感到心中快意来促成你的过错，不顾念先王来彰显您的罪恶。’使我进不能建立功业，退不能改正过错。决策权掌握在您自己手里，希望您考虑一下。这是我愚蠢的心意。敬献上书信告知您。”

乐间、乐乘怨恨燕王没有采纳他们的建议，两个人最终留在赵国并且没有回复。



the world have spread it even before it became known in our own state. A saying says, 'An excellent argument should not be expressed against the advocator's own will. A useful evaluation should not be harmful to the object. A benevolent person would never easily cut his relations with others. And a wise person would never give up halfway in accomplishing great achievements.' A person giving up halfway will stop making great contributions, and a person discarding generous profit will be hated by others. Anyway, I do not expect you to give up halfway and bear bitter feelings towards me at the same time, because I believe such conduct can only be committed by people opposed to me! Suppose I were innocent, would you still be bitter towards me? I hope that you can remove your enmity, recall the favours our deceased king did previously, and return to instruct me again. I guess you might say, 'I feel well to witness you committing mistakes, and I will make your mistakes clear to all despite the favours done to me by our deceased king.' Thus you will put me in such a dilemma that I can neither improve myself by accomplishing further achievements, nor can I remedy my previous mistakes. It is up to you to make a decision, and I hope you will think about it carefully. With my reverence to you, I have expressed my feelings in this letter."

Yue Jian and Yue Cheng were still bitter towards him because he had not taken their advice. So they stayed in the state of Zhao and did not reply to him.



## 秦并赵北向迎燕

### 【原文】

秦并赵，北向迎燕。燕王闻之，使人贺秦王。

使者过赵，赵王系之。使者曰：“秦、赵为一，而天下服矣。之所以受命于赵者，为秦也。今臣使秦而赵系之，是秦、赵有郡。秦、赵有郡，天下必不服，而燕不受命矣。且臣之使秦，无妨于赵之伐燕也。”赵王以为然而遣之。

使者见秦王，曰：“燕王窃闻秦并赵，燕王使使者贺千金。”秦王曰：“夫燕无道，吾使赵有之，子何贺？”使者曰：“臣闻全赵之时，南邻为秦，

### 【今译】

秦国联合赵国，向北进攻燕国。燕王听说了此事，派人向秦王表示祝贺。

使者路过赵国，赵王拘留了他。使者说：“秦国和赵国联合起来，天下各国都服从了。燕国之所以听从赵国的命令，是为了秦国。现在我出使秦国而赵国拘留了我，这说明秦国和赵国之间有矛盾。秦国和赵国之间有矛盾，天下各国就一定不会服从，而且燕国也不会执行命令。再说我出使秦国，对于赵国进攻燕国并没有什么妨碍啊。”赵王认为他说得有道理，就放他走了。

使者谒见秦王，说：“燕王私下里听说秦国和赵国联合起来了，派我来献上一千镒黄金表示祝贺。”秦王说：“燕国无道，我让赵国占领它，你为什么表示祝贺？”使者说：“我听说赵国处于全盛时期的时候，南面跟



### **Qin United with Zhao to Attack Yan in the North**

The state of Qin united with the state of Zhao to attack the state of Yan in the north. When the king of Yan heard of this, he sent someone to say congratulations to the king of the state of Qin.

As the emissary passed by the state of Zhao, the king of Zhao had him detained. The emissary said, "If the state of Qin and the state of Zhao build an alliance with each other, other states in the world will submit to you. Our state carries out the orders issued by your state on behalf of the state of Qin. Now I am on my way to the state of Qin on a diplomatic mission and you have detained me. This means that the state of Qin and the state of Zhao are at odds with each other. In this case, other states in the world will definitely not submit to you, nor will our state continue to carry out your orders. Moreover, my visit to the state of Qin will cause no damage to your state's aggression against the state of Yan at all." The king of Zhao thought the emissary was right, so he let him go.

The emissary went to see the king of the state of Qin and said, "The king of our state has secretly heard that your state and the state of Zhao have made an alliance with each other, so he sent me here to present you with one thousand *yi* of gold to celebrate it." The king of Qin said, "The king of the state of Yan is unworthy, so I ordered the state of Zhao to occupy Yan. Why are you congratulating me for that?" The



### 【原文】

北下曲阳为燕，赵广三百里，而与秦相距五十余年矣。所以不能反胜秦者，国小而地无所取。今王使赵北并燕，燕、赵同力，必不复受于秦矣！臣切为王患之。”

秦王以为然，起兵而救燕。

### 【今译】

秦国为邻，北面的下曲阳跟燕国接壤，赵国的领土扩展了三百里，而跟秦国相抗衡有五十多年了。之所以不能反过来战胜秦国，是因为国家小而且没有办法夺取土地。现在大王让赵国向北吞并燕国，燕国和赵国协力，一定不会继续听从秦国的命令了。我私下为大王感到担忧啊。”

秦王认为他说得有道理，就起兵营救燕国。

## 燕太子丹质于秦亡归

### 【原文】

燕太子丹质于秦，亡归。见秦且灭六国，兵以临易水，恐其祸至。太子丹患之，谓其太傅鞠武曰：“燕、秦不两立，愿太傅幸而图之！”武对曰：“秦地遍天下，威胁韩、魏、赵氏，则易水以北，未有所定也。奈何以

### 【今译】

燕国的太子丹在秦国做人质，他逃亡回国，发现秦国即将灭掉其他六个国家，秦军已经逼近易水。害怕灾祸会降临到自己的国家，太子丹忧心忡忡，对他的大傅鞠武说：“秦国和燕国不能共存，希望太傅谋划这件事！”鞠武回答说：“秦国的土地遍布天下，威胁到韩国、魏国和赵国，



emissary said, "I heard that at the time when the power of the state of Zhao reached its zenith, it was adjacent to the state of Qin in the south, and its northern border area—the Lower Quyang was adjacent to the state of Yan. Zhao enlarged its territory by three hundred square *li*, and thus it has contended with your state for more than fifty years. The reason that Zhao has not defeated Qin lies in the fact that it is a small state and is unable to enlarge its territory further. Now you are ordering Zhao to annex Yan in the north. Therefore, Zhao will be strengthened with the power of Yan, and as a result, it will no longer carry out your orders. I personally worry about that for you."

The king of Qin thought the emissary's argument was reasonable, so he dispatched troops to the north to rescue Yan.

### The Crown Prince of Yan Stayed in Qin as a Hostage

When Dan, the crown prince of the state of Yan, was in the state of Qin as a hostage, he fled back to the state of Yan. He realized that the state of Qin was about to destroy all the six states still in existence, because its troops had approached the Yishui River. He feared that his own state might soon be in severe trouble, and worried about the critical situation. Then he had a talk with his Grand Tutor—Ju Wu and said, "Our state and the state of Qin are at daggers drawn. I hope that you can scheme against it." Ju Wu replied, "The territory of the state of Qin have reach



### 【原文】

见陵之怨，欲批其逆鳞哉？”太子曰：“然则何由？”太傅曰：“请人，图之。”

居之有间，樊将军亡秦之燕，太子存之。太傅鞠武谏曰：“不可！夫秦王之暴而积怨于燕，足为难心，又况闻樊将军之在乎？是以委肉当饿虎之蹊，祸必不振矣！虽有管、晏，不能为谋。愿太子急遣樊将军入匈奴以天口。请西约三晋，南连齐、楚，北讲于单于，然后乃可图也。”太子丹曰：“太傅之计，旷日弥久，心惛然，恐不能须臾。且非独于此也。夫樊将军困穷于天下，归身于丹，丹终不迫于强秦，而弃所哀怜之交置之仇奴，是丹命固卒之时也。愿太傅更虑之。”鞠武曰：“燕有田光先生者，

### 【今译】

这么说来，燕东以北的地区落到谁手里还不一定。为什么一发觉受了欺凌，就想跟它决斗呢？”太子说：“那该怎么办？”太傅说：“请让我图谋对付秦国吧。”

过了一段时间，樊於期将军从秦国逃亡到了燕国，太子接纳了他。太傅鞠武进谏说：“不行！凭秦王的残暴和对燕国的怨恨，就足以让在们惊心了，更何况听说樊将军在这里呢。这无异是把肉堆放在一只饿虎必经的道路上，灾祸一定是不能补救的。即使有管仲、晏婴，也不能想出好的对策。希望太子赶紧把樊将军打发到匈奴，来消除秦国进攻我们的借口。请向西跟韩、赵、魏三国结盟，向南跟齐国和楚国联合，向北跟单于结好，然后才可以图谋秦国。”太子丹说：“太傅的计策旷日持久，我心里糊涂，恐怕不能在短时间内做到。而且不仅仅是这一件事，樊将军在天下陷入穷途末路，投靠到我这里，我终究不能受到强大的秦国的胁迫，就把自己同情的朋友托付给匈奴，这就是到了我的性命各道险关



everywhere in the world, and it poses a threat to states of Han, Wei and Zhao. It is not clear which state will take over the region north of the Yishui River. Why do you want to scheme against the state of Qin just because we were once overrun by it?" The crown prince asked, "What shall I do then?" The Grand Tutor said, "Please let me think about it."

After some time, General Fan Yuqi fled to the state of Yan from the state of Qin, and the crown prince accepted him. Grand Tutor Ju Wu remonstrated with the crown prince and said, "You should not allow him to stay in our state. The king of Qin is brutal, and he has been hostile towards our state. He must be very vexed with us. Can you imagine how he will react when he hears that General Fan is here? It is like putting some meat in the way of a hungry tiger. You will certainly trigger off trouble beyond redemption. Even if Guan Zhong and Yan Ying came back to life, they could not do anything about it. I hope that you can send General Fan to the Xiongnu People immediately and by so doing avoid Qin's aggression against us. You should ally with the three states—Han, Zhao and Wei in the west, the states of Qi and Chu in the south, as well as King Chanyu in the north. Then we will be able to confront the state of Qin." Dan, the crown prince, said, "Your strategy will take a long time to fulfill. I am too muddle-headed to wait till then, but that's not the only reason. As you know, General Fan is now at a world's end, and he has been forced to take refuge in my home. I cannot transfer this poor friend of mine to the Xiongnu People even under the threat posed by the powerful Qin. It is time to face





### 【原文】

其智深，其勇沉，可与之谋也。”太子曰：“愿因太傅交于田先生，可乎？”鞠武曰：“敬诺。”出见田光，道太子曰：“愿图国事于先生。”田光曰：“敬奉教。”乃造焉。

太子跪而逢迎，却行为道，跪而拂席。田先生坐定，左右无人，太子避席而请曰：“燕、秦不两立，愿先生留意也！”田光曰：“臣闻骐骥盛壮之时，一日而驰千里。至其衰也，弩马先之。今太子闻光壮盛之时，不知吾精已销亡矣。虽然，光不敢以乏国事也。所善荆轲，可使也。”太子曰：“愿因先生得交于荆轲，可乎？”田光曰：“敬诺。”即起，趋出。太子送

### 【今译】

的时候了。希望太傅另外想一个办法。”鞠武说：“燕国有位田光先生；他很有智慧，也很沉着勇敢，可以跟他商量对策。”太子说：“希望您通过您跟田先生结交，可以吗？”鞠武说：“恭从命令。”出去拜见田光，对他表明太子的意思：“希望跟先生一起商讨国家大事。”田光说：“恭从命令。”于是来到太子那里。

太子跪在地上迎接他，转身为他带路，跪着为他擦拭履席。田先生坐好了，周围没有别人，太子离开自己的座位请教说：“燕国和秦国势不两立，希望先生留意啊。”田光说：“我听说骐骥盛年健壮的时候，一天就能奔驰一千里；等到它变老的时候，劣等的马也能跑到它前面。如今太子听说我盛壮时候的情形，不知道我的精力已经衰竭了。尽管如此，我不敢耽误了国家大事。我的好朋友荆轲，可以交给他处理。”太子问：“希望通过您跟荆轲结交，可以吗？”田光说：“恭从命令。”随即站起来，快步走了出去。太子送他到门口，说：“我所需很先生的，是国家大事，



my fate. Please draw another plan." Ju Wu said, "In our state, there is a person named Tian Guang. He is very intelligent, valorous as well as composed. We can plan with him." The crown prince said, "I want to befriend Mr Tian Guang through you. Is it possible?" Ju Wu said, "I will ensure that." So he went to visit Tian Guang and informed him of the crown prince's wish for planning important national affairs with him. Tian Guang said, "I will follow your instructions with respect." Then he went to visit the crown prince.

The crown prince knelt down to welcome him and showed him the way in person. Then he knelt down to clean the seat for Tian Guang. After Tian Guang sat down, they were alone together. The crown prince left his seat and came over to Tian Guang to ask for instructions. He said, "Our state and the state of Qin are at daggers drawn, and I hope that you pay attention to the critical situation." Tian Guang said, "I heard that when a swift horse is in the prime of life, it can cover a distance of one thousand *li* in a day. However, when it is old, even a horse of low quality can outrun it. You have heard stories of my life that took place when I was young, and have not realized that I have lost all my stamina. Although this is the reality, I dare not ignore the important affairs of our state. I have a good friend, whose name is Jing Ke, and we can allocate him this task." The crown prince said, "I hope that you can introduce Jing Ke to me. Is it possible?" Tian Guang said, "Of course. I will do so." He rose and left immediately. The crown prince accompanied him

【原文】

之至门，曰：“丹所报，先生所言者，国[之]大事也，愿先生勿泄也！”田光俯而笑，曰：“诺。”

倭行见荆轲，曰：“光与子相善，燕国莫不知。今太子闻光壮盛之时，不知丹形已不逮也，幸而数之曰：‘燕，秦不两立，愿先生留意也。’光窃不自外，言足下于太子，愿足下过太子于宫。”荆轲曰：“谨奉教。”田光曰：“光闻长者之行，不使人疑之。今太子约光曰：‘所言者，国之大事也，愿先生勿泄也。’是太子疑光也！夫为行使人疑之，非节侠士也。”遂自杀以激荆轲，曰：“愿足下急过太子，言光已死，明不言也。”遂自刭而死。

轲见太子，言田光已死，明不言也。太子再拜而跪，膝下行流涕，有

【今译】

希望先生不要泄露出去啊！”田光俯身笑了笑，说：“好的。”

他弓着腰前行去见荆轲，说：“我跟您是好朋友，燕国人没有不知道的。现在太子听说了我盛年时候的情形，不知道我的身体已经不行了，有幸听他教导我说：‘燕国和秦国势不两立，希望先生留意啊。’我私下里没有把您当作外人，就把您推荐给了太子，希望您到宫中去拜访太子。”荆轲说：“我恭谨地恭遵从您的教导。”田光说：“我听说有德行的人做事，不要让人对自己起疑心。太子告诫我说：‘我所说的是国家大事，希望先生不要泄露出去。’这表明太子怀疑我！为别人做事却使人怀疑自己，不是有气节的侠士。”想自杀来激励荆轲，说：“希望您赶紧去拜访太子，就说我已经死了，向他表明我没有泄露出去。”于是自杀了。

荆轲谒见太子，说田光已经死了，表明他没有泄露此事。太子拜了



to the gate and said, "What I have told you is very important to our state. I hope that you will not divulge it to others." Tian Guang bowed to him, smiled and said, "I won't."

Then despite his crookback, he went to visit Jing Ke on foot and said, "Everyone in the state of Yan knows that you and I are good friends. The crown prince has heard some stories of my life that happened when I was young, but does not realize that I am now an old person of no stamina. So he told me, 'Our state and the state of Qin are at daggers drawn, and I hope that you pay attention to it, sir.' Because of my close relationship with you, I recommended you to the crown prince, and I hope that you can pay a visit to him." Jing Ke said, "I will carefully follow your instructions." Tian Guang said, "I heard that when a man of virtue does something for another person, he will not make the latter feel sceptical towards him. The crown prince has enjoined me, 'This is an important plan which is crucial to our state, and I hope that you will not divulge it to others.'" This means that he is suspicious of me. If a person wishing to help others is doubted by his beneficiary, he should not be regarded as a knight-errant." Then Tian Guang planned to kill himself and to encourage Jing Ke, so he said, "Please visit the crown prince immediately and tell him that I am dead. Therefore, he will know that our plans will not be divulged in any case." Then he committed suicide.

