

汉英对照阅读系列  
Chinese English Readers Series

Tales from Five  
上下五千年(一)  
Thousand Years of  
Chinese History (I)



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## 致读者

要学好一种语言，必须多听，多说，多读，多写。要学好汉语也不例外，必须多听普通话，多阅读汉语作品。

《文化中国·汉英对照阅读丛书》是一套开放的系列，收入其中的主要为当代中国作家的散文、故事、小说等，我们编辑这套汉英对照读物的目的是帮助你阅读欣赏原汁原味的当代中国文学或非文学作品，让你在学习现代汉语，提高汉语阅读水平的同时，了解中国社会、中国文化、中国历史，以及当代中国人民的生活。我们采用汉英对照的办法，是为了帮助你更好地欣赏这些作品，对照英语译文你可以知道自己是不是真正正确地理解了这些汉语原作的意义。

希望你能喜欢。

——编者



## To the Reader

Acquisition of proficiency in a foreign language calls for diligent practices in listening, speaking, reading, and writing. Learning Chinese is no exception. To a student of Chinese, extensive reading exercises are as important as constant exposure to spoken Mandarin.

*Cultural China: Chinese-English Readers* series is an open-ended series of collections of writings in Chinese, mostly essays and short stories by contemporary Chinese writers. Our purpose in putting together this bilingual series is to help you enjoy contemporary Chinese literature and other writings in their authentic, unadulterated flavor and to understand the Chinese society, culture, history, and the contemporary life of the Chinese people as you learn the language and hone your reading skills. A bilingual text will assist you in better savoring these works and in checking your understanding of the Chinese original against the English translation.

We hope you will like this volume.

— the Editor

## 关于《上下五千年（一）》

《上下五千年》是一套中国历史故事读物，它按历史顺序编写。涉及的时间自远古至清代鸦片战争前。

这套书的选题计划出自教育家和语言学家林汉达（1900—1972）先生之手。林先生拟定了这套书的写作提纲，并写了部分篇目。林先生去世后，曹余章（1924—1996）先生续写完成了其余部分。两位先生勤笔疾书写成的这部著作，以准确的史实、精心的编排、流畅的文笔、独特的风格赢得了读者的喜爱。

《上下五千年（一）》仅英对照本摘取了自远古至周王灭六国这段时期的相关故事，考虑到对照本篇幅不宜太大，我们对原书的内容作了一些删节。

## About the Book

*Tales from Five Thousand Years of Chinese History* is a collection of tales from Chinese history. It follows a chronological order and covers a period from ancient times to pre-Opium War Qing Dynasty.

The selection of topics was done by Mr. Tin Hantu (1900-1972), an educator and linguist. Mr. Tin drew up the outline for the collection and contributed some chapters. Following Mr. Tin's death, Mr. Cao Yuzhong (1924-1998) took over his mantle and completed the work. This collaboration by two consecutive authors has enjoyed wide appeal by virtue of its historical accuracy, well structured narration, fluent writing and its distinct style.

The bilingual *Tales from Five Thousand Years of Chinese History* starts from ancient times and culminates in the subjugation of six feudal states by the king of the state of Qin. We have abridged somewhat the original Chinese edition in light of the demand of brevity in a bilingual edition.

Translator's note: Translations of official titles of Imperial China are based on *A Dictionary of Official Titles in Imperial China* by Charles O. Hucker, published by Stanford University Press in 1985.

## 1、黄帝和尧舜

将近五千年以前，我国黄河、长江流域一带住着许多氏族和部落。黄帝是传说中最有名的一个部落首领。

以黄帝为首领的部落，最早住在我国西北方的姬水附近，后来搬到涿鹿（今河北涿鹿，怀来一带），开始发展畜牧业和农业，定居下来。

跟黄帝同时的另一个部落首领叫做炎帝，最早住在我国西北方姜水附近，据说跟黄帝还是近亲。炎帝族渐渐衰落，而黄帝族正在兴盛起来。

这时候，有一个九黎族的首领名叫蚩尤（音chī yōu），十分强悍。传说蚩尤有八十一个兄弟，他们全是猛犸的身体，铜头铁额，吃的是沙石，凶猛无比。他们还制造刀戟弓箭等各种各样的兵器，常常带领他的部落，侵略别的部落。

## 1. Emperors Huangdi (the Yellow Emperor), Yao and Shun

About five thousand years ago, the Yellow river and the Yangtze river valleys of China were inhabited by numerous clans and tribes. Huangdi was the most legendary leader of one of those tribes.

The tribe led by Huangdi originated in the Jishui area in northwest China before migrating to Zhuolu (today's Zhuolu and Huolu in Hebei Province), where the tribesmen settled and started to engage in animal husbandry and farming.

Yandi, a contemporary of Huangdi and leader of another tribe, which first settled in the Jiaogshui area in northwest China, had according to legend close blood ties to Huangdi's tribe. As the fortunes of Yandi's tribe declined, Huangdi's tribe flourished.

There was at this time a tough leader of the Jiuli tribe by the name of Chi You. Legend has it that Chi You had 81 brothers, all of whom had a head of bronze and forehead of iron and the body of a wild animal and fed on sand and stone. These warriors of uncommon ferocity were said to be makers of a variety of weaponry such as swords, halberds, bows and arrows. They led Chi You's tribe on frequent raids against other tribes.

有一次，蚩尤侵占了炎帝的地方，炎帝起兵抵抗，但他不是蚩尤的对手，被蚩尤杀得一败涂地。炎帝很伤心，逃到涿鹿请黄帝帮助。黄帝早就想除去这个各部落的祸害，就联合各部落，准备人马，在涿鹿的田野上和蚩尤展开一场大决战，打败了蚩尤。黄帝受到了许多部落的拥护。但是，炎帝族和黄帝族也发生了冲突，双方在阪泉（今河北涿鹿县东南）地方打了一仗，炎帝失败。从此，黄帝成了中原地区部落联盟首领。

传说中的黄帝时代，有许多发明创造，营造宫室，造车，造船，制作五色衣裳，等等，这些当然不会是一个人发明的，就是后来的人都把它记在黄帝账上了。

传说黄帝有个妻子名叫嫫（音 ló）祖，亲自参加劳动。本来，蚕只有野生的，人们还不知道蚕的用处，嫫祖教妇女养蚕，缫丝，织帛。打那时候起，就有了丝和帛了。

黄帝还有一个史官仓颉（音 cāng jié），创制过古代文字，我们没有见到过那个时期的文字，也没法查考了。

中国古代的传说都十分尊崇黄帝，后代的人都认为黄帝是华夏族的始祖，自己是黄帝的子孙，因为炎黄族和黄帝族

It was during one of these raids that Chi You annexed some of Yandi's territory. Yandi put up an armed resistance but proved no match for Chi You, whose marauding hordes routed Yandi's troops. Yandi had no choice but to retreat to Zhuolu, where he requested the help of Huangdi, who had long wanted to eliminate this bane of all the tribes. He rallied the support of the tribes and put together an army that defeated Chi You in a decisive battle on the plains of Zhuolu. Huangdi gained the loyalty and support of many tribes in the process but a rift developed between the tribes headed by Yandi and Huangdi and Yandi lost out in a battle between the two tribes in Wanquan (southeast of present day Zhuolu in Hebei Province). This marked Huangdi's ascendancy to supreme leader of the alliance of tribes in China's Central Plain.

According to legend, the reign of Huangdi coincided with many inventions and discoveries, such as the building of palaces, carts, boats and colorful clothing. These were surely not the work of any one inventor but they have all been credited to Huangdi by posterity.

Legend also has it that Lei Zu, a consort of Huangdi's, enjoyed taking part in productive work. Before she taught women in the tribe how to raise silkworms, unwind silk threads from their cocoons and weave them into silk cloth, silk had been unknown in China.

Cang Jie, Huangdi's official historian, reportedly created a written language, which cannot be confirmed because no vestige of it has survived.