Jing Ke went to see the crown prince and told him that Tian Guang had killed himself in order to prove that he would not divulge the plan. The crown prince bowed twice, knelt



### 【原文】

顷而后言曰：“丹所请田先生无言者，欲以成大事之谋。今田先生以死明不泄言，岂丹之心哉？”荆轲坐定，太子避席顿首曰：“田先生不知丹不肖，使得至前，愿有所道，此天所以哀燕不弃其孤也！今秦有贪饕之心，而欲不可足也。非尽天下之地，臣海内之王者，其意不履！今秦已虏韩王，尽纳其地，又举兵南伐楚，北临赵。王翦将数十万之众临漳、邺，而李信出太原、云中。赵不能支秦，必入臣，入臣则祸至燕。燕小弱，数困于兵，今计举国不足以当秦。诸侯服秦，莫敢合从。丹之私计，窃以为

### 【今译】

陛下，现在地上，泪水流到了膝盖，过了一会儿，说：“我之所以请求田先生不要泄露出去，是想谋划一件大事。如今田先生用自己的死来表明没有泄露我们的谈话，哪是我的本意呢！”荆轲坐下来，太子离开自己的座位，俯身行礼，说：“田先生不知道我不肖，来到我这里，想对我进行抚育，这是上天哀怜燕国而不抛弃我这个孤儿啊！如今秦国非常贪婪，欲望没有止境。除非占领天下所有的土地，让海内所有的君主臣服，否则他就不会感到满足。现在秦国已经俘虏了韩王，占有了他全部的土地，又派兵向南进攻楚国，向北逼近赵国。王翦率领几十万大军逼近漳、邺，而且李信出兵太原、云中。赵国不能抵御秦军，一定会投降秦国。投降了秦国，灾祸就降临到燕国了。燕国弱小，在军事上经常陷入困境，现在估计全国上下动员起来也不足以抵抗秦军。各国诸侯都屈服于秦国，没有敢于合纵的了。我私下里打算，认为如果能得到一个天下



down on the ground, and tears flowed down to his knees. After a while, he said, "I told Mr Tian not to divulge our secret because I want to carry out this great plan successfully. Now Mr Tian is telling me that he would not divulge it even at the cost of his own life. This is not in accordance with my original will!" After Jing Ke sat down, the crown prince left his own seat, bowed to him and said, "Mr Tian did not know that I am indeed unworthy, so he came here to give me some instructions. This shows Heaven's mercy towards our state. Though I am an orphan, I am not discarded by Heaven. Now the state of Qin is extremely covetous, and its greed can never be satisfied. The king of Qin will not stop invading other states until he has occupied all the territory under the sun and made all other sovereigns in the world succumb to him. Now the troops of Qin have captured the king of the state of Han, seized all its territory, and then they attacked the state of Chu in the south, as well as approached the state of Zhao in the north. Wang Jian has commanded hundreds of thousands soldiers to approach the regions of Zhang and Ye, and Li Xin has led troops to attack Taiyuan and Yunzhong. The state of Zhao is unable to confront the invading troops of Qin, so it will definitely yield to them. If this is the case, our state will be in danger. Our state is small and weak, and has been defeated many times before. Even if we mobilize people all over the state to fight the troops of Qin, we will not be able to stop them. All other states have submitted to Qin, and none of them dares practise Hezong. In my personal opinion, I think

### 【原文】

诚得天下之勇士，使于秦，寔以重利。秦王贪其贖，必得所愿矣。诚得劫秦王，使悉反诸侯之侵地，若曹沫之与齐桓公，则大善矣！则不可，因而刺杀之。彼大将擅兵于外，而内有大乱，则君臣相疑。以其间诸侯，诸侯得合从，其偿破秦必矣！此丹之上愿，而不知所以委命。唯荆卿能意焉。“久之，荆卿曰：“此国之大事，臣死且不避，恐不足任使。”太子前顿首，固请无让，然后许诺。于是尊荆轲为上卿，舍上舍，太子日日造问，供太牢异物，间进车骑美女，恣荆轲所欲，以顺适其意。

久之，荆卿未有行意。秦将王翦破赵，虏赵王，尽收其地，进兵北略

### 【今译】

勇士，让他出使秦国，用巨大的利益诱惑它，秦王贪图丰厚的礼金，就一定能够如愿了。如果真的能够胁迫秦王，让他归还从各国诸侯那里侵占来的土地，就像曹沫胁迫齐桓公那样，就太好了！如果不答应，就把荆轲牺牲。秦国的大将在外面带兵打仗，国内出现大乱，君臣之间一定会互相怀疑。将这个机会联合其他国家尽心合纵，就一定能够攻破秦国了。这是我最大的心愿，然而不知道谁委派谁来完成它。希望您留意啊。”过了很长时间，荆轲说：“这是国家大事，我的才智低下，恐怕不足以担当这个重任。”太子上前俯身行礼，坚决地请求他不要推辞，然后荆轲答应了。于是把荆轲尊为上卿，让他住在上等的宴会，太子天天亲自去问候他，供给他太牢等食物和其他珍贵罕见的物品，时时进献车马、美女，让荆轲随心所欲，来顺应他的意愿。

过了很长时间，荆轲还是没有要出发的意思。秦国大将王翦攻略



we should employ the bravest warrior under the sun and send him to Qin on a diplomatic mission to offer the king of Qin a huge amount of gold. If he is tempted by us, we can fulfill our wishes. It will be a great benefit to the world if we can really coerce the king of Qin into returning all the territory seized from other states just like Cao Mo did to Duke Huan of Qi before! If he rejects, the warrior can assassinate him. The Commanders-in-Chief of the state of Qin are commanding troops outside their state. If the state is in chaos, the sovereign and the subjects will become sceptical about each other. Then we can take occasion to ally with other states to build an alliance against Qin, and as a result, we can definitely defeat it. This is my greatest hope. However, I do not know whom I can entrust with this task. I only hope that you can attend to it." After a long time, Jing Ke said, "This is a very important task which is crucial to our state. I am incapable and not qualified for performing such a great task." The crown prince came up to him, bowed to him and insisted that he accept the task. So Jing Ke promised to do so. Then the crown prince conferred the rank of Shang Qing (referring to the highest rank offered to a court official in ancient China) on Jing Ke, and also provided him the best room. The crown prince went to check Jing Ke's well-being in person every day, served him various kinds of meat, valuable items, carriages, swift horses, as well as beautiful women. Jing Ke could do anything he wanted.

A long time had passed and Jing Ke still showed no sign of departing. General Wang Jian of the state of Qin conquered



【原文】

地，至燕南界。太子丹恐惧，乃请荆卿曰：“秦兵旦暮覆易水，则虽欲长侍足下，岂可得哉？”荆卿曰：“微太子言，臣愿得谒之。今行而无信，则秦未可亲也。夫今樊将军，秦王购之金千斤，邑万家，诚能得樊将军首与燕督亢之地图献秦王，秦王必说见臣，臣乃得有以报太子。”太子曰：“樊将军以穷困来归丹，丹不忍以己之私而伤长者之意，愿足下更虑之。”

荆轲知太子不忍，乃遂私见樊於期，曰：“秦之遇将军可谓深矣，父母宗族，皆为戮没。今闻购将军之首金千斤，邑万家，将奈何？”樊将军仰天太息流涕，曰：“吾每念，常痛于骨髓，顾计不知所出耳！”轲曰：“今

【今译】

赵国，俘虏赵王，占领赵国全部领土，向北进军侵略燕国土地，到达燕国南部边界。太子丹惊怒了，于是对荆轲说：“秦兵随时都会渡过易水，虽然我想长期侍候您，但怎么能做到呢？”荆轲说：“太子不说，我也很想谒见您。现在出行如果没有信物，那还是不能赢得秦国的信任啊。那樊於期将军，秦王出一千斤黄金，一个拥有一万户人家的城邑悬赏他。如果能得到樊於期将军的头以及燕国督亢地区的地图，献给秦王，秦王一定高兴见我，这样我才能报答太子。”太子说：“樊将军在穷途末路的时候来投靠我，我不忍心因为自己的私情而伤害了有德行的人的心意，希望您再想别的办法。”

荆轲知道太子不忍心这么做，就私自去见樊於期，说：“秦国对待您可以说够狠毒的了，父母和宗族都被杀死了。如今我听说它悬赏一千万黄金，一座拥有一万户人家的城邑来求您的脑袋，您将怎么办？”樊於期仰天长叹，流着眼泪说：“我每天想到这里，经常感到痛彻骨髓，就是想



the state of Zhao, captured the king, seized all the territory of Zhao, and then marched towards the north to occupy more land and reached the southern border of the state of Yan. Crown Prince Dan was frightened. So he went to talk with Jing Ke and said, "The troops of Qin will cross the Yishui River at any time. Although I want to treat you well for ever, but it is not possible." Jing Ke said, "Even if you had not come here to tell me about this, I was thinking of going to see you. If I go to the state of Qin without any important and valuable tokens of trust, I cannot win it over. Speaking of General Fan, the king of Qin is now offering a reward of one thousand *jin* of gold along with a county with ten thousand families for his head. If I can obtain his head along with the map of the area of Dukang (referring to ceding Dukang to Qin) and present them to the king of Qin, he will definitely be glad to grant an interview to me. Then I can perform the task for you." The crown prince said, "Well, General Fan came to me to take refuge here when he was at a complete loss. I can't contemplate harming him for my own sake. I hope that you can think of another plan."

Jing Ke knew that the crown prince could not contemplate killing Fan Yuqi, so he went to see Fan Yuqi in person and said, "The state of Qin has committed such sins against you. Both your parents and all the members of your clan were sentenced to death. I heard that it has offered a reward of one thousand *jin* of gold along with a county with ten thousand families for your head. What will you do?" General Fan looked up towards the sky and groaned, and



### 【原文】

有一言，可以解燕国之患，而报将军之仇者，何如？”樊於期乃前曰：“为之奈何？”荆轲曰：“愿得将军之首以献秦，秦王必喜而善见臣。臣左手把其袖，而右手持匕首刺其胸，然则将军之仇报，而燕国见陵之耻除矣！将军岂有意乎？”樊於期偏袒扼腕而进曰：“此臣日夜切齿拊心也，乃今得闻教！”遂自刎。太子闻之，驰往，伏尸而哭，极哀。既已，无可奈何，乃遂收盛樊於期之首，函封之。

于是太子预求天下之利匕首，得赵人徐夫入之匕首，取之黄金，使工以药淬之，以试人，血濡缕，人无不立死者，乃为装遣荆轲。燕国拜

### 【今译】

不出有什么办法啊！”荆轲说：“我有一句话，可以为燕国解围，并且为您报仇，怎么样？”樊於期上前说：“怎么办呢？”荆轲说：“我想得到您的脑袋献给秦王，秦王一定会高兴而且见面的时候会善待我。我用左手抓住他的衣袖，用右手刺他的胸膛，这样一来，您的仇就报了，而且燕国受的欺压也可以昭雪了。您有意这么做吗？”樊於期露出半个上身，用左手抓住右手手腕，走上前说：“这是我日夜感到切齿痛心的，今天才得到教导。”于是自杀了。太子听说了这件事，飞跑过来，趴在尸体上痛哭，极其悲哀。既然已经发生了，也没有什么办法，就收拾起樊於期的头，把它封存起来。

于是太子求助天下锋利的匕首，得到赵国徐夫人的匕首，花一百两黄金购买下来，让工匠在上面蘸了毒药。用来在人身上做试验，只要出一丁点儿血，没有人不立即死亡的。于是荆轲准备行装，派他出发。



with tears streaming down his face, he said, "I feel the deepest grief every time I think of it. But I do not know what I can do!" Jing Ke said, "I have a suggestion, and if you follow it, you can remove the trouble faced by the state of Yan as well as exact revenge upon Qin. Will you listen to me?" Fan Yuqi came over to Jing Ke and asked him, "What shall we do then?" Jing Ke said, "I want to obtain your head and then present it to the king of Qin. Thus he will be very glad and therefore will agree to grant me an interview. Then I will grasp his sleeves with my left hand, and at the same time stab him in the chest with my right hand. Thus I can take revenge both for you and for the insult suffered previously by the state of Yan. Do you want me to do this?" Showing half of his chest and firmly grasping the right wrist with his left hand, Fan Yuqi came over to Jing Ke and said, "I feel the deepest grief day and night, and now I know what we can do about it." Then he committed suicide. When the crown prince heard this, he ran to the spot, threw himself on the corpse and wept. He was very sad. However, since the tragedy had happened, there was nothing to do about it. So the crown prince picked up Fan Yuqi's head, put it in a small box and sealed it.

Then the crown prince started to look for the sharpest dagger under the sun. He found the dagger of Xu Furen, a man from the state of Zhao, offered him a hundred yi of gold for the dagger, and then asked a craftsman to dip it into poisonous water. Then he tested the dagger. Whoever was cut by it would die on the spot. Then he had Jing Ke's



### 【原文】

勇士荆武阳，年十二，杀人，人不敢与忤视。乃令秦武阳为副。荆轲有所待，欲与俱，其人居远未来，而为留待。顷之未发，太子迟之，疑其有改悔，乃复请之曰：“日以尽矣，荆卿岂无意哉？丹请先遣秦武阳。”荆轲怒，叱太子曰：“今日往而不反者，竖子也！今提一匕首，人不测之强秦，仆所以留者，待吾客与俱。今太子迟之，请辞决矣！”遂发。

太子及宾客知其事者，皆白衣冠以送之。至易水上，既祖，取道。高渐离击筑，荆轲和而歌，为变徵之声，士皆垂泪涕泣。又前而为歌曰：“风萧萧兮易水寒，壮士一去兮不复还！”复为慷慨羽声，士皆瞋目，发尽

### 【今译】

燕国有个勇士叫秦武阳，十二岁，杀过人，人们不敢跟他对视。于是命令秦武阳做荆轲的副手。荆轲有个帮手，愿意跟他一起去，那人离得远，还没有到来，就留下来等待他。过了一段时间，还没有出发。太子认为他动作太慢了，怀疑他改变主意了，于是又去催促他，说：“时候已经到了，您难道不打算去了吗？请让我先派秦武阳出发吧。”荆轲愤怒了，斥责太子道：“让我到秦国去而不能活着回来的，是你这个小子啊！我提着一把匕首，去到不可测的强大的秦国，我之所以留下来，是等待客人跟我一起出发啊。如今太子认为我动作太慢了，现在就请求辞别了。”于是出发了。

太子和知道这件事的宾客都穿着白色的衣服，戴着白色的帽子为荆轲送行。到了易水岸边，进行祭奠后，荆轲就上路了。高渐离敲击着筑，荆轲和着音乐唱着歌，弹奏变徵调，士人们都涕泪交流。荆轲又上前歌唱道：“风萧萧兮易水寒，壮士一去兮不复还！”重新弹奏起慷慨悲



carriage and luggage prepared, and was ready to send him to Qin. In the state of Yan, there was a warrior named Qin Wuyang. When he was only twelve years old, he killed another person, and people did not dare look at him directly in the eye. So the crown prince appointed Qin Wuyang to be Jing Ke's assistant. Jing Ke had an assistant, who wanted to go to Qin together with him but lived in a place far away, so Jing Ke had to wait for him. After some time, he still did not leave for Qin. The crown prince thought he was too slow, and doubted that he might have changed his mind, so he went to urge him again and said, "Our time is running out. Do you really want to do this? If not, I will send Qin Wuyang there first." Jing Ke was vexed, and he scolded the crown prince, "Boy, it was you that told me to take the risk of losing my life to accept this extremely difficult task! Now I am going to enter the incredibly powerful Qin armed only with a dagger. I have delayed the trip only because I am waiting for my guest. If you think I am too slow, I will leave right away!" So he left for Qin.

The crown prince and other guests knowing this plan dressed in white to see Jing Ke off. When they arrived at the Yishui River, they held a ritual to inform the ancestors, and then Jing Ke left. Gao Jianli played the Zhu (the name of a musical instrument) and Jing Ke sang to the music. When the tune of Bianzhi was played, everyone was in tears. Jing Ke moved a few steps forward and sang, "The wind is rustling, and the water of the Yishui River is cold. A warrior is leaving and will never have the chance to come back!" When the



### 【原文】

上指冠。于是荆轲遂就车而去，终已不顾。

既至秦，持千金之资币物，厚遗秦王宠臣中庶子蒙嘉。蒙为先言于秦王曰：“燕王诚振畏慕大王之威，不敢兴兵以拒大王，愿举国为内臣。比诸侯之列，给贡职如郡县，而得奉守先王之宗庙。恐俱不敢自陈，谨斩樊於期头，及献燕之督亢之地图，函封，燕王拜送于庭，使使以闻大王。唯大王命之。”

秦王闻之，大喜。乃朝服，设九宾，见燕使者咸阳宫。荆轲奉樊於期头函，而秦武阳奉地图匣，以次进至陛下。秦武阳色变振恐，群臣皆

### 【今译】

昂的羽声，士人们都瞪大了眼睛，头度向上直指，把帽子都顶起来。于是荆轲乘车离去，最终没有再回头望一眼。

荆轲来到秦国以后，用一千斤黄金和其他礼物重重地贿赂秦王的宠臣中庶子蒙嘉，蒙嘉先为他对秦王说：“燕国果真害怕大王的威风，不敢起兵对抗大王，希望自己整个国家都做秦国的内臣，跟其他诸侯一样，如同一个郡县一般进贡，只求能继续奉行祖庙的祭祀。因为恐惧而不敢自己表达这个心愿，谨慎地砍下樊於期的头，并且献上燕国督亢地区的地图，密封好了。燕王在朝廷上行礼送行，派使者来禀报大王。一切听从大王吩咐。”

秦王听说此事，非常高兴。于是上朝，按照九宾的礼节，在咸阳宫接见燕国的使者。荆轲捧着樊於期的头和书信，秦武阳捧着盛地图的盒子，按着次序进献给秦王。秦武阳吓得改变了脸色，身子发抖，群臣





vehement tune of Yu was played, everyone's eyes became wide open, and their hair bristled with anger propping up their hats. Then Jing Ke got in the carriage and left, without taking a look back at them again.