Legend down through the ages has exalted Huangdi, who has been popularly believed to be the ancestor of the Huangta

原来是近亲，后来又融合在一起，所以我们也常常把自己称为炎黄子孙。为了纪念这位传说中的共同祖先，后代的人还在现在陕西黄陵县北面的桥山上盖了一座“黄帝陵”。

传说黄帝以后，先后出了三个很出名的部落联盟首领，名叫尧（音 yáo）、舜（音 shùn）和禹（音 yǔ）。他们原来都是一个部落的首领，后来被推选为部落联盟的首领。

那时候，做部落联盟首领的，有什么大事，都要找各部落首领一起商量。

尧年纪老了，想找一个继承他职位的人，有一次，他召集四方部落首领来商议。

尧说出他的打算后，有个名叫放齐的说：“你的儿子丹朱是个开明的人，继承你的位子最合适。”

尧严肃地说：“不行，这小子品德不好，专爱跟人争吵。”

另一个叫鲧（音 gǔn）的说：“管水利的共工，工作倒做得挺不错。”

尧摇摇头说：“共工能说会道，表面恭维，心眼另是一套，用这号人，我不放心。”



race of the Euthay by posterity. Since the Yandi and Huangdi tribes shared kinship and eventually merged together, we also refer to ourselves as Yan-Huang descendants. A Mausoleum of Huangdi (the Yellow Emperor) has been erected on Qianshan Hills north of Huangling County of Shaanxi Province to honor the memory of this legendary common ancestor of the Chinese nation.

It is said that after Huangdi left the scene, three famous leaders emerged at different times at the head of tribal alliances. They were, in chronological order, Yao, Shun and Yu, who had been tribal chiefs before being elevated to supreme leader of their tribal alliance.

The leader of the tribal alliance in those times always consulted the tribal heads on major issues.

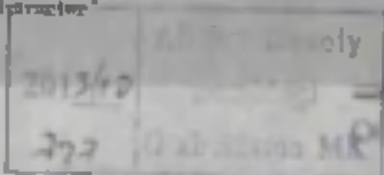
As Yao got on in age, he started to give serious thought to the question of succession. He accordingly called together all the leaders of the various tribes to discuss the matter.

After Yao explained his thinking, a man by the name of Fong Qi spoke up: "Your son Dan Zhu is an enlightened person. He is supremely suited to the succession."

"No. That kid has no integrity and is in perpetual argument with others," intoned Yao gravely.

Another man, whose name was Huang Dou, made himself heard: "There is this Gong Gong, who oversees irrigation works. He is known for doing a good job."

Again Yao shook his head in disagreement: "Gong Gong has the gift of gab and is glib of tongue. His prudent and polite exterior serves as a cover for his duplicitous thoughts. I cannot place trust in this kind of character."



这次讨论没有结果，尧继续物色他的继承人。有一次，他又把四方部落首领找来商量，要大家推荐，到会的一致推荐舜。

尧听了大家介绍的舜的事迹，又经过考察，认为舜确实是个品德好又挺能干的人，就把首领的位子让给了舜，这种让位，历史上称做“禅让”（禅音chán）。其实，在氏族公社时期，部落首领老了，用选举的办法推选新的首领，并不是什么稀罕事儿。

舜继位后，也是又勤劳，又俭朴，跟老百姓一样劳动，受到大家的信任。过了几年，尧死了，舜还想把部落联盟首领的位子让给尧的儿子丹朱，可是大家都不赞成。舜才正式当上了首领。

The round of discussions proved inconclusive and Yao continued to look for a suitable successor. When he called another meeting to consult the tribal chiefs on the question of succession and asked them for their recommendations, there was a chorus of support for Shun.

Having listened to the glowing accounts of Shun's achievements and qualities and having closely observed him for a period, Yao came to the conclusion that Shun indeed was blessed with both virtue and competence. He therefore abdicated his throne in favor of Shun; this mode of relinquishing power to a successor is called *shan rang* in Chinese history, meaning abdicating the throne to a deserving candidate. To effect in the era of the clan communes, it was not uncommon for the clans to elect a new leader when their current leader becomes too old to rule effectively.

After Shun took over the reins, he maintained the people's trust in him by his diligence and simple and frugal ways as he labored side by side with them. When Yao died a few years later, Shun proposed to cede his position of illustrious leader back to Yao's son Dan Zhu but the proposal did not meet with wide approval and Shun was formally enthroned.

## 2、大禹治水

尧在位的时候，黄河流域发生了很大的水灾，庄稼被淹了，房子被毁了，老百姓只好往高处搬，不少地方还有毒蛇猛兽，伤害人和牲口，叫人们过不了日子。

尧召开部落联盟会议，商量治水的办法。他征求四方部落首领的意见，派谁去治理洪水呢？首领们都推荐鲧（音gǔn）。

尧对鲧不太信任，首领们说：“现在没有比鲧更强的人才啦，你试一下吧！”尧才勉强同意。

鲧花了九年时间治水，没有把洪水制服。因为他只懂得水来土壅，围堤筑坝，结果洪水冲垮了堤坝，水灾反而闹得更凶了。

舜接替尧当部落联盟首领以后，亲自到治水的地方去考察。他发现鲧办事不力，就把鲧杀了，又让鲧的儿子禹去治水。

禹改变了他父亲的做法，用开渠排水、疏通河道的办法，把洪水引到大海中去。他和老百姓一起劳动，曾经三过家门，拿

## 2. Da Yu Tamed the Floods

During the reign of Yao, the Yellow River valley was hit by devastating floods that drowned crops and destroyed houses, forcing the people to move to higher ground. In many localities people's lives were made more perilous by poisonous snakes and ferocious wild beasts flushed out by the floods.

To find ways to tame the wild waters, Yao convoked the tribal chiefs of the alliance and asked them to name someone who would be equal to the task of taming the floods. They unanimously recommended Gun.

Yao was not particularly trusting of Gun but reluctantly agreed when the chiefs explained that since there was at the time no better candidate available, he might as well give Gun a try.

Gun spent nine years trying to tame the floods, all to no avail. All he did was trying to "hush" the water with earth and build dams, only to have them burst by the raging water and end up with more devastation.

After taking over the reins from Yao, Shun visited the flood zones on a fact-finding tour. He found Gun derelict of duty and had him executed. He then entrusted the mission of taming the floods to Gun's son whose name was Yu.

In a radical departure from his father's approach, Yu ordered the digging of ditches to divert the overabundance of water and the dredging of heavily silted rivers, all to ensure that the flood water found an unobstructed way to the ocean. He worked side by side with the people, wearing a straw hat

管锄子，缩头挖土。换土，累得磨光了小腿上的毛。

经过十三年的努力，终于把洪水引到大海里去，地面上又可以供人种庄稼了。

禹新婚不久，为了治水，到处奔波，多次经过自己的家门，都没有进去。有一次，他妻子涂山氏生下了儿子启，婴儿正在哇哇地哭，禹在门外经过，听见哭声，也没下去探望。

当时，黄河中游有一座大山，叫龙门山（在今山西河津县西北），它堵塞了河水的去路，把河道挤得十分狭窄。奔腾东下的河水受到龙门山的阻挡，常常溢出河道，闹起水灾来。禹到了那里，观察好地形，带领人们开凿龙门，把这座大山凿开了一个大口子。这样，河水就畅通无阻了。

后代的人都称颂禹治水的功绩，尊称他为“大禹”。

禹年老以后，也像尧一样，物色继承人。因为禹治水有功，大家都推选禹。到舜一死，禹就继承了部落联盟首领。

这时候，已到了氏族公社后期，生产力发展了，一个人生产的東西，除了维持自己的生活，还有了剩餘。氏族、部

welding a spade and carrying excavated earth, in fact working so hard that he lost all the hairs on his legs.

After thirteen years of strenuous effort, the flood water was finally channeled to the ocean and the reemerged land could once again be planted to crops.

The recently married Yu was so engrossed in his work that on numerous occasions when he passed by his house in his hectic schedule rushing hither and thither he did not once drop in for a visit. One time when he passed by his house his wife Tu Shan had just given birth to their son Qi, but he resisted the temptation of looking in despite the crying of the newborn baby.