After Jing Ke arrived in the state of Qin, he bribed Meng Jia, one of the Zhongshuzi (referring to a kind of rank conferred on court officials), who was a beloved court official of the king of Qin, with much gold and other treasures he had taken with him. On behalf of Jing Ke, Meng Jia had a talk with the king of Qin in advance and said, "The king of the state of Yan really admires your power, so he does not dare mobilize his troops to challenge you. Therefore, he wants to express his wish of regarding himself as *one of your court officials like other states' sovereigns* have done. He will also provide offerings to you like other countries do as long as you allow him to continue holding ceremonies to worship his ancestors at the ancestral temple. He did not dare express this in person, so he killed Fan Yuqi and sent messengers here with the map of the area of Dukang. He had these things sealed and went to the court to see the messengers off, and ordered them to inform you about it. They are ready to carry out your orders."

When the king of Qin heard this, he was very happy. Then he held court to receive the messengers from Yan according to the rituals described as Jiu Bin at the Xianyang Palace. Jing Ke carried the head of Fan Yuqi, and Qin Wuyang held the box which contained the map. They presented these to the king by turns. Qin Wuyang's

【原文】

之。荆轲顾笑武阳，前为谢曰：“北蛮夷之鄙人，未尝见天子，故振慄。愿大王少假借之，使毕使于前。”秦王谓轲曰：“起，取武阳所持图！”轲既取图奉之，发图，图穷而匕首见。因左手把秦王之袖，而右手持匕首揕抗之。未至身，秦王惊，自引而起，绝袖。拔剑，剑长，揜其室。时怨急，剑坚，故不可立拔。荆轲逐秦王，秦王还柱而走。群臣惊愕，卒起不意，尽失其度。而秦法，群臣侍殿上者，不得持尺兵。诸郎中执兵，皆陈殿下，非有诏不得上。方急时，不及召下兵，以故荆轲逐秦王，而卒惶急无以击轲，而乃以手共搏之。是时，侍医夏无且以其所奉药囊提轲，秦王

【今译】

都感到奇怪。荆轲回头笑秦武阳，上前道歉说：“北方少数民族地区的卑贱之人，从没有见过天子，所以吓得发抖。希望大王稍加宽恕，让我们上前完成使命。”秦王对荆轲说：“你起来，把秦武阳所拿的地图取来。”荆轲取了地图，用左手捧着它，打开地图，地图展开以后，露出了匕首。于是用左手抓住秦王的衣袖，用右手握着匕首行刺秦王。还没有刺到秦王身上，秦王惊怒了，自己站起身来，扯断了衣袖。抽出剑，剑长，不能完全从剑鞘里拔出。当时惊惶危急，剑被剑鞘牢牢套住，所以不能立即拔出来。荆轲追逐秦王，秦王绕着柱子跑，群臣震惊，出现了这种突发事件，都乱了章法。按照秦国的法律，在朝廷大殿上传奉的群臣不能携带任何兵器。诸位携带兵器的郎中都列队站在殿下，除非君主下令，不得上殿。秦王处在情急之下，来不及给下面的卫兵下令，因此荆轲追逐秦王，而群臣惊慌失措，没有用来回去荆轲的东西，于是就用手跟腿一起搏斗。这个时候，侍从的医生夏无且把他携带的药袋



countenance changed because of fear. The court officials wondered why. Jing Ke turned around, laughed at Qin Wuyang and apologized for him, "Look, this menial young man from the area of the northern minority people has never seen a Son of Heaven before, so he is trembling with fear. Your Majesty, please give a little patience to us and allow us to present these gifts to you." The king ordered Jing Ke, "You, rise and fetch the map held by Wuyang!" After Jing Ke fetched the map, he opened it, and the dagger appeared at the end of it. Then he grasped the king's sleeves with his left hand, and at the same time stabbed at the king's chest with the dagger held in his right hand. Before the dagger reached the king, the king was terrified. He stood up quickly and tore his sleeves. He tried to draw his sword, but it stuck firmly in the sheath. In this critical situation, he could not pull out the sword immediately as he wished. Jing Ke chased the king, and the king tried to run around a post. The court officials were too shocked to react positively to this event happening so suddenly, and they were all at a loss. According to the laws of the state of Qin, when court officials worked in the court hall, they were forbidden to carry weapons. The Lang Zhongs (referring to the rank of a kind of military officer in charge of safeguarding the king) who carried weapons were standing outside the hall. They were not allowed to enter the hall until ordered by the king. At that time, the king was in such a tense state that he couldn't issue an order to the officers. So, Jing Ke chased the king. The court officials did not have any weapons at hand, so they fought Jing Ke only with fists.

【原文】

之方还柱走，卒惶急不知所为。左右乃曰：“王负剑！王负剑！”遂拔以击荆轲，断其左股。荆轲废，乃引其匕首提秦王，不中，中柱。秦王复击轲，被八创。轲自知事不就，倚柱而笑，箕踞以骂曰：“事所以不成者，乃欲以生劫之，必得约契以报太子也。”左右既前斩荆轲，秦王目眩良久。而论功赏群臣及当坐者，各有差。而赐夏无且黄金二百镒，曰：“无且爱我，乃以药囊提轲也。”

于是秦大怒燕，益发兵诣赵，诏王翦军以伐燕，十月而拔燕蓟城。燕王喜、太子丹等皆率其精兵东保于辽东。秦将李信追击燕王，王急。

【今译】

子扔出去打荆轲，秦王还在绕着柱子跑，惊慌失措，不知道该怎么办。身边的人就说：“大王将剑背在身后拔出来！大王将剑背在身后拔出来！”于是秦王拔出剑砍向荆轲，砍断了他的左腿。荆轲残废了，就扔出匕首刺向秦王，没有击中，刺在了柱子上。秦王又砍荆轲，荆轲身上中了八处剑伤。荆轲自己知道事情不能成功了，倚着柱子大笑，把腿伸出坐在地上，骂道：“事情之所以没有成功，是因为想活捉他，一定要得到地契来回报太子啊。”秦王身边的人立即上前斩杀荆轲，秦王眼睛眩晕了很长时间。然后论功赏赐群臣以及处罚应当判罪的人，各人有不同的等级。赏赐给夏无且二百镒黄金，说：“无且爱我，才把药袋扔出来打荆轲。”

于是秦国非常生燕国的气，派出更多的兵到赵国，下令王翦率领军队进攻燕国，用十个月时间攻克了燕国的都城蓟。燕王喜和太子丹等都率领精良的部队向东守卫辽东。秦国将领李信追击燕王，燕王情急





Then, Xia Wuju, a medical doctor in the service of the king, threw his medicine bag at Jing Ke to beat him off. The king was still running around the post and did not know how to cope with such an event. The people around him said, "Your Majesty, put the sword on the back and then pull it out! Put the sword on the back and then pull it out!" Then the king pulled out the sword, stabbed Jing Ke and cut off his left thigh. Jing Ke was maimed, so he threw his dagger at the king. However, it missed him and hit the post. The king stabbed Jing Ke again and again until Jing Ke got eight wounds. Jing Ke realized that he would not survive. He leant upon the post, stretched his legs on the ground and cursed the king, "I failed because I wanted to capture you alive and then force you to return the land you occupied from us for our crown prince's sake." The people around the king then approached Jing Ke and killed him. The king felt dizzy for quite a long time. Then he rewarded those meritorious court officials according to their contributions in the fight as well as punishing those who should be condemned. Every individual was treated differently. He rewarded Xia Wuju with two hundred *yi* of gold and said, "Wuju loves me, so he used his medicine bag to repulse Jing Ke."

As a result, the king of Qin became very angry towards the state of Yan. He sent more troops to the state of Zhao and ordered General Wang Jian to lead them to attack the state of Yan. Ten months later, they seized the capital of Ji. Xi, the king of Yan, and the crown prince commanded elite troops to march to the east to defend the area of Liaodong. Li

【原文】

用代王嘉计，杀太子丹，欲献之秦。秦复进兵攻之，五岁而卒灭燕国，而虏燕王喜。秦兼天下。

其后，荆轲客高渐离以击筑见秦皇帝，而以筑击秦皇帝，为燕报仇，不中而死。

【今译】

之中，采纳代王嘉的计策，杀了太子丹，想把他献给秦国。秦国继续派兵进攻燕国，用了五年时间，最终消灭了燕国，并且俘虏了燕王喜。秦国吞并了天下。

后来，荆轲的朋友高渐离借着自己擅长弹奏筑谒见秦国皇帝，并且用筑击打秦国皇帝，来为燕国报仇，没有击中而自己丧命了。



Xin, one of the generals of the army of Qin, pursued the king of Yan. When the king found himself in a critical situation, he took the advice of Jia, the king of Dai, and killed the crown prince. The king planned to present the corpse to Qin to appease its feelings. Nevertheless, the troops of Qin attacked him again. The state of Yan was destroyed five years later, and the king of Yan was captured alive. As a result, the state of Qin annexed all the other states of the world.

After that, Gao Jianli, the friend of Jing Ke, had the chance of playing the Zhu for the king of Qin. So he took occasion to strike the king with the Zhu to seek revenge upon Qin for the sake of the state of Yan. However, he missed and lost his life as a result.





## 卷三十二 宋 卫

### 齐攻宋宋使臧子索教于荆

#### 【原文】

齐攻宋，宋使臧子索教于荆。荆王大说，许教甚功。臧子忧而反。其御曰：“索教而得，有忧色，何也？”臧子曰：“宋小而齐大，夫教于小宋而悉于大齐，此（王）〔人〕之所忧也。而荆王说甚，必以坚我。我坚而齐弊，荆之利也。”臧子乃归。齐王果攻，拔宋五城，而荆王不至。

#### 【今译】

齐国进攻宋国，宋王派臧子到楚国去求救。楚王非常高兴，答应全力救援。臧子忧伤地踏上归途。他的车夫说：“求救成功了，脸上却布满忧愁的神色，为什么？”臧子说：“宋国弱小而齐国强大。管教小小的宋国而得罪强大的齐国，这是做君主的所忧虑的，但楚王却很高兴。一定是用空口承诺来坚定我们跟齐国作战的斗志。我们斗志坚定，齐国军队就会疲惫不堪了，这对楚国是有利的。”于是臧子就回国了。齐王果然派兵攻打宋国，攻克宋国五座城邑，但楚王却没有派兵前来营救。

### 公输般为楚设机

#### 【原文】

公输般为楚设机，将以攻宋。墨子闻之，百舍重茧，往见公输般，谓

#### 【今译】

公输般为楚国设计了器械，准备用来攻打宋国。墨子听说了这件





**Book 32**

**On Song and Wei**

**The Troops of Qi Attacked Song and Song Sent Zangzi to Chu to Ask for Reinforcements**

The troops of the state of Qi were going to attack the state of Song. Therefore, Song sent Zangzi to the state of Chu to ask for reinforcements. The king of Chu appeared very happy and promised to do his best to help Song. Zangzi was very melancholy on his way back to Song. His driver asked, "You asked for help and the king of Chu promised you to help us. So why are you looking so sad?" Zangzi said, "Our state is small and Qi is large. Rescuing a small state to offend a big one is something every sovereign will worry about. However, the king of Chu appeared very happy. He must have intended to boost our morale. If our morale is high, we can make the officers and men of Qi exhausted. And this is advantageous to Chu." Zangzi then went back to Song. The king of Qi dispatched his troops to attack Song as expected. They occupied five cities of Song, but the reinforcements of Chu didn't come to Song's aid.

**Gongshu Ban Invented Some Apparatus for Chu to Attack Song**

Gongshu Ban invented some apparatus for the state of



### 【原文】

之曰：“吾自宋闻子。吾欲借子杀(王)[人]。”公输般曰：“吾义固不杀(王)[人]！”墨子曰：“闻公为云梯，将以攻宋。宋何罪之有？又不杀(王)[人]而攻国，是不杀少而杀众！敢问攻宋何义也？”公输般服焉，请见之王。

墨子见楚王，曰：“今有人于此，舍其文轩，邻有弊舆而欲窃之；舍其锦绣，邻有短褐而欲窃之；舍其粱肉，邻有糟糠而欲窃之。此为何若人也？”王曰：“必为有窃疾矣。”墨子曰：“荆之地方五千里，宋方五百里，此犹文轩之与弊舆也；荆有云梦，犀兕麋鹿盈之，江、汉鱼鳖鼃鼉为天下

### 【今译】

事，走一百里路才歇息一会儿，脚上磨起层层老茧，赶来见公输般，对他说：“我在宋国听说过您。我想借助您来杀人。”公输般说：“我很讲道义，本来就不会杀人的。”墨子说：“听说您制作了云梯，将用来攻打宋国。宋国有什么罪？很讲道义、不杀人，却进攻别人的国家，这是不是少数人而杀很多人。斗胆问一句，攻打宋国有什么道义可言呢？”公输般服输了，请求把他引见给楚王。

墨子拜见楚王，说：“假设有这么一个人，舍弃自己装饰精致的车子，邻居有一辆破旧的车子却想盗窃它；舍弃自己华丽高档的衣服，邻居有粗小的粗布衣却想盗窃它；舍弃自己的精美食物，邻居有糟糠却想盗窃它。这是一个怎样的人呢？”楚王说：“一定是有盗窃癖吧。”

墨子说：“楚国的土地方圆五千里，宋国方圆五百里，这如同装饰精致的车和破旧的车子之间的比较一般；楚国有云梦泽，充满了犀牛、



Chu, which it would use to attack the state of Song. When Mozi heard of that, he headed for Chu immediately. He wouldn't take a rest until he had walked one hundred *li* and his feet were covered with layers of calluses. He met Gongshu Ban and told him, "I have heard of you when I was in Song. I want to make use of you to get rid of my personal enemy." Gongshu Ban said, "It is against my value to murder anyone." Mozi said, "Well, I have heard that you have invented Yun Ti (referring to an extremely lofty ladder) and will use it to attack Song. What kind of sins has Song committed? You will stick to your value and therefore won't kill anyone. But you are planning to attack another state. This is simply refusing to kill a few people but planning to kill many. Please tell me according to what kind of value do you want to attack Song?" Gongshu Ban was convinced. So he introduced Mozi to the king of Chu.

Mozi visited the king of Chu and said, "Suppose there was a person here, who would discard his well decorated carriage and filch his neighbour's worn carriage, would discard his fine suit and pilfer his neighbour's short coat made of coarse fabric, would discard his delicious meal and steal his neighbour's bad food. What would you think of such a person?" The king said, "He must be a kleptomaniac."

Mozi continued, "The territory of your state is five thousand square *li* and that of Song is only five hundred. This is somewhat the same as the contrast between a well decorated carriage and a worn one. The state of Chu has the Yunmeng Lake. It teems with rhinoceros, elk and deer. The



### 【原文】

饶，宋所谓无雉兔鲋鱼者也，此犹粱肉之与糟糠也；荆有长松，文梓，楸，枏，豫樟，宋无长木，此犹锦绣之与短褐也。恶以工吏之攻宋，为与此同类也！”

王曰：“善哉！请无攻宋。”

### 【今译】

麋鹿，长江和汉水的鱼，蟹，蜃，蚶等，是天下最多的，宋国是所谓的没有野鸡，兔子和鲋鱼的地方，这如同精美食物跟糟糠之间的比较一般；楚国有高大的松树，梓树，楸树，枏树，豫樟树等，宋国连大树也没有，这如同华丽高物的服装跟粗小的粗布衣服之间的比较一般。我认为大王的官兵进攻宋国跟这是一样的。”

楚王说：“说得好啊！不攻打宋国了。”

## 犀首伐黄

### 【原文】

犀首伐黄，过卫，使人谓卫君曰：“弊邑之师过大国之邻，曾无一介之使以存之乎？敢请其罪！今黄城将下矣，已，将移兵而造大国之城下。”卫君惧，束组三百緡，黄金三百镒，以随使者。南文子止之曰：“是胜黄城，必不敢来；不胜，亦不敢来。是胜黄城，则功大名美，内临其伦。”

### 【今译】

犀首攻打黄，路过卫国，派人对卫国君主说：“我国的军队路过贵国的郊区，却不曾有一个使者来慰问一下我们吗？请问我们犯了什么错误吗？如今黄城就要被攻克了。攻下黄城后，就要调转兵力逼近贵国城下。”卫国国君很害怕，准备了三百捆布匹、三百镒黄金，派人随从犀首的使者去献给犀首。南文子阻止说：“这次战争，犀首如果能在黄城取得胜利，一定不敢前来攻打我们；不能取胜，也不敢来。他控制黄城，



Yangzi River and the Hanshui River together produce the largest amount of fish and turtles in the world. However, Song doesn't have pheasants, hares or crucian. This is somewhat the same as the contrast between a delicious meal and bad food. Chu has huge trees such as pines, catapla, Pian, Nan and Yu Zhang etc. , but Song doesn't have any big trees. This is somewhat the same as the contrast between a fine suit and a short coat made of coarse fabric. I think that sending officers and men to attack Song is the same." The king said, "I see! I will give up the aggression against Song."