There was at the time a huge mountain in the middle reaches of the Yellow River valley called Longmen (Dragon Gate) Mountain (northwest of today's Hejin County in Shanxi Province). The river channel narrowed as it flowed by the mountain and the water rushing eastward toward Longmen Mountain often overflowed the riverbanks, causing devastating floods. After observing the topography of the vicinity Yu led his army of workers in an assault on the mountain, gouging a channel through it, affording the river an unobstructed path east.

Posterity celebrates Yu's feat in taming the floods and posthumously bestows on him the reverential title of Great Yu.

As he aged, Shun followed the example of Yao and looked for his successor in earnest. Yu was a top choice in public opinion because of his achievements in taming the Yellow River. Yu succeeded Shun as leader of the Alliance upon the latter's death.

This was in the late stage of the era of clan communities. As productivity grew, the producer produced not only enough to sustain himself and his family but a nice surplus. The clan and

随着首领们利用自己的地位，把剩余产品作为自己的私人财产，变成氏族的贵族，有了剩余的产品，部落和部落之间发生战争，捉住了俘虏，不再把他们杀掉，而把他们变成奴隶，为贵族劳动。这样，就渐渐形成奴隶和奴隶主两个阶级，氏族公社开始瓦解。

由于禹在治水中的功绩，提高了部落联盟酋长的威信和权力。传说禹年老的时候，曾巡游东方视察，并且在涂山（在今浙江绍兴一带）召集许多部落的首领。大朝见禹的人手甲部拿着玉琮，仪式十分隆重。有一个叫防风氏的部落首领，到会迟到，禹认为违抗了他的命令，把防风氏杀了。这说明，那时候的禹已经从部落联盟首领变成名副其实的国王了。

禹原来有个助手叫皋陶（音 gāo yáo），曾经帮助禹治理政事。皋陶死后，皋陶的儿子伯翳也做过禹的助手，按照禅让的制度，本来是应该让伯翳做禹的继承人的。但是，禹死以前，禹所在的夏部落的贵族却拥戴禹的儿子启继承了禹的位子。

这样一来，氏族公社时期的部落联盟的选举制度正式被废除，变为王位世袭的制度，我国历史上第一个奴隶制王朝——夏朝出现了。



tribal leaders used their leverage and position to appropriate for themselves the surplus produced by their people, thus becoming the nobility. With surplus production, prisoners of war captured in tribal wars were no longer slaughtered but were turned into slaves to work for the nobility. The emergence of the classes of slaves and slave owners signaled the beginning of the collapse of the clan society.

With Yu's accomplishments in taming the floods, the authority and the prestige of the Alliance leader grew considerably. It is said that on an eastern tour undertaken in his old age, Yu convoked the tribal chiefs for a meeting with him near Kunji Mountain (near today's Shaoxing in Zhejiang Province). All those who flocked to pay homage to Yu brought jewelry and rare fabrics and performed elaborate rites. One tribal chief called Fong Feng was unfortunate enough to be the last arrival. Considering this a slight, Yu had him beheaded. This shows that Yu by that time had morphed from an alliance leader into a bona fide king.

Yu had a right hand man called Gao Yao, who helped him with governance. After Gao's death, his son Bo Yi followed in his father's footsteps to become Yu's aide. In the *shun wang* tradition (abdication to a deserving successor), Bo Yi should have been designated Yu's successor but upon Yu's death, the nobility of the Xia tribe, from which Yu originated, placed instead Yu's son Qi on the throne.

The election system which was the norm in the clan society was thus officially abolished and replaced by the system of hereditary succession. The Xia dynasty, the first dynasty founded on the electing system in China's history, emerged.

### 3、商汤和殷朝

夏王朝统治了大约四百多年，到了公元前十六世纪，夏朝最后的一个王夏桀（音jie）在位。夏桀是个出名的暴君。

黄河下游有个部落叫商，商部落因为畜牧业发展得快，到了夏朝末年，汤做了首领的时候，已经成为一个强大的部落了。商汤得到夏桀十分腐败，决心消灭夏朝。他表面上对桀顺从，暗地里不断扩大自己的势力。

商汤为了将来的战略部署中，有一个名叫伊尹（音yi yin），传说伊尹开始到商汤家的时候，是个厨师，掌管煮汤。后来，商汤渐渐发现伊尹跟一般奴隶不一样，商汤和他交谈以后，才知道他是真心来投奔商汤来找汤的。伊尹向汤谈了许多治国的道理，汤马上把伊尹提拔做他的助手。

商汤和伊尹商量讨伐夏桀的事，伊尹说：“现在夏桀还有

### 3. Shang Tang and the Yin Dynasty

The reign of the Xia dynasty lasted about four hundred years. The last ruler of the Xia dynasty in the 16th century BC was Xia Jie, who was a notorious tyrant.

The lower reaches of the Yellow River were inhabited by a tribe called Shang. Its animal husbandry thrived so much and grew so fast that by the latter years of the Xia dynasty when Tang became Shang's leader, it had developed into a powerful tribe.

Noting the corruption and decadence of Xia Jie, Shang Tang dedicated himself to the cause of overthrowing the Xia dynasty. While outwardly pledging allegiance to Jie, he secretly built up his own power and strength.

Among the slaves brought over as dowry by Shang Tang's wife was a man called Yi Yin. It is said that he started out as a cook after coming to the household of Shang Tang. With time Shang Tang discovered that Yi Yin was not one of your run of the mill slaves. In his conversations with Yi Yin, Shang Tang realized that he had passed himself off as a dowry slave with the express purpose of meeting Tang. After hearing out Yi Yin, who expounded to Tang on his ideas about government, Tang immediately promoted him to be his advisor.

Shang Tang brought up his idea of an expedition against Xia Jie, whereupon Yi Yin commented: "Xia Jie is still powerful

力量，我们决不去朝贡。试探一下，看他怎么样。”

商汤按照伊尹的计划，停止了对夏桀的进贡。夏桀果然大怒，命令九夷戈兵攻打商汤。伊尹一看商汤还服从夏桀的指挥，赶快向夏桀请罪，恢复了进贡。

过了一年，九夷中一些部落忍受不了夏朝的压榨勒索，逐渐叛离夏朝，汤和伊尹才决定大举进攻。

自从夏启以来，同姓相传已经四百多年，要把夏王朝推翻，也不是一件简单的事，汤和伊尹商量了一番，决定召集商界将士，由汤亲自向大家誓师。

汤说：“我不愿意进行叛乱，实在是夏桀作恶多端，上天的意旨要我消灭他，我不敢不听从天命啊！”他接着又宣布了赏罚的纪律。

商汤借上天的意旨来动员将士，再加上将士恨不同夏桀早早灭亡，因此，作战非常勇敢。夏、商两军在鸣条（今山西运城安邑镇北）打了一仗，夏桀的军队被打败了。

最后，夏桀逃到南巢（今安徽巢湖西南），汤追到那里，把桀流放在那里，一直到他死去。

Why don't we first stop paying him tribute to test the water and see how he reacts?"

Shang Tang stopped paying tribute to Xia Jie, as suggested by Yi Yi. This had the immediate effect of incurring the wrath of Xia Jie, who ordered the nine Yi (barbarian) tribes to attack Shang Tang. Seeing that the Yi tribes still followed the orders of Xia Jie, Yi Yi wasted no time in asking Xia Jie for forgiveness and resuming the paying of tributes.

A year later, after some Yi tribes, fed up with the exactions and exploitation of the Xia dynasty, broke away from it one after another, Tang and Yi Yi saw that the time had come for a major expedition.

After the accession of Qi to the throne, hereditary succession had been practiced for more than four hundred years and it would be no easy task to overthrow the Xia monarchy. After consultations with Yi Yi, Tang decided to call together his troops, and gave a personal pep talk before the campaign.