### Xi Shou Attacked Huang

Xi Shou, also known as Gongsun Yan, led troops to attack Huang. When they marched through the territory of the state of Wei, Xi Shou sent an emissary to take the following message to Wei's sovereign: "Our troops are marching through the suburbs of your capital. However, you haven't sent out anybody here to show us your good will. Have we done anything wrong? Now Huang will soon be occupied. After that, we will turn our troops to approach your capital." Wei's sovereign was very terrified, so he prepared three hundred bundles of silk and three hundred *yi* of gold, and was going to send some people to follow Xi Shou's emissary and present these gifts to Xi Shou. But Nan Wenzhi stopped him and said, "If Xi Shou defeats Huang, he won't dare attack us. If he is defeated, he won't dare attack us either. Occupying Huang is a great contribution and will

### 【原文】

夫在中者恶临，议其事。蒙大名，挟成功，坐御以待中之议，犀首虽愚，必不为也。是不胜黄城，破心而走，归，恐不免于罪矣，被安敢攻卫以重其不胜之罪哉？”

果胜黄城，帅师而归，遂不敢过卫。

### 【今译】

建立大功并赢得美名，就会居高临下地对待他的同僚。在国内的大臣讨厌他居高临下，就会非议他。享受美名，享有大功，却坐待国内同僚的非议，犀首虽然愚蠢，也一定不会这么做的。他不能战胜黄城，胆战心惊地逃跑，回国后恐怕不能免于被治罪，他怎么敢进攻卫国使自己蒙上双重战败的罪过呢？”

犀首果然战胜了黄城，班师回国，却不敢再路过卫国。

## 梁王伐邯郸

### 【原文】

梁王伐邯郸，而征师于宋。宋君使使者请于赵王曰：“夫梁兵劲而权重，今征师于弊邑，弊邑不从，则恐危社稷；若扶梁伐赵，以害赵国，则寡人不忍也。愿王之有以命弊邑！”赵王曰：“然。夫宋之不足如梁也，寡人知之矣。弱赵以强梁，宋必不利也，则吾何以告子而可乎？”使者

### 【今译】

魏王进攻邯郸，并且向宋国寻求兵力支援。宋国国君派使者向赵王请示道：“魏国兵力强大而且地位重要，如今向我们国家索求兵力援助，我们国家要是不答应，恐怕国家会陷入危险；如果帮助魏国进攻赵国，给赵国带来损害，我不忍心。希望大王能给我们国家下达一道命令！”赵王说：“行。宋国的实力不足以对抗魏国，我是知道的。削弱赵国来增强魏国，必定对宋国不利。那我让您怎么做才可以呢？”使者说：



bring a high reputation. Therefore, Xi Shou will be arrogant towards his peers. The high-ranking court officials remaining in his state abhor his arrogance, so they will speak ill of him. Despite enjoying a high reputation and making a great contribution, Xi Shou will definitely not sit idly by and let others denigrate him although he is stupid. If he loses the war in Huang, he will flee in fear. And he won't be absolved. He won't dare attack us to double his mistake of being defeated." Xi Shou defeated Huang as expected. His troops returned to Wei after the victory, but they didn't dare march through Wei.

### **Wei's King Launched an Attack on Handan**

The king of the state of Wei launched an attack on the capital of Handan of the state of Zhao, and asked the state of Song for reinforcements. The king of Song ordered an emissary to send the following message to the king of Zhao: "The military force of the state of Wei is formidable and the state of Wei is powerful. It has asked us for reinforcements. If we refuse, we are afraid that our own state might be in disaster. If we help it attack you, we will cause damage to your state. We don't want to do that. Please tell us what we should do." The king of Zhao said, "That's right. I know that your state is not able to confront the state of Wei. Weakening our state to strengthen the state of Wei is certainly not good for your state. So what kind of suggestion do you want me to offer you?" The emissary said, "Well, you

【原文】

曰：“臣请受边城，徐其攻而置其日，以待下吏之有城而已。”赵王曰：“善。”

宋人因遂举兵入赵境，而围一城焉。梁王甚说，曰：“宋人助我攻矣！”赵王亦说，曰：“宋人止于此矣！”故兵退难解，德施于梁，而无怨于赵。故名有所加，而实有所归。

【今译】

“我请求您给出一个边境城邑，我们慢慢攻打它来拖延时间，来等待您的言惠前来守城而已。”赵王说：“好。”

于是宋国就派兵进入赵国边境，并且包围了一座城邑。魏王非常高兴，说：“宋国人帮助我发动进攻了！”赵王也很高兴，说：“宋国人也就借做这表而文章罢了。”因此在魏国退兵、赵国解除战祸以后，宋国既让魏国感激自己，而且又没有得罪赵国。所以既赢得了名声，又获得了实惠。



### 【原文】

谓大尹曰：“君日长矣，自知政，则公无事。公不如令楚贺君之孝，则君不夺太后之事矣，则公常用宋矣！”

1464

### 【今译】

有人对大尹说：“国君一天天长大了，自己将熟悉政事了，那样您就不能掌管国家大事了。您不如让楚国派人前来祝贺国君的孝心，那样一来，国君就不会剥夺太后的大权，您就能长久地在宋国执政了。”

## 宋与楚为兄弟

### 【原文】

宋与楚为兄弟，齐攻宋，楚王言救宋。宋因委楚重以求讲于齐，齐

### 【今译】

宋和楚国结为兄弟国。齐国军队进攻宋国，楚王扬言要营救宋



can just recommend a border town, so that we can attack it listlessly to kill time and wait for your sending officers and men to defend it." The king of Zhao said, "Very good."

Then the troops of Song crossed the border of the state of Zhao and besieged a town. The king of Wei was very happy and said, "Look, the troops of Song are helping me attack Zhao!" The king of Zhao was happy too. He said, "The troops of Song are only doing this by pretence." Hence, after the troops of Wei retreated and the threat of war was removed from the city of Handan, the state of Wei was grateful to Song, and at the same time, the state of Zhao did not blame it. So, not only did Song gain a better reputation, but it also benefited in practical terms.

### **Someone Offered a Suggestion to the Prime Minister**

Someone offered a suggestion to the prime minister of the state of Song and said, "His Majesty is growing up day by day and will be familiar with government affairs soon. As a result, you will be put out of power. You'd better ask the state of Chu to congratulate the filial piety of His Majesty. Then he will not seize the power of the queen mother. Accordingly, you can maintain your authority over the state of Song for good."

### **Song and Chu Became Brother States**

The state of Song and the state of Chu became brother

### 【原文】

不听。苏秦为宋谓齐相曰：“不如与之，以明宋之卖楚重于齐也。楚怒，必绝于宋而事齐。齐、楚合，则攻宋易矣。”

### 【今译】

国。于是宋国就卖弄楚国将要前来援救的事，以求给齐国施加压力，从而争取跟齐国讲和，齐国不听。苏秦为宋国对齐国的相国说：“不如听它的，以此来表明宋国卖弄楚国将要援救它的事来给齐国施加压力。楚国恼火了，就一定会断绝跟宋国的关系而跟齐国结交。齐国和楚国联合起来，进攻宋国就容易了。”

## 魏太子自将过宋外黄

### 【原文】

魏太子自将，过宋外黄。外黄徐子曰：“臣有百战百胜之术，太子能听臣乎？”太子曰：“愿闻之。”

客曰：“固愿效之，今太子自将攻齐，大胜并莒，则富不过有魏，而

### 【今译】

魏国太子亲自率领军队，路过宋国的外黄。外黄的徐先生说：“我有一套百战百胜的策略，太子能听听吗？”太子说：“很想听听。”徐先生说：“我本来就愿意献上这个策略。现在太子亲自率领军队攻打齐国，即使大获全胜并且兼并莒国，您的财富也不过是拥有魏国，权势也不过



states. The troops of the state of Qi launched an attack on the state of Song, and the king of Chu promised to aid Song. In order to put some pressure on the state of Qi and thus force it to agree to negotiate a ceasefire with them, the people of Song boasted that Chu would come to their rescue. However, the state of Qi did not listen to them. On behalf of the state of Song, Su Qin talked with the prime minister of the state of Qi and suggested to him, "It would be better for you to listen to them and thus show that the people of Song are trying to put pressure on your state by boasting that reinforcements from the state of Chu will come to their rescue. As a result, the king of Chu will be vexed and therefore cut off relations with Song to ally with your state. When Qi and Chu build an alliance, it will be easier to conquer Song."

### **The Crown Prince of Wei Personally Led Troops to Attack Qi and Marched Through the Area of Waihuang of Song**

The crown prince of the state of Wei personally led officers and men to attack the state of Qi and on their way there, they marched through the area of Waihuang of the state of Song. Mr Xu living in Waihuang told the crown prince, "I know a strategy which will ensure that you win in every battle. Do you want to hear it?" The crown prince said, "Yes, I want." Mr Xu said, "Well, I was intending to explain it to you. Now you are leading the officers and men in person to attack the state of Qi. Although you might gain a great victory and annex the state of Ju, your wealth will be



### 【原文】

贵不益为王。若战不胜，则万世无魏。此臣之百战百胜之术也！”太子曰：“诺。请必从公之言而还。”客曰：“太子虽欲还，不得矣！彼利太子之战攻，而欲满其意者众，太子虽欲还，恐不得矣！”

太子上车请还，其御曰：“将出而还，与北同，不如遂行。”遂行，与齐人战而死，卒不得魏。

### 【今译】

是继承王位。如果不能取胜，就将永远不能拥有魏国。这就是我的百战百胜的策略啊。”太子说：“好的。请让我一定听从您的话而退兵。”操先生说：“即使太子想回去，也是回不去的。那些想从太子的战功中谋取利益从而满足自己的愿望的人很多，太子即使想回去，恐怕也不能回去啊。”太子登上战车要返回魏国。他的车夫说：“将军已经出兵了却又返回国家，跟战败逃跑是一样的，不如继续前进吧。”于是就继续前行，在跟齐国军队的作战中丧生，最终也没有得到魏国。

## 宋康王之时有雀生鹪

### 【原文】

宋康王之时，有雀生鹪于城之隅。使史占之，曰：“小而生巨，必霸天下。”康王大喜，于是灭滕伐薛，取淮北之地。乃愈自信，欲霸之而

### 【今译】

宋康王的时候，有一只麻雀在城墙角里生下了一只鹪。让太史占卜这件事，太史说：“小鸟生出大鸟，一定能称霸天下。”宋康王极为高兴。于是消灭了滕国，攻打薛邑，占领了淮北地区。于是越发自信，希



limited to possessing the state of Wei and your power will be no more than becoming the sovereign of that state. On the other hand, if you are defeated, you will lose the throne for ever. This is my strategy for winning victory in every battle." The crown prince said, "I see. Then I will take your advice to withdraw my troops and return to Wei." Mr Xu said, "Even though you want to go back to Wei, you are not able to. There are many people waiting to take advantage of your victory to fulfil their selfish desires. Even though you want to go back, I am afraid that you cannot." The crown prince mounted his chariot and gave orders to return. But his driver said, "If a general leads our troops to return to our state without launching an attack, it will be regarded as a debacle. We'd better march forward." They then advanced. The crown prince fought to the death on the battlefield and therefore missed being enthroned as sovereign of Wei.

### **In King Kang's Time, a Sparrow Gave Birth to a Willet in the State of Song**

In King Kang's time, a sparrow gave birth to a willet at a corner of the protective wall of the capital of the state of Song. The king asked the chief historian to foretell the meaning of it with the help of augury. The chief historian said, "A small bird has given birth to a huge bird. You will definitely establish a most powerful state and become Lord-protector." King Kang was very glad to hear that. So he destroyed the state of Teng, attacked Xue and annexed the



### 【原文】

成，故射天笞地，斩社稷而焚天之日，“威服天下鬼神。”骂国老谭曰，为无颜之冠，以示勇。剖伛之背，镞朝涉之胫，而国人大骇。

齐闻而伐之，民散，城不守。王乃逃倪侯之馆，遂得而死。见祥而不为祥，反为祸。

### 【今译】

望尽快成就霸业，所以就用箭射天神，鞭打地神，砍掉土神与谷神的神柱，并且将它们烧毁，说：“我的威力可以镇压天下的鬼神。”辱骂国家中敢于进谏的老臣，制作没有沿的帽子戴着来展示自己的英勇，切开驼子的背，截断早晨过河的人的小腿，因而宋国的人民非常惊骇。齐国听说了一些事，就进攻宋国，百姓四散逃亡，城中没有人防守。于是宋康王逃到倪侯家中，最终还是被齐军抓获并杀死了。见到吉祥的征兆而做恶事，反而会导致灾祸。

## 智伯欲伐卫

### 【原文】

智伯欲伐卫，遗卫君野马四百，白璧一。卫君大悦，群臣皆贺，南文子有忧色。卫君曰：“大国大欢，而子有忧色何？”文子曰：“无功之赏，无

### 【今译】

智伯想攻打卫国，送给卫国君主四匹好马、一块白玉。卫国君主非常高兴，群臣都祝贺他。南文子脸上却有忧愁的神色。卫国君主说：“举国上下一片欢腾，你脸上为什么有忧愁的神色呢？”南文子说：“没有



land north of the Huaishui River. He then became more confident and wanted to become Lord-protector immediately. As a result, he shot the god of Heaven and whipped the god of the Earth. He also cut the symbols representing the earth deity and grain deity and set them on fire. He declared, "My power can surpass that of all the deities and ghosts in the world." He scolded those old court officials who dared to remonstrate with him, and had a hat made without brim and wore it to exhibit his valor. He sliced off the backs of the humpbacked and cut off the feet of those who crossed the river early in the morning. People all over the state were terrified. The troops of Qi were dispatched to attack Song when they heard of all this. The people of Song fled aimlessly, and there were no soldiers to defend the capital. King Kang escaped to Marquis Ni's home, but he was found by his enemies and therefore lost his life. Committing evil conduct after witnessing an auspicious omen will lead to trouble.

### **Marquis Zhi Wanted to Attack Wei**

Marquis Zhi was going to attack the state of Wei, so he presented the sovereign of Wei with four excellent horses and a white jade. The sovereign of Wei was very happy and all the high-ranking court officials congratulated him. However, Nan Wenzhi looked very melancholy. The sovereign asked him, "Now people all over the state are celebrating it. Why are you looking sad?" Wenzhi said, "If one is rewarded without





### 【原文】

力之礼，不可不察也！野马四，白璧一，此小国之礼也，而大国致之。君其图之！”卫君以其言告边境。智伯果起兵而袭卫，至境而反，曰：“卫有贤人，先知吾谋也。”

### 【今译】

功劳却受到奖赏，不费力却得到厚礼，不能不明察啊。四匹好马，一块白玉，这是小国向大国进献的礼物，而一个大国却给我们送来了。您该谋划一下。”卫国君主把他的话转达给守卫边境的官兵，智伯果然起兵袭击卫国，到了卫国的边境却撤兵了，说：“卫国有贤人，事先知道了我的计谋。”

## 智伯欲袭卫

### 【原文】

智伯欲袭卫，乃佯亡其太子，使奔卫。南文子曰：“太子之为君子也，甚爱而有宠，非有大罪而亡，必有故。”使人迎之于境，曰：“车过五乘，慎勿纳也！”智伯闻之，乃止。

### 【今译】

智伯想袭击卫国，于是让他的太子假装逃亡，让他投奔卫国。南文子说：“太子是君主的儿子，非常受宠爱，没有大罪却逃亡，其中一定有诈。”派人到边境去迎接他，对派出的人说：“如果他带的车子超过五辆，务必不要让他入境。”智伯听说了这件事，就取消了这个计划。

## 秦攻卫之蒲

### 【原文】

秦攻卫之蒲。胡衍谓轲里疾曰：“公之伐蒲，以为秦乎？以为魏乎？”

### 【今译】

秦国进攻卫国的蒲，胡衍对轲里疾说：“您攻打蒲，是为秦国呢，还



having made any contribution or presented very generous gifts without having exerted any effort to do something useful, he should ponder it. Four excellent horses and white jade are gifts presented by small states to the big ones. However, we have received these things from a big state. Please think about that carefully." The sovereign then repeated Nan Wenzhi's words to the officers and men guarding the border. Marquis Zhi dispatched his troops to attack Wei as expected. But he ordered his troops to retreat when they reached Wei's border. He said, "There must be a wise and capable person in the state of Wei who has foreseen my plan."

### **Marquis Zhi Wanted to Attack Wei**

Marquis Zhi was planning to attack the state of Wei, so he arranged for his crown prince to flee to Wei on purpose. Nan Wenzhi said, "Crown Prince Yan is the son of Marquis Zhi. The marquis loves him very much. Now he is going to flee to our state without having committed any severe sins. There must be some reason for him to do so." He then sent some people to welcome the crown prince on the border and warned them, "If he brings more than five chariots here, make sure that you don't let him enter our territory." When Marquis Zhi heard of this, he gave up his plan.

### **The Troops of Qin Attacked Pu of Wei II**

The troops of the state of Qin attacked the region of Pu



### 【原文】

为魏则善，为秦则不赖矣。卫所以为卫者，以有蒲也。今蒲入于魏，卫必折于魏。魏亡西河之外而弗能复取者，弱也。今并卫于魏，魏必强。魏强之日，西河之外必危。且秦王亦将观公之事，害秦以善魏，秦王必怨公。”樗里疾曰：“奈何？”胡衍曰：“公释蒲勿攻，臣请为公人戒蒲守，以德卫君。”樗里疾曰：“善。”

胡衍因入蒲，谓其守曰：“樗里子知蒲之病也，其言曰：‘吾必取蒲。’今臣能使释蒲勿攻。”蒲守再拜，因效金三百镒焉，曰：“秦兵诚去，请厚子于卫君。”

胡衍取金于蒲，以自重于卫。樗里子亦得三百金而归，又以德卫君

### 【今译】

是为魏国？为魏国就挺好的，为秦国的话就不好了。卫国之所以能够保全下来，是因为拥有蒲的缘故。如果蒲被秦国占领了，卫国一定会投靠魏国。魏国失去了西河以外的土地而不能收复，是因为实力弱的缘故。要是魏国兼并了卫国，魏国的实力一定会强大起来。魏国强大的时候，西河以外的地区就一定会有危险了。再说秦王也将观察您所做的事，损害秦国来为魏国谋利，秦王一定会怨恨您的。”樗里疾说：“该怎么办呢？”胡衍说：“您放过蒲，不要进攻它，请让我为您去告诫蒲地的长官，来对卫国国君施加恩惠。”樗里疾说：“好的。”

于是胡衍就到了蒲，对蒲地的太守说：“樗里疾知道蒲的虚弱了，他说：‘我一定要占领蒲。’现在我能够让他放弃攻打蒲。”蒲地太守拜了两拜，接着献上三百镒黄金，说：“如果真能让秦军撤离，我会让卫国君主委任您要职。”

胡衍从蒲地取得了黄金，并且因此获得了卫国的重要职位。樗里



of the state of Wei II. For this reason, Hu Yan had a talk with Chu Liji, and said, "Are you assaulting the region of Pu for the sake of the state of Qin, or for the state of Wei I? This is advantageous to the state of Wei I, but disadvantageous to the state of Qin. The reason that the state of Wei II has survived lies in the fact that it has maintained the region of Pu. If the state of Qin takes over Pu, the state of Wei II will resort to the state of Wei I. The state of Wei I has lost the area around Xihe to us and could not reoccupy it because it is weak. Now if it builds an alliance with Wei II, it will be strengthened. As a result, we might not be able to keep the area around Xihe. Moreover, the king of Qin will keep an eye on what you have done for the state. If he finds out that you are benefiting the state of Wei I by causing damage to the state of Qin, he will become hostile towards you." Chu Liji asked, "What shall I do then?" Hu Yan said, "Just give up assaulting Pu. And I will go to warn the Commander-in-Chief of Pu about it on your behalf, as well as make the sovereign of Wei II be grateful to you." Chu Liji said, "Very good."

Hu Yan then went to Pu and told the Commander-in-Chief of Pu, "Chu Liji knows that you might not be able to defend Pu, so he said that he would definitely occupy Pu. But I can make him give up attacking Pu." The Commander-in-Chief of Pu bowed twice, presented three hundred *yi* of gold to him and said, "If you can make the troops of Qin retreat, I will ask our sovereign to appoint you to a powerful position."

Hu Yan obtained the gold from Pu and also gained a

【原文】

也。

【今译】

疾也得到了三百镒黄金回国了，而且还让卫国君主对他感恩戴德。

## 卫使客事魏

【原文】

卫使客事魏，三年不得见。卫客患之，乃见梧下先生，许之以百金。梧下先生曰：“诺。”乃见魏主，曰：“臣闻秦出兵，未知其所之。秦、魏交而不修之日久矣。愿王（博）[专]事秦，无有佗计。”魏王曰：“诺。”

客趋出，至郎门而反，曰：“臣恐王事秦之晚！”王曰：“何也？”先生曰：“夫人于事己者过急，于事人者过缓。今王缓于事己者，安能急于事

【今译】

卫国派一个人到魏国去谋求侍奉魏王，三年都没有被召见。卫国的客人担心了，就去拜见梧下先生，许诺送给他一百镒黄金。梧下先生说：“好吧。”于是就去见魏王，说：“我听说秦国派兵出发了，但不知道他们要到哪里。秦国和魏国建交后，已经好长时间没有互派使者修好了，希望大王抓紧时间侍奉秦国，不要考虑别的。”魏王说：“好的。”

梧下先生快步走了出去，到了席门又返回来，说：“我担心您会耽搁侍奉秦国一事。”魏王问：“为什么？”梧下先生说：“人一般急于让人侍奉自己，侍奉别人却拖拖拉拉。现在大王对于侍奉自己的人拖拖拉拉，





powerful position from the state of Wei II. Chu Liji obtained three hundred *yi* of gold as well. Then he returned to Qin. By so doing, he also did a significant favour to the sovereign of Wei II.

### Wei I Sent a Man to Work for the King of Wei II

The state of Wei I sent a man to work for the king of the state of Wei II. However, he had not been summoned by the king for three years since he arrived there. The man was worried about it, so he went to see Mr Wuxia to ask him to introduce him to the king, and promised to present him with one hundred *yi* of gold. Mr Wuxia said, "I agree." Then he went to see the king of Wei II and said, "I heard that the state of Qin has dispatched its troops, but I do not know where they are marching to. After establishing ties with the state of Qin, we have not sent emissaries there to show our good will for a long time. I hope that you will take action to improve our relationship with the state of Qin immediately, and don't think about anything else for the time being." The king said, "All right."

Mr Wuxia then walked quickly out. But when he reached the corridor gate, he turned back and said to the king, "I am afraid that you might delay improving our relations with Qin." The king asked, "Why do you think so?" Mr Wuxia said, "According to the nature of human beings, they often hope others to serve them in a hurry, but when it comes to serving others, they normally delay doing so. You do not



### 【原文】

人？”“奚以知之？”“卫客曰事王三年不得见，臣是以知王缓也。”魏王趋见卫客。

### 【今译】

怎能急于侍奉别人呢？”“你通过什么知道的？”“卫国的客人说他侍奉大王三年了，还没有得到召见。因此我知道大王拖拉啊。”魏王快步走去接见卫国客人。

## 卫嗣君病

### 【原文】

卫嗣君病。富术谓殷顺且曰：“子听吾言也以说君，勿益损也，君必善子。人生之所行，与死之心异。始君之所行于世者，食高丽也；所用者，缪错，掣薄也。群臣尽以为君轻国而好高丽，必无与君言国事者。子谓君：‘君之所行天下者甚谬！缪错主断于国，而掣薄辅之。自今以往者，公孙氏必不血食矣！’”

君曰：“善。”与之相印，曰：“我死，子割之！”嗣君死，殷顺且以君令

### 【今译】

卫嗣君病得很厉害。富术对殷顺且说：“你按我的原话去劝说君主，不要有任何增减，君主一定会亲近你。人活着的时候的行为跟快死的时候的心情是不同的。当初君主沉溺于美色，所重用的人是缪错和掣薄，大臣们都认为君主不重视国家而贪图美色，一定没有人跟他谈论国家大事。你对君主说：‘您以前的所作所为是非常错误的。缪错独断国家大事，并且有掣薄辅佐他，从今以后，公孙氏就要灭亡了。’”

卫嗣君说：“说得好。”把相国的大印交给了殷顺且，说：“我死以后，



even demand others serve you in a hurry, so how can you take action to improve our ties with others urgently?" "How do you know that?" "Well, the guest from Wei I has been here serving you for three years, but you have not granted an interview to him. Judging from this, I know that you will postpone taking action." As a result, the king went quickly to visit the guest from Wei I.

### The Sovereign of Wei Was Dying

The sovereign of the state of Wei, also known as Lord Weisi, was dying. Fu Shu told Yin Shunqie, "If you listen to me and go to tell the sovereign exactly according to what I say, without adding or missing even one word, the sovereign will think very highly of you. Living people might behave differently compared with the thoughts of those who are dying. Previously, His Majesty was addicted to love affairs with beautiful women and appointed Xie Cuo and Ru Bo to very powerful positions. All the high-ranking court officials thought that he didn't pay any attention to the state but was only interested in pretty women. So there was no one discussing government affairs with him. Just tell him, 'Your previous behaviour was totally wrong. Xie Cuo has taken firm control of the state and managed government affairs exclusively. Ru Bo is there helping him. So, from now on, the Gongsuns will lose the state.'"

The sovereign said, "Very good." He presented Yin Shunqie the official stamp of prime minister and said, "After I



【原文】

相公期。綵借、孳薄之族皆逐出。

【今译】

你来统治卫国。”卫嗣君死后，胜愿且按照卫嗣君的命令做了公期的相国，綵借和孳薄等人都被放逐了。

## 卫嗣君时胥靡逃之魏

【原文】

卫嗣君时，胥靡逃之魏，卫赎之百金，不与。乃请以左氏。群臣谏曰：“以百金之地赎一胥靡，无乃不可乎？”君曰：“治无小，乱无大。教化喻于民，三百之城，足以为治；民无廉耻，虽有十左氏，将何以用之？”

【今译】

卫嗣君在位的时候，胥靡逃亡到魏国去了。卫国想用一百镒黄金把他赎回来，魏国不给它。于是请求用左氏邑交换胥靡。大臣们都进谏说：“用一百镒黄金和左氏邑来赎区区一个胥靡，恐怕不可以这么做吧？”卫嗣君说：“一个国家治理得好，不在乎它小；一个国家很混乱，大也没有用。如果教化能被百姓接受，一个仅有三里大的城邑就足以实现大治；如果人民没有廉耻，即使有十个左氏邑那么大的地方，又将有什么用呢？”

## 卫人迎新妇

【原文】

为人迎新妇，妇上车，问：“驂马，谁马也？”御曰：“借之。”新妇谓仆

【今译】

卫国人迎娶新媳妇，新媳妇上了车，问道：“两边驾车的马是谁家的？”车夫说：“是借来的。”新媳妇对车夫说：“打两边的马；不要鞭打中





die, please take over the state." After the sovereign died, Yin Shunqie served as prime minister of Gong Qi's regime. People like Xie Cuo and Ru Bo were exiled by him.

### **During Lord Weisi's Time, Xu Mi Fled to Wei**

When Lord Weisi was in power, Xu Mi fled to the state of Wei. The lord presented one hundred *yi* of gold to Wei and asked it to send him back. However, Wei refused to return him. Then the lord offered the county of Zuoshi to Wei. All the high-ranking court officials remonstrated with him and said, "As for offering one hundred *yi* of gold along with the county of Zuoshi to atone for a person like Xu Mi, we are afraid that we shouldn't do that." The lord said, "If a state is in good order, it doesn't matter even though it might be very small. If a state is in chaos, it will be of no use that it might be extremely big. If my moral education is well known among the people, and I had a state of only three square *li*, I could put it in order. If the people had no sense of shame, even if I had a state ten times bigger than Zuoshi, would it be of any use to me?"

### **A Bride on the First Day of Marriage in Wei**

In the state of Wei, people went to collect the bride on the first day of her marriage. The bride got on the carriage and asked, "To whom do these two side horses belong?" The driver said, "We borrowed them from someone else." The

【原文】

曰：“拊豨，无咎服！”车至门，扶，教送母：“灭灶，将失火。”入室，见白，曰：“徙之牖下，妨往来者。”主人笑之。

此三言者，皆要言也，然而不免为笑者，蚤晚之时失也。

【今译】

间的。”车子行驶到了家门口，扶她进门的时候，她教训送她的老妇说：“把灶里的火灭了，不然就会失火。”进到室内，看见一个石臼，就说：“把它搬到窗户下面，在这里妨碍人们来回走路。”主人笑话她。

这三句话都是很重要的，然而她却不免被别人嘲笑，是因为不该在刚过门的时候就说这样的话。

bride told the driver, "Then whip those horses on the sides. Don't whip those in the middle." When the carriage arrived at the door, people supported the bride with their hands. She then ordered the old woman accompanying her, "Put out the fire under the pot. Otherwise, there might be a fire." When she entered the house, she saw a mortar on the ground. She said, "Put it beside the window. It is in the way." The host laughed at her.

All these aforementioned sentences uttered by the bride are important. Nonetheless, she was still derided by others, since she didn't express them at the right time.





## 卷三十三 中山

### 魏文侯欲残中山

#### 【原文】

魏文侯欲残中山。常庄谈谓赵襄子曰：“魏并中山，必无赵矣！公何不请公子倾以为正妻，因封之中山？是中山复立也。”

#### 【今译】

魏文侯想消灭中山国。常庄谈对赵襄子说：“魏国吞并了中山国，赵国也定会灭亡了。您为什么不请求娶魏文侯的女儿公子倾为正妻，并且把她封在中山，这样中山就重新得到保全了。”

### 犀首立五王

#### 【原文】

犀首立五王，而中山后持。齐谓赵、魏曰：“寡人羞与中山并为王，愿与大国伐之，以废其王。”中山闻之，大恐，召张登而告之曰：“寡人且王，齐谓赵、魏曰羞与寡人并为王，而欲伐寡人。恐亡其国，不在索王。”

#### 【今译】

公孙衍拥立韩、赵、魏、燕、中山五个国家的君主称王，而中山国被排在最后面。齐国对赵国和魏国说：“跟中山王一起被拥立为王，我感到羞耻，想跟贵国一起进攻他，来废黜他的王位。”中山王听说了这件事，非常害怕，召见张登，告诉他说：“我即将称王了，齐王对赵国和魏国说羞于跟我一起称王，而且想攻打我。我担心自己的国家被消灭，不在



**Book 33**

**On Zhongshan**

**Marquis Wen of Wei Wished to Destroy Zhongshan**

Marquis Wen of the state of Wei wanted to destroy the state of Zhongshan. Chang Zhuangtan told Zhao Xiangzi, "If Wei annexes Zhongshan, your state will definitely be destroyed too. Why not ask Marquis Wen's permission to marry his daughter—Childe Qing and honour her as the First Lady? Then you can confer Zhongshan on her. Accordingly, the state of Zhongshan can be re-established."

**Gongsun Yan Was About to Enthroned Five Kings**

Gongsun Yan was about to enthrone five Kings and put the sovereign of Zhongshan at the end of his list. The king of the state of Qi sent a message to the sovereigns of the state of Zhao and the state of Wei as follows: "I feel ashamed to be addressed as King along with the sovereign of Zhongshan. I want to ally with you to attack him and force him to abandon the chance of being proclaimed King." When the sovereign of Zhongshan heard of this, he was afraid very much, so he called in Zhang Deng to tell him about it and said, "I am going to be proclaimed King. However, the sovereign of Qi has told the sovereigns of Zhao and Wei that he would feel ashamed of being addressed as King along with me, and they

### 【原文】

非子莫能吾救！”登对曰：“君为臣多车重币，臣请见田婴。”中山之君遣之齐。

见婴子，曰：“臣闻君欲废中山之王，将与赵、魏伐之，过矣！以中山之小而三国伐之，中山虽益废王，犹且听也！且中山恐，必为赵、魏废其王而旁附焉。是君为赵、魏驱羊也，非齐之利也。岂若中山废其王而事齐哉？”田婴曰：“奈何？”张登曰：“今君召中山，与之遇而许之王，中山必喜而绝赵、魏。赵、魏怒而攻中山，中山急而为君难其王，则中山必恐，

### 【今译】

于索求王位。除了你没有人能够救我了！”张登回答说：“愿为我多多置办车子和礼金，让我去见田婴。”中山国君把他派到齐国。

张登拜见田婴，说：“我听说您想废黜中山王，将要跟赵国和魏国一起进攻中山，错了啊！区区中山一个小国，而三个国家攻打它，即使有比放弃称王更严重的事情，中山国也会听从命令的。再说，中山王害怕了，一定会为了赵国和魏国而放弃称王并致力于依附它们。这样一来，您就是在把羊赶到赵国和魏国那里去，对齐国是不利的。哪里比得上让中山王放弃称王而侍奉齐国呢？”田婴问：“该怎么办？”张登说：“现在您召见中山王，跟他会晤并且答应让他称王，中山王一定会很高兴，从而断绝跟赵国和魏国的关系。赵国和魏国就会被激怒，从而会进攻中山，中山陷入危机，而且您羞于跟他一起称王，中山国就一定很惊恐，



are about to attack me. In stead of demanding the title of King, I am indeed afraid that our state might be destroyed. And no one else can help me in this matter except you." Zhang Deng replied, "Please prepare many carriages and monetary gifts for me. I will go to talk with Tian Ying for you." The sovereign of Zhongshan then sent him to the state of Qi.