He said, "I would not have dared mount an insurgency save for the many evil deeds of Xia Jie. It was my manifest destiny to eliminate him and I am not one to disobey the mandate of heaven." He then set out his rules of discipline and rewards and punishments.

Shang Tang invoked the gods to motivate his troops, who had long harbored a death wish against Xia Jie. As a result they fought valiantly and routed the army of Xia Jie in a battle at Mingtiao (north of today's An Yi Township of Yuncheng County in Shanxi Province).

Xia Jie retreated to Nanchao (southwest of today's Chao County in Anhui Province), with Tang in hot pursuit. He was to stay there in exile until his death.

这样，夏朝就被新建立的商朝代替了，历史上把商汤伐夏称为商汤革命，因为古代统治阶级把改朝换代说成是天命的变革，所以称为“革命”，这和现在所说的革命完全是两回事。

商汤建立商朝的时候，最早的国都在亳（音bó，今河南商丘）。

从商汤开始传了二十个王，王位传到盘庚手里，盘庚是个能干的君王。他为了改变当时社会不安定的局面，迁都到殷（今河南安阳小屯村）。在那儿整顿商朝的政治，使衰落的商朝出现了复兴的局面，所以商朝又称作殷商，或者殷朝。

从那时候起，经过三千多年的漫长日子，商朝的国都早就变为废墟了。到了近代，人们在安阳小屯村一带发掘出大量古代的遗物，证明那里曾经是商朝国都的遗址，就叫它“殷墟”。

从殷墟发掘出来的遗物中，有龟甲（就是龟壳）和兽骨十多万片，在这些龟甲和兽骨上面都刻着很难认的文字，经过考古学家的研究，才把这些文字弄清楚。原来商朝的政治的确是十分迷信鬼神的。他们在祭祀、打猎、出征的时候，都

The Xia dynasty was thus replaced by the Shang dynasty. In Chinese history Tang's expedition against Xia has become known as the *Shang Tang Ge Cheng* (Ming destiny), because the ancient ruling classes considered a change of dynasties as a change to the mandate of heaven, hence the expression *Ge Ming* which is literally translated as 'revolution' but is a different concept altogether from what we call 'revolution' nowadays.

At the founding of the Shang dynasty by Tang its capital was Bo (today's Shangqiu in Henan Province).

The Shang was ruled by twenty emperors after Tang before Pan Gong took over the reins. He was an able monarch. In order to restore stability to society, he decided to move the capital to Yin (today's Xiaotun Village of Anyang in Henan Province), where he got the Shang house in order and revitalized the declining dynasty. The Shang dynasty is thus also known as Yin Shang or the Yin dynasty.

Now, more than three thousand long years later, the capital of the Shang dynasty lies in ruins. The large numbers of archaeological finds excavated in modern times in Xiaotun Village of Anyang prove this was once the site of the ancient capital of the Shang. The village is therefore also known as the Yin Ruins.

The artifacts dug up from the Yin Ruins include more than a hundred thousand fragments of tortoise shell and animal bones bearing inscriptions of unrecognised characters. Assiduous archaeological research finally succeeded in deciphering the characters. It turned out that the ruling class of the Shang dynasty was superstitious and always used

要用龟甲和兽骨来占卜一下，是吉利或是不吉利。占卜之后，就把当时发生的情况和占卜的结果用文字刻在龟甲、兽骨上。这种文字和现在的文字有很大的不同，后来就把它叫做“甲骨文”。现在我们使用的汉字就是从甲骨文演变过来的。

在殷墟发掘的遗物中，还发现大量的青铜器皿、兵器，种类繁多，制作很精巧。有一个叫做“司母戊”的大方鼎，重量有八百七十五公斤，高一百三十三厘米，横长一百一十厘米，宽七十八厘米，大鼎上还刻着富丽堂皇的花纹。这样大的青铜器，说明在殷商时期，冶铜的技术和艺术水平都是很高的。

从殷墟出土的甲骨文中，我们对殷商时期的社会情况有了比较确凿的考证。所以说，我国最早有文字记载的历史，是从商朝开始的。



tortoise shell and animal bone to divine their fortunes before any sacrificial rites, hunting excursions and military expeditions. After the divination rites, the events and circumstances of the day and the results of the divination were carved on the tortoise shell and animal bones in a written language which is far different from the modern Chinese language and has come to be known as the *jiu gu wen* (shell and bone language). The *jiu gu wen* is a precursor of the present day Chinese Han language.

The relics unearthed at the Yin Ruins also include large numbers of bronze vessels, utensils and weaponry of a wide variety and fine craftsmanship. Among them is a large square *ding* (ancient cooking vessel) called *xi mu wu*, weighing 875 kg, 133 cm in height, 110 cm in length and 78 cm in width, adorned by elaborate and rich floral designs. A bronze object of this size attests to the high level of bronze-making technology and artistic achievement attained in the Yin Shang period.

The *jiu gu wen* on oracle bones unearthed at the Yin Ruins affords a solid foundation for a more accurate understanding of the society of the Yin Shang period. It is fair to say that the earliest written records of Chinese history date to the Shang dynasty.

## 4. 姜太公钓鱼

盘庚死后又传了十一个王，最后一个王叫纣（音zhōu），他和夏桀一样，只知道自己享乐，根本不管人民的死活。他没完没了地建造高殿，他在他的别都朝歌（今河南淇县）造了一个富丽堂皇的“鹿台”，把搜刮得来的金银珠宝都贮藏在那里；他又造了一个巨大的仓库，叫做“钜桥”，把收割来的粮食堆积起来。他把园圃在池里，把肉挂得像树林一样。他和妲己（妲音dá）过着穷奢极欲的生活。他还用各种残酷的刑罚来镇压人民，凡是诸侯背叛他或者百姓反对他，他就把人捉起来放在烧红的铜柱上烤死。这种刑罚叫做“炮烙”（音pào luò）。

纣的残暴行为，加速了商朝的灭亡。这时候，在西部的一个部落正在一天天兴盛起来，这就是周。

周本是一个古老的部落。夏朝末年，这个部落在现在陕西、甘肃一带活动。后来，因为遭到戎、狄等游牧部落的侵

## 4. Jiang Taigong the Angler

Zhou, the last emperor of the Yin dynasty, eleven monarchs after the death of Pan Gong, was, like Xia Jie, interested only in his own pleasures and oblivious of the fate of the common people. He built one palace after another for himself and constructed a luxurious 'Deer Pavilion' in his alternate capital Chaoyang (today's Qi County in Heilan Province), in which he hoarded all the gold, silver, jewelry and other treasures he had amassed. He also built a huge storehouse called 'Ju Qiao' to house foodstuffs he'd taken from his people. He filled a pond with wine and the large cuts of meat he ordered hung out formed a 'forest'. He and his favorite concubine Da Ji led a dissolute and decadent life. He meted out torture and cruel punishments to his subjects. Any nobleman or plebeian who dared to contradict him could be arrested and roasted to death on a bronze pillar heated to incandescence. This punishment was called *pan jin* or *cannon roasting*.

The cruelty of Zhou hastened the demise of the Shang dynasty. In the meantime a tribe in the west was flourishing. It was called the Zhou tribe.

Zhou was an ancient tribe. In the waning years of the Xia dynasty, this tribe inhabited areas that coincide with present day Shanxi and Gansu provinces. To get away from the harassment and incursions of the Rong and Di nomadic tribes, its tribal chief Ou Gong Dan Fu led his people in an exodus to the plains at the foot of the Qilian Mountains

况，周部落的首领古公亶父（亶音diǎn）率领族人迁移到岐山（今陕西岐山县东北）下的平原定居下来。

到了古公亶父的孙子姬昌（后来称为周文王）继位的时候，周部落已经强大了。周文王是一个能干的政治家。他的生活跟纣王正相反，纣王喜欢喝酒、打猎，对人民重施刑罚，周文王禁止喝酒，不准狩猎打猎铺张浪费。他鼓励人民多养牛羊，多种粮食。他还虚心接待一些有才能的人，因此，一些有才能的人都来投奔他。

周部落强大起来，对商朝是个极大的威胁。有个大臣是爬虎在纣王面前说周文王的好话，说周文王的影响太大了，这样下去，对商朝不利。

纣王下了一道命令，把周文王拿住，关在羑里（今河南汤阴县一带，羑音yǐu）地方。周部落的贵族把许多美女、骏马和别的珍宝，献给纣王，又送了许多礼物给纣王的亲信大臣。

纣王见了美女珍宝，高兴得眉开眼笑，说：“光是这样就可以赎罪了。”立刻把周文王释放了。

northeast of today's Dushan County in Shaanxi Province, where they settled.

By the time Ji Chang later assuming the title of King Wen of Zhou, grandson of Gu Gong Dan Fu, succeeded to the leadership position the Zhou tribe was already a major power. King Wen of Zhou was an able statesman whose life style was in sharp contrast to that of King Zhou of the Shang, who enjoyed drinking, hunting and meting out willful punishment to his people. King Wen of Zhou banned drinking and forbade the nobility from going on hunting expeditions which often wreaked havoc on crops. He encouraged his people to raise more cattle and sheep and plant more food crops. As a result of his embrace of people with talents, he was able to attract a lot of them to his service.

The rise of the Zhou tribe was perceived as a grave threat by the Shang. Chong Houliu, Shang Zhou's chief minister, maligned King Wen of Zhou in front of Shang Zhou, observing that King Wen of Zhou was wielding too much influence, which, if unchecked, would hurt the Shang.

Shang Zhou issued a warrant of arrest against King Wen of Zhou, who was subsequently incarcerated in Youli in the vicinity of today's Tangyang County in Henan Province. The nobility of the Zhou made a gift of many beautiful women, handsome horses and other treasures to Shang Zhou without forgetting of course to shower his close advisers with presents.

At the sight of the beautiful women and treasures, Shang Zhou's face lighted up in a wide grin. He said, "Just one of these items would be enough as ransom for the release of Ji Chang," whereupon he set King Wen of Zhou free.

周文王见纣王昏庸残暴，丧失民心，就决定讨伐商朝。可是他身边缺少一个有军事才能的人来帮助他指挥作战。他很想办法物色这种人才。

有一天，周文王坐着车，带着他儿子和兵士到渭水北岸去打猎。在渭水边，他看见一个老头儿在河岸上坐着钓鱼。大队人马过去，那个老头儿只当没看见，还是安安静静钓鱼的。文王看了很奇怪，就下了车，走到老头儿跟前，跟他聊起来。

经过一番谈话，知道他叫姜桓（又叫吕尚，“吕”是他祖先的封地），是一个精通兵法的人。

文王非常高兴，说：“我祖父在世时曾经对我说过，将来会有个了不起的人帮助你把周族兴盛起来。您正是这样的人。我的祖父盼您盼了很久了。”说到，就请姜尚一起回宫。那老人家捋了捋胡子，就跟周文王上了车。

因为姜尚是文王的祖父所盼望的人，所以后来叫他太公望，在民间传说中，叫他姜太公。

太公望是周文王的好帮手。他一面帮助生产，一面训练兵马，周族的势力越来越大。有一次，文王问太公望：“我要

Shang Zhou's incompetence and cruelty and loss of the people's hearts and minds stirred King Wen of Zhou's resolve to attack the Shang dynasty. He needed a military talent to help him prosecute the war and started to make discreet inquiries to find such talents.

One day King Wen of Zhou took his sons and some soldiers in his carriage to hunt on the north bank of the Wei River. He saw an old man fishing by the river, oblivious to the rumbling of the convoy of carriages and horses. His curiosity piqued by this strange serenity exhibited by the lone angler, King Wen of Zhou descended from his carriage and struck up a conversation with the old man.

In the conversation he learned that the old man's name was Jiang Shang (or Lü Shang, Lü being the name of his ancestral field) and that he was an expert in the art of war.

King Wen said excitedly, "My late grandfather once told me that I would one day meet a great man who would help me make the Zhou tribe great. You are this man then? My grandfather had expected you all that time!" He invited Jiang Shang to return to the palace with him and the old man smoothed his beard and followed King Wen onto the carriage.

Jiang Shang got the name of Taigong Wang (Expected by the Grandfather) later because he was the man King Wen's grandfather had expected. In popular lore he is known as Jiang Taigong.

Taigong Wang proved a worthy right-hand man to King Wen. He advocated increased production combined with military training. As the power of the Zhou tribe grew, King Wen one day asked Taigong Wang, "I am thinking of

征伐靡盬，您看咱们应当先去征伐哪一国？”

太公望说：“先去征伐密须。”

有人反对他，说：“密须国君厉害得很，恐怕打不过他。”

太公望说：“密须国君虐待老百姓，早已失去民心，他就是再厉害十倍，也用不着怕。”

周文王发兵到了密须，还没开战，密须的老百姓先暴动了，他们领着密须的国君归附了文王。

过了三年，文王又发兵征伐崇（今陕西户县东），这是商朝西边最大的一个诸侯。文王灭了崇国，就在那里筑起城墙，建立了都城，叫做丰邑。没过几年，周族逐渐占领了大部分商朝统治的地区，归附文王的部落也越来越多了。

但是，周文王并没有完成灭商的事业，在他打算征伐纣王的时候，害了一场病死了。



overthrowing a tyrant. Which state do you think we should tackle first?

"Let's go after Mi Xu first!" Taigong Wang answered.

Someone raised an objection: "The monarch of Mi Xu is a tough nut to crack. We may not be able to defeat him."

Taigong Wang explained, "The monarch of Mi Xu has lost popular support by his cruelty toward them. We'd have nothing to fear from him, were he ten times tougher."

When King Wen of Zhou's expeditionary force approached Mi Xu, its people started rioting even before battle was joined. They crossed up their monarch and switched allegiance to King Wen.

Three years out, King Wen sent troops against Chang (east of today's Hu County in Shanxi Province), which was the largest vassal state on the western borders of the Shang. After subjugating the state of Chang, King Wen erected city walls and established his capital there and named it Zhengyi. In a few years, the Zhou tribe gradually extended its dominion over much of the territory formerly under Shang rule as more and more tribes switched over to King Wen's side.

King Wen, however, did not get to see the demise of the Shang dynasty. He died of illness just as he got ready to send his troops against Shang Zhou.

## 5、奴隶倒戈

周文王死了以后，他儿子姬发即位，就是周武王。周武王拜太公望为师，并且要自己的兄弟周公旦、召公奭（音shì）作他的助手，暗探鲁国内政，扩充兵力，准备讨伐商朝。

第二年，周武王把军队开到盟津（今河南孟津东北）地方，举行一次检阅，有八百多个小国诸侯，不约而同地来到盟津会师。大家都向武王提出，要他带领大家伐商。但是武王认为时机未到，检阅结束后又回到丰京。

这时候，纣的暴政越来越凶恶了，商朝的贵族王子比干和箕子，很为非常担心，苦苦地劝说他别这样胡闹下去。纣不但听，反而发起火来，把比干杀了，还命人遍抽叫人剖开比干的胸膛，把他的心掏出来，说要看看比干长的是什么心胆儿。箕子装作发疯，总算免了一死，被罚作奴隶，囚禁起来。纣看见商朝已经没有什么希望，就离开朝歌出走走了。

## 5. Slaves' Rebellion

After the death of King Wen of Zhou, his son Ji Fa acceded to the throne and assumed the title of King Wu of Zhou. King Wu asked Taigong Wang to be his mentor and his brothers Dan the Duke of Zhou and Shu the Duke of Zhao to be his assistants as he undertook to improve governance and build up his army in preparation for war against Shang Zhou.

The next year King Wu of Zhou marched his troops to Mengjin (northeast of today's Mengjin in Henan Province), where he reviewed the troops, with more than eight hundred lords from minor states flocking of their own accord to Mengjin. They asked that King Wu lead them on an expedition against the Shang but King Wu believed that the time was not yet ripe for such action and returned to his capital Fengyi after the inspection of his troops.