Zhang Deng paid a visit to Tian Ying and said, "I heard that you are going to ally with the states of Zhao and Wei to attack and dethrone the sovereign of Zhongshan. That's wrong. Putting the small Zhongshan under the threat of aggression from three states will force the sovereign of Zhongshan to do things more serious than giving up the chance to call himself King. Moreover, if the sovereign of Zhongshan is scared, he will give up this chance in support of the states of Zhao and Wei, and will also focus on hobnobbing with them. Thus you are driving the sheep to Zhao and Wei. This is not good for your state at all. Wouldn't it be better to coerce the sovereign of Zhongshan into giving up this chance and submit to you?" Tian Ying asked, "What should I do then?" Zhang Deng said, "You can summon the sovereign of Zhongshan, arrange a meeting with him and promise to support his calling himself King. Thus he will be very happy and therefore will cut his ties with the states of Zhao and Wei. As a result, Zhao and Wei will be vexed, so they will assault the state of Zhongshan. Accordingly, the sovereign of Zhongshan will be under a severe threat. As you hate being proclaimed King together with him, he will give up the title



### 【原文】

为君废王事齐。彼患亡其国，是君废其王而亡其国，贤于为赵、魏驱羊也。”田婴曰：“诺。”张丑曰：“不可！臣闻之，同欲者相憎，同忧者相亲。今五国相与王也，负海不与焉。此是欲皆在为王，而忧在负海。今召中山，与之遇而许之王，是夺五国而益负海也。致中山而塞四国，四国寒心，必先与之王而敌亲之，是君临中山而失四国也。且张登之为人也，善以微计荐中山之君久矣，难信以为利。”

田婴不听，果召中山君而许之王。张登因谓赵、魏曰：“齐欲伐河

### 【今译】

会为了您而放弃称王并且侍奉齐国。他担心自己的国家会灭亡，这样一来，防范您的王位而让他保全国家，此为赵国和魏国赶羊好多了。”田婴说：“好。”张丑说：“不行！我听说，有相同欲望的人互相憎恨，有相同忧患的人互相亲近。如今这五个国家一起称王，齐国没有参与。这表明他们的欲望都是称王，而把齐国视为祸患。现在如果召见中山王，跟他会晤并且答应他称王，这就是侵夺那五个国家来为齐国谋利啊。赢得了中山但是却得罪了其他四个国家，那四个国家胆战心惊了，一定会率先授予他王位并且特意亲近他，这样一来，您就因为亲近中山国而失去了其他四个国家。再说张登的人，他很长时间以来一直善于给中山君推荐一些阴谋诡计，很难相信他能为我们谋利。”

田婴没有听从，果然召见中山君并且许诺称他为王。张登趁机对赵国和魏国说：“齐国想进攻河东。怎么知道的呢？齐王非常羞于跟中



out of fear to win you over. He will be afraid of losing his state, so you can make him abandon this chance for addressing himself as King, and at the same time, his state will survive by so doing. This is much better than driving the sheep to Zhao and Wei." Tian Ying said, "I see." Zhang Chou said, "No, we should not do that. I heard that people with the same desires are hostile towards one another, but people who share the same problems are close to one another. Now the sovereigns of those five states are about to proclaim themselves as Kings together, but our state is not included. This means that they have the same desire to address themselves as Kings and regard our state nothing but trouble. If you summon the sovereign of Zhongshan now, grant an interview to him and allow him to call himself King, it will cause damage to those five states and benefit our state. By summoning the sovereign of Zhongshan, you will offend the other four states. If they feel snubbed, they will surely allow the sovereign of Zhongshan to also address himself as King to win him over. If this is the case, you will lose the other four states by supporting the state of Zhongshan. Moreover, speaking of Zhang Deng, he has been advising the sovereign of Zhongshan to use trickery for a long time. I don't believe that he will provide any benefit for us."

Tian Ying didn't listen to him. He sent for the sovereign of Zhongshan and allowed him to address himself as King as expected. Zhang Deng then told the sovereigns of the states of Zhao and Wei, "The state of Qi is about to attack Hedong. How do I know this? Well, the king of Qi is ashamed of being

### 【原文】

东。何以知之？齐豈与中山之为王甚矣，今召中山，与之遇而许之王，是欲用其兵也。岂若令大国先与之王，以止其遇哉？”赵、魏许诺，果与中山王而亲之。中山果绝齐而从赵、魏。

### 【今译】

山王一起称王，如今召见中山王，跟他会面并且许诺称他为王，这就是想用兵啊。哪里比得上让贵国先授予他王位，来制止他们的会面呢？”赵国和魏国同意了，果然授予中山王王位而且跟他亲善。中山王果然断绝跟齐国的关系而亲附赵国和魏国。

## 中山与燕赵为王

### 【原文】

中山与燕、赵为王，齐闭关不通中山之使，其言曰：“我万乘之国也，中山千乘之国也，何侔名于我？”欲割平邑以赂燕、赵，出兵以攻中山。

蓝诸君患之。张登谓蓝诸君曰：“公何患于齐？”蓝诸君曰：“齐强，

### 【今译】

中山国君跟燕国和赵国国君一起称王，齐王关闭边境，不跟中山国互通使节，他扬言道：“我是一个拥有一万辆战车的大国，中山是个拥有一千辆战车的国家，凭什么跟我齐名？”打算割让平邑来贿赂燕国和赵国，联合它们一起起兵进攻中山。

蓝诸君担心这件事情。张登对蓝诸君说：“您担心齐国做什么？”蓝诸君说：“齐国是个强大的国家，耻于跟中山相提并论，不惜割让土地来

addressed as King together with the sovereign of Zhongshan. Nonetheless, he is going to summon the sovereign of Zhongshan, grant an interview to him and allow him to address himself as King. This indicates that Qi is about to take military action. Wouldn't it be better for you to allow the sovereign of Zhongshan to address himself as King first and so stop their meeting?" The sovereigns of Zhao and Wei promised to do so. They met the sovereign of Zhongshan and established good relations with him. The sovereign of Zhongshan cut his ties with Qi and hobnob with Zhao and Wei as expected.

### **The Sovereign of Zhongshan and Those of Yan and Zhao Were About to Proclaim Themselves Kings**

The sovereign of the state of Zhongshan and those of the states of Yan and Zhao were about to proclaim themselves Kings. For this reason, the king of the state of Qi ordered his borders be closed to stop all diplomatic activities with the state of Zhongshan. He also declared, "I have a state with ten thousand chariots, and the sovereign of the state of Zhongshan has only one thousand. How can he be mentioned in the same breath with me?" He was going to cede the county of Pingyi to bribe the states of Yan and Zhao and thus win them over to attack Zhongshan together.

Lord Lanzhu worried about it. Zhang Deng had a talk with him and asked him, "Why are you bothered by the state of Qi?" Lord Lanzhu said, "The state of Qi is a powerful





### 【原文】

万乘之国，耻与中山侔名，不惮割地以赂燕、赵，出兵以攻中山。燕、赵好位而贪地，吾恐其不吾据也。大者危国，次者废王。奈何吾弗患也？”张登曰：“请令燕、赵固辅中山而成其王，事遂定。公欲之乎？”蓝诸君曰：“此所欲也。”曰：“请以公为齐王而登试说公。可，乃行之。”蓝诸君曰：“愿闻其说。”

登曰：“王之所以不惮割地以赂燕、赵，出兵以攻中山者，其实欲废中山之王也。王曰：‘然。’然则王之为费且危！夫割地以赂燕、赵，是强敌也；出兵以攻中山，首难也。王行二者，所求中山未必得。王如用臣

### 【今译】

贿赂燕国和赵国，联合它们起兵进攻中山。燕国和赵国君主喜欢背信弃义而且贪图土地，我担心他们不支持我了。从大的方面说，会让我们的国家陷入危机；从小的方面说，会导致我就弃称王。我怎么能不担心呢？”张登说：“请允许我让燕国和赵国坚决辅助中山并且促成称王一事，事情就成功了。您希望这样吗？”蓝诸君说：“这是我所希望的。”张登说：“请假设您是齐王，而我试着游说您。如果您认为可以的话，我就去做。”蓝诸君说：“希望听听您的说法。”

张登说：“大王之所以不顾忌割让土地来贿赂燕国和赵国，让它们跟您一起进攻中山，实际上是想废黜中山国君的王位。齐王会说：‘是这样的，’然而大王的做法既像浪费又有危险。割让土地来贿赂燕国和赵国，这就是增强敌国的力量；出兵进攻中山，是最困难的事。大王做这两件事，所求于中山的未必能得到。大王如果采纳我的办法，不用靠



state with ten thousand chariots, and it is ashamed of being mentioned in the same breath with us. Moreover, it also won't hesitate to cede some land to Yan and Zhao and so ally with them to send troops to attack us. Yan and Zhao are inclined to break their word and they are both greedy. So I am afraid that they will not support us. If this is the case, our state will be in danger, or at least we might be forced to give up the chance of addressing our sovereign as King. Why shouldn't I be worrying about it?" Zhang Deng said, "Please allow me to ensure that Yan and Zhao support us firmly as well as help our sovereign address himself as King. It will result in success. Do you want me to do that?" Lord Lanzhu said, "This is what I want." Zhang Deng said, "Suppose you were the king of Qi, and I was trying to prevail upon you. If you think this is practical, I will do it." Lord Lanzhu said, "I would like to listen to you plan."

Zhang Deng said, "The reason that you do not hesitate to cede some land to bribe Yan and Zhao and win them over to join you in attacking the state of Zhongshan, lies merely in the fact that you want to stop the sovereign of Zhongshan from addressing himself as King. The king of Qi will say, 'Yes, that's right'. If this is the case, it will not only cost you a lot of money, but will also lead your state into great danger. Ceding land to bribe Yan and Zhao will only strengthen your enemies. Attacking the state of Zhongshan is a most difficult enterprise. Taking these two actions will not ensure that you gain what you want from Zhongshan. If you take my advice, you will stop the sovereign of Zhongshan

【原文】

之道，地不亏而兵不用，中山可废也。王必曰：‘子之道奈何？’蓝诸君曰：“然则子之道奈何？”张登曰：“王发重使，使告中山君曰：‘寡人所以闭关不通使者，为中山之独与燕、赵为王，而寡人不与闻焉，是以隘之。王苟举趾以见寡人，请亦佐君。’中山悉燕、赵之不己据也，今齐之辞云‘即佐王’，中山必遁燕、赵，与王相见。燕、赵闻之，怒绝之，王亦绝之，是中山孤。孤何得无废？以此说齐王，齐王听乎？”蓝诸君曰：“是则必听矣。此所以废之，何在其所存之矣？”张登曰：“此王所以存者也！齐以是辞来，因言告燕、赵而无往，以积厚于燕、赵。燕、赵必曰：‘齐之欲

【今译】

失土地，也无需用兵，就可以废黜中山国君的王位。齐王一定会说：‘您有什么办法？’蓝诸君问道：“您有什么办法？”张登说：“大王派出重要的使臣，让他告诉中山国君说：‘我之所以关闭边境，不跟您通使，是因为中山国君唯独跟燕国和赵国的国君称王，而不让我知道，这就是给我设置障碍。大王如果前来见我，我也会帮助您的。’中山国君害怕燕国和赵国不支持自己了，如今齐王说尽快帮助他，中山国君一定会背叛燕国和赵国，跟大王相见。燕国和赵国听说了此事，会生气地跟他绝交，大王也跟他绝交，这样一来，中山就孤立了。孤立了怎能不被废黜呢？用这番话游说齐王，齐王会听从吗？”蓝诸君说：“这番话是一定会被听从的。这是废黜中山国君王位的方法，如何保全中山的王位呢？”张登说：“这就是保全王位的方法啊。齐国派人送来帮助中山国君称王的消息，接着就告诉燕国和赵国，而且不要前往齐国，来深深地赢得燕国和



from proclaiming himself King without losing any land or taking any military action. The king of Qi would definitely ask me, 'What is your advice?'" Lord Lanzhu asked, "What is your advice then?" Zhang Deng said, "You can send an important emissary to the state of Zhongshan to inform its sovereign, 'I have closed our borders to stop all diplomatic activities with your state because you have planned with the sovereigns of Yan and Zhao to proclaim yourselves Kings but have not notified me. This shows that you are setting up obstacles for me. If you come here to meet me face to face, I will also support you.' The sovereign of Zhongshan fears that Yan and Zhao might turn against him, and now the king of Qi declares that he will help him. As a result, the sovereign of Zhongshan will betray Yan and Zhao and come here to meet you. When the sovereigns of Yan and Zhao hear this, they will be angered, and therefore will sever their ties with Zhongshan. Then you will sever your ties with it as well. As a result, the sovereign of Zhongshan will become isolated. When he find himself isolated, he will be forced to give up proclaiming himself King. If I try to prevail upon the king of Qi this way, do you think he will listen to me or not?" Lord Lanzhu said, "He will definitely take this advice. This is how to stop our sovereign from proclaiming himself King. But how can we manage to achieve this goal?" Zhang Deng said, "This is also the right way to maintain the title of King. If the king of the state of Qi sends a message here saying that in this case he will support the sovereign of Zhongshan, we can inform the sovereigns of Yan and Zhao about it. Then we





### 【原文】

割平邑以赂我者，非欲废中山之王也，徒欲以离我于中山而已亲之也。<sup>9</sup>虽百平邑，燕、赵必不受也！”蓝诸君曰，“善。”

遣张登往，果以是辞来。中山因告燕、赵而不往，燕、赵果俱辅中山，而使其王，事遂定。

### 【今译】

赵国。燕国和赵国的国君一定会说：‘齐国打算割让平邑来贿赂我们，不是想废黜中山国君的王位，而只是想离间我们跟中山国的关系而自己争取它啊。’即使有一百个平邑，燕国和赵国也一定不会接受的。”蓝诸君说，“好。”

派张登到齐国去，齐王果然送来支持中山的消息，中山接着就告诉了燕国和赵国，而且没有前往齐国，燕国和赵国果然都帮助中山国君，并且让他称王，于是事情成功了。

## 司马恙使赵

### 【原文】

司马恙使赵，为己求相中山。公孙弘阴知之。中山君出，司马恙御，公孙弘参乘。弘曰：“为人臣，招大国之威，以为己求相，于君何如？”

### 【今译】

司马恙出使赵国，为自己谋求做中山国的相国，公孙弘暗中知道了这件事。一次中山国君主外出，司马恙为他驾车，公孙弘在旁边陪着。公孙弘说：“作为一个臣子，借助强大的国家的威势，来为自己谋求



can refuse to let our sovereign go to Qi to meet the king. By so doing, we will surely win over Yan and Zhao. The sovereigns of Yan and Zhao will definitely say, 'Instead of trying to stop the sovereign of Zhongshan from addressing himself as King, the king of Qi is merely aiming at alienating our relations with Zhongshan. Then he can win it over to himself by ceding the county of Pingyi to us.' If this is the case, even if Qi presented Yan and Zhao with one hundred Pingyis, Yan and Zhao would not accept them." Lord Lanzhu said, "Very good."

Then he sent Zhang Deng to the state of Qi. And the king of Qi sent a message saying that he would support the sovereign to address himself as King as expected. Then the sovereign of Zhongshan informed the sovereigns of the states of Yan and Zhao about it, and at the same time, he refused to go to Qi to meet the king. Yan and Zhao both helped to enthrone the sovereign of Zhongshan as King as expected. Finally the plan succeeded.

### **Sima Xi Was on a Diplomatic Mission to Zhao**

Sima Xi was on a diplomatic mission to the state of Zhao and asked Zhao to help him obtain the position of prime minister of the state of Zhongshan. Gongsun Hong knew this secretly. When the sovereign of Zhongshan went out, Sima Xi drove the carriage for him and Gongsun Hong sat beside the sovereign to accompany him. Gongsun Hong said, "If a court official resorted to another big and powerful state to

【原文】

君曰：“吾食其肉，不以分人！”司马惠顿首于轼，曰：“臣自知死至矣！”君曰：“何也？”“臣抵罪。”君曰：“行！吾知之矣。”

居顷之，赵使来，为司马惠求相，中山君大疑公孙弘，公孙弘走出。

【今译】

相国一职，您怎么看待这种事呢？”中山国君主说：“我吃了他的肉，不把肉分给别人。”司马惠在车前的横木上叩头说：“我知道自己就要被处死了。”君主问道：“为什么？”（司马惠说：）“我犯下了这样的罪。”君主说：“赶路吧，我知道了。”

过了一段时间，赵国的使者来了，为司马惠请求相国的职位。中山国的君主十分怀疑公孙弘暗中与赵国有染，公孙弘出逃了。

## 【原文】

1498

司马惠三相中山，阴简难之。田简谓司马惠曰：“赵使者来属耳，独不可语阴简之美乎？赵必请之，君与之，即公无内难矣。君弗与赵，公因劝君立之以为正妻，阴简之德公无所穷矣。”果令赵请，君弗与。司马惠曰：“君弗与赵，赵王必大怒；大怒，则君必危矣！然则立以为妻，固无

## 【今译】

司马惠做过三次中山国的相国，阴简很忌恨他。田简对司马惠说：“赵国的使者来这里探听消息，您为什么不跟他说说阴简的美貌呢？赵王一定会索娶她，君主给了他，宫内就没有忌恨您的人了。君主不给他，您就趁机劝说君主立她为正妻，阴简对您的感激一定是无穷的。”司马惠果然让赵王索要阴简，中山国的君主不给他。司马惠说：“您不给赵国，赵王一定会十分生气，他生气了，您就有危险了。可是如果把



seek the chance of being appointed as prime minister of his own state, what would you think of this kind of person?" The sovereign said, "I would eat his flesh and not share it with others." Sima Xi knelt down on the horizontal bar in the front of the carriage and said, "I know that I will be sentenced to death!" The sovereign asked, "Why?" "Because I have committed this kind of sin." The sovereign said, "Carry on. I know about it." After some time, an emissary from Zhao arrived in Zhongshan and asked for the sovereign's permission to appoint Sima Xi to be prime minister of Zhongshan. The sovereign was very suspicious of Gongsun Hong. As a result, Gongsun Hong fled to other states.