In the meantime Shang Zhou's evil rule was going from bad to worse. Princes Bi Gan, Ji Zi and Wei Zi of the Shang got extremely worried and tried to dissuade him from continuing the perversities. Their hard lobbying not only failed to move Shang Zhou but so enraged him that he had Bi Gan killed and sarcastically ordered his chest cut open so that he could have a look at what was in his heart. Ji Zi escaped a like fate by feigning madness but was made a slave and lost his freedom. Losing all hope in the Shang, Wei Zi left the alternate capital Chang for good.

大约在公元前十一世纪的一年，武王听到报子的报告，知道纣已经到了众叛亲离的地步，认为时机已经成熟，就发兵五万，请精通兵法的大公望做元帅，经过黄河东进，到了盟津，八百诸侯又重新会师在一起。周武王在盟津举行一次誓师大会，宣布了纣残害人民的罪状，鼓励大家同心伐纣。

在武王进军的路上，一天，有两个老人挡住了大军去路，要见武王，有人认出来，这两人本来是孤竹国（今河北卢龙）国王的两个儿子，哥哥叫伯夷，弟弟叫叔齐，孤竹国王偏爱叔齐，想把王位传给他，伯夷知道父王的心意，主动离开孤竹，叔齐不愿接受哥哥让给他的王位，也辞了起来。在周文王在世的时候，他们两人一返投奔周国，定居下来。这回听到武王伐纣，就赶来阻止。

周武王遇见他们时，两人拉住武王的马缰绳说：“纣王是天子，你是个臣子，臣子怎能讨伐天子，这可是大逆不道的事啊。”

In the first year of the eleventh century B.C. King Wu received intelligence from scouts that Shang Zhou had become a pariah among his people and kin. Concluding that the moment had finally arrived, he mustered a fifty-thousand strong army and named Taiqiong Wang, an expert in the art of war, its supreme commander. The army crossed the Yellow River in its eastward thrust, joined at Mengjin by the troops led by the eight hundred lords of smaller states. At Mengjin King Wu presided over a ceremony to rally the troops in which he denounced Shang Zhou's crimes against the people and called for a united fight to overthrow Shang Zhou.

One day two old men stood in the way of the advancing troops of King Wu and demanded to see him. They were soon recognized to be the two sons of the head of the state of Gu Zhu (today's Luqing in Hebei Province); the older brother was Bo Yi and the younger Shu Qi. The king of Gu Zhu favored the younger Shu Qi and had transferred power to him. Bo Yi had divined his father's intentions and decided to leave Gu Zhu voluntarily. Unwilling to ascend the throne given up by his older brother, Shu Qi also went into hiding. When King Wen of Zhou was still alive, the two brothers had immigrated to the state of Zhou and settled there. Upon learning about this expedition against Shang Zhou, they had rushed there to try to stop the adventure.

When King Wu of Zhou received them, they gripped the reins of King Wu's mount and said: "Emperor Zhou is the Son of Heaven and you are a subject of his. How can a subject rise against the Son of Heaven? This would be an unconscionable perversion!"

武王左右将士听了这些话，非常生气，有的把剑拔出来，想杀他们。

太公望知道这两人不过是两个书呆子，吩咐左右将士不要为难他们，把他们放开。哪知道这两个人想不开，后来，竟躲到首阳山上，绝食自杀。

周武王的讨伐大军士气旺盛，一路上势如破竹，很快就打到了离开朝歌仅仅七十里的牧野（今河南淇县西南）。

纣听到这个消息，立刻调集了七十万人马，由他亲自率领，到牧野迎敌。他想，武王的兵力不过五万人，七万人还打不过五万人吗？

可是，那七十万商军有一大半是临时武装起来的奴隶和从东夷抓来的俘虏，他们平日受尽纣的压迫和虐待，早就对纣恨透了，谁也不想为纣卖命。在牧野战场上，当周军勇猛进攻的时候，他们就掉转头，纷纷倒戈，大批奴隶配合周军一起攻打商军，七十万商军，一下子成了土崩瓦解，太公望指挥周军，趁势追击，一直追到商都朝歌。

The soldiers and officers flanking King Wu were so incensed by these words that they drew their swords, wanting to kill the brothers.

Well aware that the two men were bookish nerds, Taigong Wang ordered the soldiers not to harm them but simply to ask them to leave, little knowing that they were so traumatized by the experience they later went up the Shouyang Mountains and killed themselves by going on a hunger strike.

The expeditionary force against Shang Zhou, armed with a high morale, sliced through enemy defenses like a sharp axe splitting a bamboo, and in no time reached Muye (southwest of today's Qi County in Henan Province), only seventy li from Chang.

Getting wind of this attack, Shang Zhou immediately put together an army of seven hundred thousand and led it to Muye to oppose the advance of King Wu's troops. "King Wu had only fifty thousand men," he thought. "I can't imagine how my seven hundred thousand would not defeat the smaller army!"

But half of the seven hundred thousand strong Shang army consisted of hastily armed and insufficiently trained slaves and captives from the eastern Yi tribes, who had suffered grievously under the oppression and abuse of Shang Zhou. They hated Shang Zhou and had no intention to die for him. When King Wu's troops launched an unrelenting attack on the battleground of Muye, these slaves turned their weapons against the Shang troops. It didn't take long for the seven hundred thousand strong Shang army to disintegrate and collapse. Riding on the crest of victory, Taigong Wang led the Zhou troops on a hot pursuit of the routed Shang army all the way to the Shang capital of Chang.

商纣逃回朝歌，眼看大势已去，当夜，就躲进鹿台，放了一把火，跳到火堆里自杀了。

周武王灭了商朝，把国都从丰邑到朝歌（今陕西西安西），建立了周王朝。

为了巩固周朝的统治，从周武王起，把自己的亲亲和功臣分封各地，建立诸侯国。太公望被封在齐国，他的弟弟周公旦被封在鲁国，召公奭被封在燕国。据说从武王到他的儿子成王，一共封了七十多个诸侯国。

商朝虽然灭亡了，但是它留下的贵族和奴隶主在社会上还有一部分势力。为了安抚这些人，武王把纣王的儿子武庚封为殷侯，留在殷都，又派自己的三个兄弟管叔、蔡叔和霍叔去帮助武庚。名义上是帮助，实际上是监视，所以叫做“三监”。



Having made it back to Chuang, Shang Zhou realized that the game was up for him. That very night he ensconced himself in the Deer Pavilion, set it aflame, jumped into the blaze and immolated himself.

After overthrowing the Shang, King Wu of Zhou moved his capital from Kengzi to Haojing (west of today's Xi'an in Shaanxi Province) and founded the Zhou dynasty.

In order to consolidate the rule of the Zhou dynasty, King Wu started the practice of creating *duo* fiefs for royal family members, and as rewards for people who had made important contributions to the state. Thus Taigong Wang was assigned the fief of Qi; King Wu's brother Dan the Duke of Zhou received the fief of Lu and his brother Shu the Duke of Zhao was the fief of Yan. It is said that between King Wu and his son King Cheng a total of more than seventy *duo* fief states were created.

Although the Shang dynasty extinguished, its nobility and slaveowners still preserved some influence in society. In order to pacify these people, King Wu conferred the title of *marquis* of Yin on Shang Zhou's son Wu Gong, who stayed in the Yin capital. King Wu also assigned his three brothers Guan Shu, Cai Shu and Huo Shu to Wu Gong, ostensibly to assist him but in fact to keep him under surveillance. They are sometimes known as the 'Three Jians (surveillants)'

## 6、周公辅成王

周武王建立了周王朝以后，过了两年就病死了，他的儿子姬诵继承王位，这就是周成王。那时候，周成王才十三岁，再说，刚建立的周王朝还不稳固，于是由武王的弟弟周公旦辅助成王掌管国家大事，实际上是代理天子的职权。历史上通常不称周公旦的名字，只叫他周公。

周公的封地在鲁国，因为他要留在京城处理政事，不能到封地去，等他的儿子伯禽长大了，就派伯禽代他到鲁国去做国君。

伯禽临走的时候，问他父亲有什么嘱咐。周公说：“我是文王的儿子，武王的弟弟，当今天子的叔叔，你说我的地位怎么样？”

伯禽说：“那自然是很高的了。”

周公说：“对呀！我的地位确实很高，但是我每天洗头的时候，一碰到急事，就马上停止洗发，把头发握在手里去

## 6. The Duke of Zhou – King Cheng's Chief Counselor

Two years after he founded the Zhou dynasty, King Wu of died of illness and was succeeded by his son Ji Song, assuming the title of King Cheng of Zhou. He was then only 13 years old and the recently founded Zhou dynasty had not yet been fully consolidated, so the task of helping King Cheng to govern fell on King Wu's brother Dan, the Duke of Zhou, who became de facto acting Son of Heaven. Historians have adopted the convention of calling him simply the Duke of Zhou without the name of Dan.

The Duke of Zhou's fief was the state of Lu but he couldn't stay in Lu because he had official duties in the capital. As soon as his son Bo Qin was old enough, he sent him to Lu to rule in his place.

Before setting out for Lu, Bo Qin asked his father if he had any instructions or advice for him. The Duke of Zhou said: "I am King Wen's son and King Wu's brother. I am also the reigning monarch's uncle. What kind of stature do you think I possess?"

Bo Qin replied: "Naturally you have an exalted stature."

The Duke of Zhou said: "Right! I'm indeed in a high position. But whenever there is an emergency, say, when I am washing my hair, I have to stop washing and rush out to deal with it, with my hand holding my wet hair. Or someone asks

办事，每次吃饭的时候，听说有人求见，我就把来不及剩下的饭菜吐出来，去接见那些求见的人。我这样做，还怕天下的人才不肯到我这儿来吗？你到了鲁国，不过是个国尉，可不能骄傲啊！”

伯禽连连点头，表示一定记住父亲的教导。

周公尽心尽责辅助成王，管理国事，可是他的弟弟管叔、蔡叔却在外面造谣，说周公有野心，想要篡夺王位啦！

成王的儿子武庚虽然被封为殷纣，但是受到周朝的监视，觉得很不自由，巴不得周朝发生内乱，重新恢复他的殷商的王位，就和管叔、蔡叔串通一气，联络了一批殷商的旧贵族，还煽动东夷中几个部落，闹起叛乱来。

武庚向管叔等人制造的谣言，闹得镐京也沸沸扬扬，连召公奭听了也怀疑起来，成王年少不大懂事，更闹不清是非曲直，对这位辅助他的叔父也有点信不过。

周公心里很难过，他首先向召公奭推肝沥胆地谈了一次话，告诉召公奭，他决没有野心，要他顾全大局，不要轻信

to see me when I am in the middle of a meal I spit out the food already in my mouth and hasten to receive the guest. That way I can be sure that people of talent will gravitate to my side. You will be only the governor of a state in Lu; you must not become arrogant.'

Bo Qin nodded at everything his father said and promised to remember the words of wisdom.

The Duke of Zhou dedicated himself to helping King Cheng to govern the Zhou but his brothers Guan Shu and Cai Shu started spreading rumors claiming that the Duke of Zhou harbored the ambition of wresting the throne from King Cheng.

Although given the title of Marquis of Yin, Siang Zhou's son Wu Geng felt his style cramped by the constant surveillance he was placed under. He would be only too glad if the Zhou were to be plunged into internal strife, which would likely help him return to the throne and restore the Yin regime. In collusion with Guan Shu and Cai Shu, he started an insurgency after rallying some noblemen of the defunct Shang to his cause and instigating several eastern Yi (barbarian) tribes to join the action.

The rumors started by Wu Geng, Guan Shu and company were causing a big stir in Kaojiang, planting seeds of doubt even in the mind of Shi the Duke of Zhao. Unable to separate the wheat from the chaff, the young and inexperienced King Cheng's began to waver in his confidence in the uncle who had been helping him govern.

Saddened by the turn of events, the Duke of Zhou decided first to have a frank talk with Shi the Duke of Zhao, assuring

怨言。召公奥被他这番诚恳的话感动，消除了误会，重新和周公合作。周公在安定了内部之后，毅然调动大军，亲自率领大军东征。

这时候，东方有几个部落像淮夷、徐戎等，都配合武庚，蠢蠢欲动。周公下令令给太公望，授权给他，各国诸侯，有不顺周朝的，都由太公望征讨。这样，由太公望控制了东方，他自己全力对付武庚。

费了三年的工夫，周公终于平定了武庚的叛乱，把带头叛乱的武庚杀了，管叔一看武庚失败，自己觉得没有面目见他的哥哥和侄儿，上吊自杀了。周公平定了叛乱，把管叔杀了，对蔡叔办了一个克军的罪。

在周公东征的过程中，一大批商朝的贵族成了俘虏。因为他们反抗周朝，所以叫他们是“顽民”。周公觉得让这批人留在原来的地方不放心，同时，又觉得镐京在西部，要控制东部的广大中原地区很不方便，就在东面新建一座都城，叫

him that he had no hidden agenda. He asked the Duke of Zhou to take to heart the interests of the state and not to be swayed by the rumours. By pouring out his heart to the Duke of Zhou, the Duke of Zhou was able to dispel misunderstandings and bring him back into cooperation with the Duke of Zhou. With domestic tensions defused and behind him, the Duke of Zhou resolutely led a large army in an expedition to the east.

At the time several tribes in the east, such as the Hui Yi and the Xu Rong, had allied with Wu Geng and were spoiling him a light. The Duke of Zhou issued an order to Taigong Wang, authorizing him to attack any state whose allegiance to the Zhou was in doubt. This enabled Taigong Wang to pacify the east while the Duke could devote undivided attention to dealing with Wu Geng.

In three years' time, the Duke of Zhou finally succeeded in putting down Wu Geng's rebellion and had Wu Geng executed. With Wu Geng's defeat, Guan Shu felt he could no longer face his brother and nephews and hanged himself. After the rebellion was put down, the Duke of Zhou dismissed Huan Shu from office and sent Cai Shu into punitive military service and exile in a remote part of the dominion.

In the eastern expedition led by the Duke of Zhou, large numbers of the members of the Shang nobility were captured. Their resistance against the Zhou earned them the appellation of "the recalcitrant remnants." The Duke of Zhou had misgivings about leaving them where they were. With Huojing at the western end of the dominion, it was difficult to exercise effective control over the vast Central Plain to the east. The decision of building a new capital in the east

做将邑（今河南洛阳），把殷朝的“顽民”都迁到那里，派兵监视他们。

打那以后，周朝就有了两座都城，西部是镐京，又叫宗周，东部是洛邑，又叫成周。

周公辅佐成王执政了七年，总算把周王朝的统治巩固下来，他还制订了周朝一套典章制度。到周成王满二十岁的时候，周公把政权交给成王管理。

从周成王到他的儿子康王两代，前后的五十多年，是周朝强盛和统一的时期，历史上叫做“成康之治”。



was therefore made. The "rebel/traitor remnants" of the Yin dynasty were moved to the new capital Luoyi (today's Luoyang in Henan Province), where they were placed under surveillance by the military.

From that time onward, the Zhou boasted two capitals: Haojing in the west, also known as Zongzhou and Luoyi in the east, also known as Chengzhou.

The Duke of Zhou's regency spanning seven years consolidated the regime of the Zhou dynasty. He oversaw the creation of an elaborate set of conventions, rites and regulations. When King Cheng reached the age of 21, the Duke of Zhou handed power back to the king.

The reign of King Cheng of Zhou and of his son King Kang spanned half a century during which the Zhou dynasty saw its power and territory further extended. Historians call it the "Halcyon Era of Cheng & Kang."