### **Sima Xi Served as Prime Minister Three Times**

Sima Xi had been appointed to be prime minister of the state of Zhongshan for three times. Yin Jian (the name of a beautiful woman in the palace) was jaundiced towards him. Tian Jian advised Sima Xi, "The state of Zhao has sent a messenger here to gain some information about our state. Why not inform him of the beauty of Yin Jian? Thus Zhao's king will ask for her. If His Majesty presents her to Zhao, you will no longer have any personal enemy inside the palace. If not, you can take occasion to persuade him to appoint her as the First Lady. Thus Yin Jian will be eternally grateful to you." As expected, Sima Xi hinted to Zhao's king to ask for Yin Jian, but the sovereign of Zhongshan refused. Sima Xi said, "If you don't give her to Zhao, Zhao will be very

【原文】

请人之妻不得而怨人者也。”

田简自谓取使，可以为司马喜，可以为阴简，可以令赵勿请也。

【今译】

她立为正妻，本来就没有因为索要别人的妻子不如愿就怨恨人家的道理啊。”

田简自认为这么做可以帮司马喜的忙，可以帮阴简的忙，还可以让赵国不索要阴简。

## 阴姬与江姬争为后

【原文】

阴姬与江姬争为后。司马喜谓阴姬公曰：“事成，则有土子民；不成，则恐无身。欲成之，何不见臣乎？”阴姬公稽首曰：“诚如君言，事何可豫道者！”

司马喜即奉书中山王，曰：“臣闻‘弱赵强中山’。”中山王悦而见之，曰：“愿闻‘弱赵强中山’之说。”司马喜曰：“臣愿之赵，观其地形险阻，人

【今译】

阴姬跟江姬争着做王后。司马喜对阴姬的父亲说：“事情成了，你就能拥有土地和百姓；不成的话，恐怕连性命也难保了。想促成这事的话，为什么不来找我呢？”阴姬的父亲叩头说：“果真能像您所说的那样，我怎能预先说出将要答谢呢？”司马喜立即给中山国的君主写了一封信说：“我听说了削弱赵国使中山国强大起来的办法。”中山国的君主很高兴，于是召见他，说：“我愿意听听削弱赵国让中山国强大起来的办法。”司马喜说：“我愿意到赵国去，观察它的地形是否险阻，人民贫穷还是富



angry. As a result, you will be in danger. However, if you appoint her to be the First Lady, no one would ask for another man's legitimate wife and be hostile towards him if he is rejected." Tian Jian believed by doing so, he could do a big favour to both Sima Xi and Yin Jian. Moreover, he could also prevent Zhao's king from asking for Yin Jian.

### **Madame Yin and Madame Jiang Fought to be Appointed as Queen**

Madame Yin and Madame Jiang were fighting each other for being appointed as queen of the state of Zhongshan. Sima Xi told Madame Yin's father, "If this thing succeeds, you will be conferred some land along with the people living there. If not, you might not be able to maintain your life. If you'd like to facilitate it, why not come here to ask for my help?" Madame Yin's father knelt down in front of him and said, "If you can really help us as you said, how can I tell you that I will pay you back generously for that in advance?" Sima Xi sent a letter to the king of Zhongshan immediately, which said, "I heard of a strategy for weakening the state of Zhao but strengthening the state of Zhongshan at the same time." Zhongshan's king was very happy to hear that, so he called in Sima Xi and said, "Please tell me the strategy for weakening Zhao and strengthening Zhongshan at the same time." Sima Xi said, "I want to go to the state of Zhao on a diplomatic mission. Then I can observe its geographical condition and dangerous places there, and find out whether the people are

### 【原文】

民兹富，君臣贤不肖，商敌为资，未可豫陈也。”中山王遣之。

见赵王，曰：“臣闻赵，天下善为音，佳丽人之所出也。今者臣来，至境，入都邑，观人民丽俗，容貌颜色，殊无佳丽好美者。以臣所行多矣，周流无所不通，未尝见人如中山阴姬者也。不知者特以为神，方言不能及也。其容貌颜色，固已过绝人矣。若乃其眉目、准颧，权衡犀角偃月，截乃帝王之后，非诸侯之姬也。”赵王喜，大悦，曰：“吾愿请之，何如？”司马惠曰：“臣窃见其佳丽，口不能无道尔。即欲请之，是非臣所敢议。愿王无泄也！”

司马惠辞去，归报中山王曰：“赵王非贤王也，不好道德，而好声色；

### 【今译】

足，君主与大臣贤能还是不肖，对比敌我双方的实力作为参考，不能事先就说出来啊。”中山国的君主派遣司马惠出使赵国。

司马惠拜见赵王，说：“我听说赵国是天下最擅长音律的国家，美女也出自赵国。今天，我来到边境，进入都市和城邑，观察百姓的民谣与习俗，却没发现有相貌特别美丽的女子。我所到过的地方多着呢，周游各地，没有我不去的地方，还没有见到有像中山国的阴姬一样的美人。不知道的人都会以为她是神仙，她的美丽是无法用语言描述的。她的容貌声色本来就超过了历代佳人。至于她的眉眼、鼻梁、面颊、眉宇，头型和前额，那是帝王的王后之相，不是一般诸侯的妃子。”赵王动了心，非常高兴，说：“我想索要她，怎么样？”司马惠说：“我私下见她容貌的美丽，嘴上就不能不说出来。如果说想索要她，这不是我所敢谈论的，希望大王不要泄露出去。”

司马惠告辞而去，回来报告中山国的君主说：“赵王不是个贤明的





wealthy or poor, and whether its sovereign and court officials are wise and capable or unworthy. Thus we can compare the might of both sides and therefore be prepared. I cannot divulge my strategy now." Zhongshan's king sent him to Zhao.

Sima Xi visited Zhao's king and said, "I have heard that the people of the state of Zhao are very familiar with music. Moreover, almost all the most beautiful women in the world are from Zhao. However, today on my way to your state, I have visited several towns and cities and observed your folk songs and customs, but I haven't seen any extremely beautiful women at all. I have been everywhere and seen various people, but haven't seen any woman as beautiful as Madame Yin of the state of Zhongshan. People who don't know her would consider her a fairy. It is not possible to describe her beauty with words. Her beauty has already surpassed that of those who are normally regarded as pretty women. Moreover, her brows, eyes, nose, face, the shape of her head and her forehead have the features of the queen of a Di or a King. For sure, she won't be an ordinary concubine of a common sovereign." The king of Zhao was impressed with his words. He appeared very excited and said, "I want to ask for her. What do you think about it?" Sima Xi said, "Personally I have seen her beauty and cannot help divulging it. If you want to ask for her, there's nothing I dare say about it. Please keep it a secret, Your Majesty."

Sima Xi left Zhao and returned to Zhongshan to report to the sovereign and said, "The king of Zhao is neither wise nor



### 【原文】

不好仁义，而好勇力。臣闻其乃欲请所谓‘阴姬’者。”中山王作色不悦。司马惠曰：“赵，强国也，其请之必矣。王如不与，即社稷危矣；与之，即为诸侯笑。”中山王曰：“为将奈何？”司马惠曰：“王立为后，以绝赵王之意。世无请后者，虽欲得请之，邻国不与也。”中山王遂立以为后；赵王亦无请言也。

### 【今译】

君主，他不喜欢道德，却喜欢音乐与声色；不注重仁义，却崇尚武力。我听说他想索要一个叫做阴姬的女人。”中山国的君主改变了脸色，很不高兴。司马惠说：“赵国强大，他一定会来索要的。大王如果不给他，国家就会陷入危机；给了他，就会被别国笑话。”中山国的君主说：“那该怎么办呢？”司马惠说：“大王把她立为王后，来断绝赵王的念头。世上没有索要别国王后的。即便想得到，邻近的国家也不会同意。”于是中山国的君主就立阴姬为王后，赵王也不再索要她的话。

## 主父欲伐中山

### 【原文】

主父欲伐中山，使李疵观之。李疵曰：“可伐也。君弗攻，恐后天下。”主父曰：“何以？”对曰：“中山之君所倾盖与车，而朝穷闾隘巷之士者，七十家。”主父曰：“是贤君也，安可伐？”李疵曰：“不然。举士，则民

### 【今译】

赵武灵王想攻打中山国，派李疵去那里观察情况。李疵说：“可以攻打。大王如果不进攻，恐怕要落在别的国家后面了。”赵武灵王说：“为什么？”李疵回答说：“中山国的君主亲自乘车拜访的住在穷困偏僻的街巷的士人有七十家。”赵武灵王说：“这是个贤明的君主，怎么可伐



capable. He doesn't adhere to any value or virtue, but is addicted to music and love affairs with pretty women instead. He doesn't extend benevolence and righteousness, but prefers to use force. I also heard that he would ask for someone called Madame Yin." The king of Zhongshan appeared very unhappy. Sima Xi said, "Zhao is a very strong and powerful state. He will definitely ask for her. If you don't present him with the woman, your state will be in danger. If you give in to him, you will be derided by other states' sovereigns." The king of Zhongshan asked, "What shall I do then?" Sima Xi said, "You can appoint her to be the new queen to put an end to the selfish wishes of Zhao's king. No one should ask for the queen of another state. Although he may want to do that, his neighbouring states will be against it." The king of Zhongshan then appointed Madame Yin to be queen. And the king of Zhao didn't pursue his wish to ask for her.

### **King Wuling of Zhao Wanted to Attack Zhongshan**

King Wuling of the state of Zhao was going to attack the state of Zhongshan, so he sent Li Ci to observe the situation there. Li Ci said, "We should launch the attack now. Otherwise, I am afraid that other states will take action first." King Wuling asked, "Why?" Li Ci replied, "The sovereign of Zhongshan has taken a carriage and visited seventy scholars living in narrow and poor alleys in person." King Wuling said, "Therefore, he is a wise and capable

### 【原文】

务名不存本；朝贾，则耕者惰而战士懦。若此不亡者，未之有也。”

### 【今译】

攻打呢？”李疵说：“不是这样的。举荐士人，百姓就会追求虚名而不致力于耕作；朝拜贤人，农夫就会懒惰，并且士卒也会怯懦。到了这种程度还不灭亡的，从来没有过。”

## 中山君飧都士大夫

### 【原文】

中山君飧都士大夫，司马子期在焉。羊羹不遍，司马子期怒而走于楚，说楚王伐中山，中山君亡。有二人挈戈而随其后，中山君顾谓二人：“子奚为者也？”二人对曰：“臣有父，尝饿且死，君下壶飧饵之。臣父且死，曰：‘中山有事，汝必死之！’故来死君也。”中山君喟然而仰曰：“与不期众少，其于当厄；怨不期深浅，其于伤心。吾以一杯羊羹亡国，

### 【今译】

中山国的君主宴请国都里的士人，大夫司马子期也在场。分羊羹的时候没有分给他，司马子期愤怒地出逃到了楚国，游说楚王攻打中山。中山国的君主逃亡，有两个人提着戈跟随在他身后，中山国的君主回过头对那两个人说：“你们干什么呢？”那两个人回答说：“我们有个父亲，曾经快要饿死了，您解下自己的饭盒给他吃东西。我们的父亲临死的时候说：‘中山国如果有战事，你们一定要效死。’所以我们为您拼命啊。”中山国的君主感慨地仰天长叹，说：“施恩不在多少，关键在于您在对方最困难的时候；结怨不在深浅，关键在于是否伤了对方的心。我因





sovereign. How can we attack him?" Li Ci said, "You are wrong. If a sovereign is engaged in recommending scholars, the people will follow trivial pursuits and not pay attention to farm work. If a sovereign is engaged in visiting wise and capable people, the farmers will become lazy and officers and men will be cowardly. If this is the case, no state can survive."

### **The Sovereign of Zhongshan Held a Banquet and Invited All the Scholars in the Capital**

The sovereign of the state of Zhongshan held a banquet and invited all the scholars in the capital to attend. Sima Ziqi, a high-ranking court official, was also invited. However, when the mutton soup was served, Sima Ziqi was overlooked. He was angry, so he fled to the state of Chu and persuaded the king of Chu to attack Zhongshan. The sovereign of Zhongshan fled. But there were two men carrying daggers in their hand following him. The sovereign turned round and asked them, "What are you doing here?" The two answered, "Well, once our father was starving, and you fed him, so he survived. When our father was dying, he said, 'If the state of Zhongshan is in trouble, you should devote your lives to it.' So, we are here to fight to the death for your sake." The sovereign of Zhongshan groaned, looked up towards the sky and said, "It doesn't matter whether you do a big favour or a small one to others, but do it when others are really in need. It doesn't matter whether you hurt others badly or slightly,

【原文】

以一壶准得士二人。”

【今译】

为了一杯羊羹而亡了国，因为一盒饭而赢得了两位勇士。”

## 乐羊为魏将

【原文】

乐羊为魏将，攻中山。其子时在中山，中山君烹之，作羹致于乐羊，乐羊食之。古今称之：“乐羊食子以自信，明害父以求法。”

【今译】

乐羊充当魏国大将进攻中山国。当时乐羊的儿子正好在中山，中山国国君活活煮死他的儿子，做成肉羹送给乐羊，乐羊把它吃下了。古今的人称赞他道：“乐羊吃掉自己的儿子来表明自己的诚信，申明杀害自己的父亲来遵循法律。”

## 昭王既息民缮兵

【原文】

昭王既息民缮兵，复欲伐赵。武安君曰：“不可。”王曰：“前年国虚民饥，自不量百姓之力，求益军粮以灭赵。今寡人息民以养士，蓄积粮

【今译】

秦昭王下令休养百姓、修缮兵器以后，又想攻打赵国。武安君说：“不行！”秦昭王说：“前年国库空虚，老百姓闹饥荒，您不估量百姓的力量，要求追加军粮来消灭赵国。如今我让百姓休息，士卒身体养过了，积





but make sure that you do not hurt their innermost feelings. I have lost my state because of a cup of mutton soup, but obtained two valorous people because of a box of food.”

### **Yue Yang Served as Commander-in-Chief of Wei**

Yue Yang served as Commander-in-Chief of the state of Wei during the war against the state of Zhongshan. At that time, Yue Yang's son was in Zhongshan. The sovereign of Zhongshan cooked the son alive, made some meat broth and sent it to Yue Yang. Yue Yang ate it. Such activities have been praised by people from ancient times till today as follows: “Yue Yang ate his own son to prove his loyalty and honesty. Shen Ming sentenced his own father to death to enforce the law.”

### **After King Zhao of Qin Had Ordered to Let the People Recuperate and Have the Weapons Repaired**

After the people had recovered from the former conflicts with the state of Zhao and the weapons had been repaired, King Zhao of the state of Qin wanted to attack the state of Zhao again. Bai Qi, also known as Lord Wuan, said, “We should not do that!” King Zhao said, “Two years ago, our state had no savings at all and the people also suffered a famine. However, you paid no attention to the poverty of our people at that time, but demanded more foodstuff to support the army to destroy the state of Zhao. Now under my edict,



### 【原文】

食，三军之俸有倍于前，而曰‘不可’。其说何也？”

武安君曰：“长平之事，秦军大克，赵军大破，秦人欢喜，赵人畏惧。秦民之死者厚葬，伤者厚养，劳者相恤，饮食均饷，以靡其财；赵人之死者不得收，伤者不得疗，溺泣相哀，戮力同忧，耕田疾作，以生其财。今王发军，虽倍其前，臣料赵国守备，亦以十倍矣！赵自长平已来，君臣忧惧，早朝晏退，卑辞重币，四面出嫁，结秦燕、魏，连好齐、楚，积德并心。

### 【今译】

蓄了粮食，三军的俸禄比以前增加了一倍，可是却说‘不行’。有什么理由吗？”

武安君说：“长平一战，秦军大获全胜，赵军被重重地击败；秦国人欢喜，赵国人畏惧。秦国在战争中丧生的人都被厚葬，受伤的人得到优厚的待遇，劳作的人互相犒劳，把饮食赠送给别人，来耗费自己的钱财。赵国在战争中丧命的人的尸体都得不到收殓，受伤的人得不到医治，人们流着涕泪互相哀悼，同心协力分担忧患，努力耕田种地，来生产财富，如果大王发动进攻，即使派出比上次多一倍的军队，我猜想赵国的守备也会有十倍之多了！赵国自从长平之战以来，君臣上下担忧恐惧，早上朝、晚退朝，用谦卑的言辞和丰厚的礼金结交别国，赵王的女儿嫁到四





the people have recovered from the war and stored a lot of foodstuff. The salaries of our officers and men have doubled in contrast to those they earned before. However, you said that we should not take military action. Why did you say so?"

Lord Wuan said, "During the war in Changping, we won a great victory and the troops of Zhao suffered a debacle. Our people were delighted, and the people of Zhao were frightened. In our state, generous funeral ceremonies were held for those who lost their lives in the conflict. The wounded were well supported, and those who served in the army were rewarded with food and drink. Foodstuffs were also distributed to others. A lot of our savings was wasted this way. On the contrary, in the state of Zhao, the corpses of those killed on the battlefield were not collected. The wounded could not afford any medical treatment, and the people condoled one another in tears. By sharing the same suffering, the people of Zhao became of one mind. They have worked hard in the fields to produce more grain and accumulate wealth. Even if you send twice as many troops as before, I think the capability of the people of Zhao to defend their state will be ten times higher. In the state of Zhao, after the war fought in Changping, its sovereign and court officials were anxious and terrified. As a result, they have worked at court early in the morning and returned home late in the evening. They have sent emissaries to establish relations with other states with humble words and generous monetary gifts. They have married their daughters to other states on all four sides and become related to the sovereigns of the states



### 【原文】

备秦为善。其国内交，其交外成。当今之时，赵未可伐也。”

王曰：“寡人既以兴师矣。”乃使五校大夫王陵将而伐赵。陵战失利，亡五校。王欲使武安君，武安君称疾不行。王乃使应侯往见武安君，责之曰：“楚地方五千里，持戟百万。君前率数万之众人楚，拔郢郢，焚其庙，东至境陵，楚人震恐，东徙而不敢西向。韩、魏相率，兴兵甚众，君所将之不能半之，而与战之于伊阙，大破二国之军，流血漂卤，斩首二十四万，韩、魏以故至今称东藩。此君之功，天下莫不闻。今赵卒

### 【今译】

面八方的国家，跟燕国和魏国结为亲家，跟齐国和楚国交好，处心积虑。团结一致，致力于防备秦国。国内亲实，外交成功。现在这个时候，不能进攻赵国啊。”

秦昭王说：“我已经派出军队了。”于是让五校大夫王陵率领军队进攻赵国。王陵在战争中失利，损失了五个校的兵力。秦昭王想任命武安君带兵，武安君声称自己生病了不肯去。于是秦昭王派应侯前去见武安君，责备他道：“楚国的土地方圆五千里，武装的士卒上百万，您以前曾经率领几万人的队伍攻进楚国，攻克郢、郢，烧毁了它的宗庙，向东一直攻打到竟陵，楚国人惊恐，向东迁徙而不敢回到西部。韩国和魏国互相动员，派出很多士兵，您所带领的军队还不到他们的一半，却跟他们在伊阙交战，重重击败这两个国家的军队，这在地上的血能把楸漆起来，耕谷了二十四万敌军，因此魏国和魏国至今证明自己是我们东方的



of Yan and Wei through marriage. They have also won over the states of Qi and Chu. They have been committed to keeping on high alert against our state ever since then. Their state is rich, and their diplomatic activities are successful. At this time, we should by no means launch any attack on the state of Zhao. ”

King Zhao said, “I have already sent out our troops. ” Then he appointed Wu-Da-Fu Wang Ling to be Commander-in-Chief to lead the troops to attack Zhao. Wang Ling was defeated in a battle and lost five *xiao* of soldiers. King Zhao hoped Lord Wuan would command the troops for him, but Lord Wuan excused himself because of illness. King Zhao then sent Marquis Ying to pay a visit to Lord Wuan and scold him as follows: “The state of Chu used to have a territory of about five thousand square *li* as well as hundreds of thousands of armed soldiers. You led tens of thousands of soldiers into the state of Chu, and as a result, you conquered Yan and Ying, set their ancestral temples on fire, and then marched eastwards and seized all the areas up to Jingling. The people of Chu were terrified, so they fled to the east and did not dare move back to the west again. When the state of Han and the state of Wei allied with each other and dispatched numerous soldiers to attack us, you commanded less than a half of the number of the enemy forces. You confronted them in Yique, and badly defeated the allied forces drawn from those two states. During that conflict, the blood sluicing on the ground could float a shield, and as many as two hundred and forty thousand enemy soldiers were

【原文】

之死于长平者已十七、八，其国虚弱，是以寡人大发军，人数倍于赵国之众，愿使君将，必欲灭之矣。君尝以寡击众，取胜如神，况以强击弱，以众击寡乎？”

武安君曰：“是时楚王恃其国大，不恤其政，而群臣相妒以功，谄谀用事，良臣斥疏，百姓心离，城池不修，既无良臣，又无守备，故起所以得引兵深入，多倍城邑，发梁焚舟以专民以，掠于郊野以足军食。当此

【今译】

属国。这是您的功劳，天下人没有没听说的。如今赵国的军队在长平

一战中死去的已经有十之七八，它国力虚弱，因此我派出大量军队，人

数比赵国的军队多一倍，希望您为大将军，一定要将他们消灭了。

您曾经凭借着少数的军队击败大规模的对手，能神速地取得胜利，何况

用强大的军队进攻软弱的，用压倒多数的进攻少数的呢？”

武安君说：“那时候，楚王凭借着自己国家的强大，不关心国家大

事，而且群臣互相妒忌争功，煽惑谗媚，阿諛之能事，贤良的大臣遭到排

斥，疏远，百姓离心离德，城墙和护城河得不到修缮，既没有优秀的大

臣，又没有守备措施。所以我才能够带兵深入，占领深多的城邑，斩绝

桥梁，使烧船只来一心一意赢得百姓，从旷野进行掠夺来供给我们的军



beheaded. For this reason, both Han and Wei still consider themselves as our eastern dependencies. These are your contributions, and everyone under the sun has heard of that. In the state of Zhao, seven or eight out of ten soldiers lost their lives in Changping. Therefore, the state is weak, so I will send many troops, twice as many as those of the state of Zhao, to attack it. I want to appoint you to be Commander-in-Chief and make sure that you defeat Zhao for me. You used to defeat overwhelming numbers of enemy troops with many less soldiers and win magical victories. It goes without saying what will happen when you command an overwhelming number of troops to attack the enemy.”

Lord Wuan said, “At that time, relying on his vast territory, the king of the state of Chu paid no attention to government affairs. His court officials were jealous of one another and engaged in hobnobbing with the king with nothing but flattery. Under such circumstances, first-rate court officials were estranged, the people were not of one mind with the sovereign, and both protective walls and moats were not maintained and repaired. There were no excellent court officials, nor did they have any defence fortifications. Hence, I could lead my troops to march deep into their state, seize a lot of cities and towns, smash bridges as well as set boats on fire to encourage our officers and men (after breaking bridges and burning boats, the troops would have no means to retreat, so there was only one choice left to them—to face and fight the enemy head-on). We also plundered foodstuff from the suburbs to support our troops. At that



### 【原文】

之时，秦中士卒，以军中为家，将帅为父母，不约而亲，不谋而信，一心同功，死不旋踵。楚人自战其地，咸顾其家，各有散心，莫有斗志，是以能有功也。伊阙之战，韩孤顾魏，不欲先用其众；魏恃韩之锐，欲推以为锋。二军争便之力不同，是以我得设疑兵以待韩阵，专军并锐，触魏之不意。魏军既败，韩军自溃，乘胜逐北，以是之故能立功。皆计利形势，自然之理，何神之有哉？今秦破赵军于长平，不遂以时乘其振惧而灭之，慢而释之，使得耕稼以益蓄积，养孤长幼以益其众，缮治兵甲以益其

### 【今译】

队充足的食物。那个时候，秦国的士卒把军队当作自己的家，视将帅为父母，不用联络感情互相之间就很亲近，不用相约就信守诺言，同心协力追求共同的功勋，面对死亡也不会后退。楚国人各自为了自己的地盘作战，都只顾及自己的家，士民的心都很涣散，没有斗志，因此我才能建立战功。伊阙一战，韩国只想依赖魏国，不想先动用自己的兵力；魏国倚仗韩国部队的精锐，想推他们打前锋。两支军队都为自己的利益着想，不能同心协力，因此我得以设下疑兵来对付韩国军队，用全部大军以及精锐部队出其不意地进攻魏军。魏国军队被击败后，韩军自己就溃散了，我们乘胜追击，因为这个原因才能立功。都是算计有利的形势，是自然而然的道理，哪里有什么神奇的呢？当初秦军在长平击败了赵国军队，没有及时趁着他们震惊畏惧的时候消灭他们，出于害怕而放过了他们，使他们得以耕种来增加自己的积蓄，奉养孤儿、老人和幼儿



time, officers and men of our state regarded camps as their homes, and also considered the generals as their parents. They were close to one another without being told to be so, and remained honest without being forced by any orders. They were of one mind, seeking the same goal and would not retreat when faced by death. On the contrary, the people of the state of Chu fought for nothing but their private land and cared for nothing but their own families. They were not of one mind and had no morale to confront us. Accordingly, I could make a military contribution. During the war in Yique, on the one hand, the troops of Han were too reliant on those of Wei and were reluctant to take the lead in engaging in fighting us. On the other hand, the troops of Wei simply relied on the elite troops of Han, and wished that the latter could fight in the van for them. They both wanted to take advantage of their partner, so I could fool the troops of Han by pretending that I had deployed my troops to ambush them, and at the same time, I used our entire military forces as well as our elite soldiers to make a surprise attack on the troops of Wei. After the troops of Wei were defeated, those of Han scattered. Then based on that victory, I launched further attacks against them, so I made further contributions. I simply made good use of the situation, so it was natural that I won the battles, and it was not magical at all! After we defeated the troops of the state of Zhao in Changping, instead of taking advantage of their fear for us to destroy Zhao, we spared them due to timidity. Thus we gave them the chance to grow crops to re-accumulate their savings both in terms of





### 【原文】

强，增城浚池以益其固，主折节以下其臣，臣推体以下死士。至于平原君之属，皆令妻妾补缝于行伍之间。臣人一心，上下同力，犹勾践困于会稽之时也。以合伐之，赵必固守。挑其军战，必不肯出；围其国都，必不可克；攻其列城，必未可拔；掠其郊野，必无所得。兵出无功，诸侯生心，外救必至。臣见其害，未睹其利。又病，未能行。”

应侯惭而退，以言于王。王曰：“微白起，吾不能灭赵乎？”复益发军，更使王龁代王陵伐赵。围邯郸八、九月，死伤者众，而弗下。赵王出

### 【今译】

来增加人口，修缮兵器铠甲来增进军事力量，增高城墙，深挖护城河来巩固自己的防守。君主屈辱对待手下的臣子，大臣对手下敢死的勇士推心置腹。至于平原君等人，都让他们的妻子小妾到队伍中为士卒们缝补衣裳。臣子和人民同心，上下协力，和勾践在会稽时的情形是一样的。如果下令攻打赵国，赵国一定会固守。向它的军队挑战，他们一定不肯出战；包围它的国都，一定不能攻克；进攻它的城邑，一定不能攻破；在它的郊野抢掠，一定毫无所获。军队派出去不会有战功，其他各国诸侯动了心，一定会前来援救。我只看见进攻赵国的危害，没有发现有什么好处。我又生病了，不能出征。”

应侯感到有些理亏，就走了，向秦昭王作了汇报。秦昭王说：“没有白起，我就消灭不了赵国吗？”又派出更多的军队，派王龁替换了王陵进攻赵国，把邯郸城包围了八九个月，死伤众多，也没有攻下。赵王派出



grain and in terms of money, to take care of orphans, the old and the young to make their population multiply. They maintained and repaired their weapons and armour to enhance their military strength, as well as heightened protective walls and deepened moats to consolidate their defence capability. Their sovereign would condescend himself to pay reverence to the court officials, and the court officials would treat their warriors with pure sincerity because they would not hesitate to fight to the death. As for Lord Pingyuan and his peers, they sent their wives and concubines to the army to repair clothes for the soldiers. Court officials and the people, from superiors to subjects, are of one mind, just like the case of Gou Jian being confined in Kuaiji. If we attack them now, they will definitely defend their state stoically. If we challenge their troops, they will definitely not be reluctant to confront us. If we besiege their capital, we will definitely not be able to conquer it. If we attack their cities and towns, we will definitely not be able to take them. If we spoliage their suburbs, we will definitely come back with hands empty. Moreover, if we dispatch troops to attack them, other states' sovereigns will be provoked, and they will certainly come to Zhao's rescue. I only see disadvantages and cannot see any advantage in attacking Zhao. Besides, I am ill and cannot take command in the conflict anyway."

Marquis Ying felt sorry and left. Then he reported to King Zhao, and the king said, "Even without Bai Qi, can't I defeat Zhao?" Then he sent more troops to Zhao, and replaced General Wang Ling with General Wang He. The

### 【原文】

轻锐以寇其后，秦数不利。武安君曰：“不听臣计，今果何如？”王闻之怒，因见武安君，强起之，曰：“君虽病，强为寡人卧而将之！有功，寡人之愿，将加重于君；如君不行，寡人恨君。”

武安君顿首曰：“臣知行虽无功，得免于罪；虽不行无罪，不免于诛。然惟愿大王览臣愚计，释赵养民，以诸侯之变。抚其恐惧，伐其骄慢，诛灭无道，以令诸侯，天下可定，何必以赵为先乎？此所谓为一臣屈而胜天下也。大王若不察臣愚计，必欲快心于赵，以致臣罪，此亦所谓胜一

### 【今译】

轻锐部队从后面进攻秦军，秦军几次失利。武安君说：“不听我的建议，现在结果怎么样呢？”秦昭王听到这话生气了，于是自己去见武安君，强迫他起来出征，说：“尽管您病了，勉强为我躺着带兵吧。如果建立战功，这是我所希望的，我将重赏您；如果您不出征，我会恨您。”

武安君叩头说：“我知道出征虽然不会立功，但是能免于获罪；尽管不出征没有什么罪过，但是却免不了被杀头。然而我只希望大王能考虑一下我愚蠢的建议，放过赵国，蓄养百姓，来等待其他各国的变故。安抚惊恐的，讨伐傲慢的，消灭无道的，来对诸侯发号施令，就能平定天下。为什么一定要把赵国当作第一个进攻的目标呢？这就是所谓的屈服于一个大臣却战胜天下啊！大王如果不考虑我的建议，一定要进攻赵国让自己快意，给我带来罪名，这也就是所谓的战胜一个大臣却屈服



troops of Qin had besieged the capital of Handan for eight or nine months, but could not conquer it. They also suffered heavy casualties. The king of Zhao dispatched selected armies to attack those of Qin in the rear, and the latter experienced several successive losses. Lord Wuan said, "Look, the king did not take my advice, and what is happening now?" When King Zhao heard of this, he was vexed, so he went to see Lord Wuan in person, forced him to get out of bed and said, "Although you are sick, please take command of the army for me even though you might be confined to bed. If you make some contributions—and this is what I want, I will reward you generously. If you refuse to carry out my order, I will not forgive you."

Lord Wuan knelt down in prayer and said, "I know that if I accept this task, I will not be accused even though I might not make any contribution. If I reject, I cannot avoid being sentenced to death even though I am innocent. Nonetheless, I hope that you can take my advice into consideration. Please give up attacking the state of Zhao and let our people recover from the disaster caused by the conflicts. Then wait for events to be triggered by other states' sovereigns. Appease the scared, assault the arrogant, kill the unworthy, and issue orders to all other states under the sun. Then you can unify the whole world. Why are you intent on ruining the state of Zhao first? This is the so-called conquering other states of the world while condescending yourself to one court official. If you don't take my advice and keep on attacking Zhao to appease your own feelings, and so accuse me of being guilty,

【原文】

臣而为天下屈者也。夫胜一臣之严焉，孰若胜天下之威大耶？臣闻明主爱其国，忠臣爱其名。破国不可复完，死卒不可复生。臣宁伏受重诛而死，不忍为辱军之将。愿大王察之！”王不答而去。

【今译】

于天下各国啊！战胜一个大臣的尊严，哪里比得上战胜天下各国的威名大呢？我听说英明的君主热爱自己的国家，忠心的大臣热爱自己的名声。破损的国家不能重新变得完好，死去的士卒不能重新生还。我宁肯被处死，也不忍心做败将。希望大王明察。”秦昭王没有吭声就离开了。



this is the so-called yielding to other states of the world while conquering one court official. Can't you gain more power by conquering the whole world than conquering only one court official? I heard that a wise sovereign loves his state, and a loyal court official cherishes his reputation. A destroyed state cannot be totally re-established, and dead soldiers will not come back to life again. I would rather be sentenced to death than lose a war as a commander. I hope that you can consider that." King Zhao left without saying a word.





**图书在版编目 (CIP) 数据**

战国策：汉英对照 / 翟江月今译、英译. —桂林：广西师范大学出版社，2008. 2

(大中华文库)

ISBN 978-7-5633-6883-9

I. 战… II. 翟… III. ①英语—汉语—对照读物②中国—古代史—战国时代—史籍 IV. H319.4 K

中国版本图书馆 CIP 数据核字 (2007) 第 153695 号

策划编辑：宾长初

责任编辑：王 澄 刘云霞

大中华文库

**战国策**

翟江月 今译、英译

©2008 广西师范大学出版社

出版发行者：

广西师范大学出版社

(广西桂林市中华路 22 号)

邮政编码：541001

<http://www.bbtpress.com>

印制者：

深圳市佳信达印务有限公司印刷

(深圳市宝安区观澜镇观光路 128 号库坑路口广澜工业园

邮政编码：518110)

开本：960 mm × 640 mm 1/16 (精装) 印张：99.5

印数：0 001 ~ 3 000 册

2008 年 2 月第 1 版 第 1 次印刷

ISBN 978-7-5633-6883-9

定价：198.00 元 (全 3 卷)

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