## 7. 魏山上的烽火

周朝第十二个天子叫周幽王。周幽王什么国家大事都不管，光知道吃喝玩乐，打发人到处找美女，有个大臣褒姒（音 bāo xiāng）劝周幽王，周幽王不但不听，反把褒姒下了监狱。

褒姒在监狱里被关了三年，褒家的人千方百计要把褒姒救出来。他们在乡下买了一个很漂亮的小姑娘，教给她唱歌跳舞，把她打扮起来，献给幽王。替褒姒赎罪。这个姑娘算是褒家人，叫褒姒（音 sī）。

幽王得了褒姒，高兴得不行了，就把褒姒释放了。他十分宠爱褒姒，可是褒姒自从进宫以后，心情闷闷不乐，没有开过一次笑脸。幽王想尽办法叫她笑，她怎么也笑不出来。

周幽王出了一个筒帖，有谁能让王妃娘娘笑一下，赏他一千两金子。

## 7. Beacon-fires on Mount Lishan

The 15th king of the Zhou dynasty is King You Zhou, who neglected affairs of state and lived a life of carnal pleasures in drinking, gluttony and carousing with beautiful women brought to him by his beauty scouts from all over his realm. When one of his top ministers Bai Xiang remonstrated with King You, the latter not only ignored his wise counsel but sent Bai Xiang to jail.

Bai Xiang was incarcerated for three years, during which his kinspeople tried every avenue to get him out. They bought a beautiful girl in a village, who was then taught to sing and dance and later finely packaged and presented to King You in exchange of the freedom of Bai Xiang. The girl was presented as a member of the Bao clan and given the name of Bao Si.

Elated by the acquisition of Bao Si, King You released Bai Xiang. Despite his showering affection and favors on Bao Si, the latter remained in a constant state of depression and did not once smile since her introduction into the royal palace. King You tried all kinds of tricks and treats to get a smile out of her without any success. She remained down faced.

Crestfallen, King You posted a reward, declaring that anyone who could get a smile out of the royal consort would receive one thousand *liang* of gold from the king.

有个马屁鬼叫魏（音 guǒ）石父，替周幽王想了个鬼主意。原来，周王朝为了防备犬戎的进攻，在骊山（今陕西临潼东南，见卷11）一带盖了二十多座烽火台，每隔几里地就是一座。如果犬戎打过来，把守第一道关的兵士就把烽火烧起来，第二道关上的兵士见到烟火，也把烽火烧起来。这样一个接一个烧着烽火，附近的诸侯见到了，就会发兵来救。魏石父对周幽王说：“现在天下太平，烽火台长久没有使用了，我想请人王褒到骊山去玩几天。到了晚上，咱们把烽火点起来，让附近的诸侯见了赶来，上个大当，假如见了这许多兵马吓了个空，保管会笑起来。”

周幽王拍着手说：“好极了，就这么办吧！”

他们上了骊山，真的在骊山上把烽火点了起来。临近的诸侯得了这个警报，以为犬戎打过来了，赶快带领兵马来救，没想到赶到那儿，连一个犬戎兵的影儿也没有，只听到山上一阵阵音乐和唱歌的声音，大伙儿都愣了。

幽王派人告诉他们说，辛苦了大家，这儿没什么事，不

A sycophant called Guo Shifu came up with a grotesque idea. To defend against the incursions of the Quan Rong tribe, some twenty beacon fire towers had been erected along the ridges of the Lishan Mountains (southeast of today's Uming in Shaanxi Province) at intervals of several li. When attacked by Quan Rong marauders, defenders at the first beacon tower would light a bonfire, the sight of which would signal soldiers at the second tower to do likewise. This would trigger a chain reaction, a ripple effect down the system of beacon towers. As soon as the alert was received by the ducal state near a beacon tower, it would send out reinforcements against the invaders. Guo Shifu said to King You: "The beacon towers have been in disuse all these peaceful years. I'd like to invite his Majesty and her Highness for a few days of fun and leisure on Mount Lishan. We would light up a bonfire at night to trick the duke in the vicinity into coming to our rescue. When her Highness sees the troops in full battle gear arrive only to find the whole thing a hoax, I guarantee you that she will smile."

King You clapped his hands in approval, saying: "Wonderful idea! Let's do it!"

And they did go up Mount Lishan and did light a bonfire of alarm. Believing the fire to signal an attack by the Quan Rong hordes, the nearby duke rushed over with his troops. When they arrived at Mount Lishan, he and his troops were flabbergasted when they found not a single Quan Rong tribesman there but heard music and singing wafting down the hills.

King You sent greetings to them, thanking them for their trouble and assuring them that nothing was amiss and that the king and his consort were merely lighting a bonfire for

这是大王和王妃放烟火玩儿，你们回去吧！

诸侯知道上了当，憋了一肚子气回去了。

要知不知道他们闹的是什么意思，看见颧山脚下来了好几路兵马，乱哄哄的样子，就问幽王是怎么回事。幽王一五一十告诉了他。褒姒真的笑了一下。

幽王见褒姒开了笑脸，就赏给妲己一千两金子。

幽王宠着褒姒，后来干脆把王后和太子废了，立褒姒为王后，立褒姒生的儿子伯服为太子，原来王后的父亲是申国的诸侯，得到这个消息，就带烽火来进攻镐京。

幽王听到犬戎进攻的消息，惊慌失措，急忙下令把颧山的烽火点起来。烽火倒是烧起来了，可是诸侯因为上次上了当，谁也不来理会他们。

烽火台上白天冒着浓烟，夜里火光冲天，可就是没有一个救兵到来。

周朝西边犬戎十地都怕烽火攻占了去，继位的周平王恐怕镐京保不住，打定主意，把国都搬到洛邑去。

公元前 770 年，周平王迁都洛邑。因为镐京在西边，洛邑在东边，所以历史上把周朝在镐京做国都的时期，称为西周，迁都洛邑以后，称为东周。

sport. They were told to return to where they came from.

The duke, realising he had been fooled, left with a bellyful of unexpressible grudges.

Bao Si could not at first make heads or tails of the hubbub of armed men milling about at the foot of Mount Tishan. When she pressed for an explanation, King You told her everything and saw a smile blossom on her face.

That smile earned Guo Shifu a thousand *taels* of gold from King You.

In his infatuation with Bao Si, King You eventually deposed the reigning queen and his crown prince and set up Bao Si as queen and her son Bo Fu as crown prince. This prompted the duke of the state of Shen, father of the deposed queen, to launch an attack on Haojing with the Quan Rong as ally.

Sent into a panic by the invasion of the Quan Rong, King You ordered that the beacon fire at Mount Tishan be kindled immediately. The fires were duly lit but the dukes, having been warned before by the hawk, ignored the alarm.

Thick smoke spiraled up from the beacon towers by day and fire blazed bright against the night sky but no relief materialized.

As a result large expanses of Zhou's western territory were occupied by the Quan Rong. Fearing the imminent loss of Haojing, King Ping, who succeeded King You, resolved to move the capital to Luoyi in the east.

In 770 B.C. King Ping officially moved the capital to Luoyi. Since Haojing was situated in the west and Luoyi in the east, historians call the era of Zhou rule with its capital at Haojing the Western Zhou period, and the era of Zhou rule after the move to the new capital of Luoyi the Eastern Zhou.

## 8. 齐桓公称霸

周平王东迁洛邑以后的东周，又分“春秋”和“战国”两个时期。春秋时期，周王室衰落，周天子名义上是各国共同的君主，实际上他的地位只相当一个中等国的诸侯。一些比较强大的诸侯国家用武力兼并小国，大国之间也互相争夺土地，经常打仗，战胜的大国诸侯，可以号令其他诸侯。这种人称做霸王。

春秋时期第一个称霸的是齐国（都城临淄，在今山东淄博），齐国是周武王的大功臣姜太公望的封国，本来是个大国，再加上它利用沿海的货源，生产比较发达，国力就比较强。

公元前686年，齐国发生了一次内乱，国君齐襄公被杀。襄公有两个兄弟，一个叫公子纠，当时在鲁国（都城在今山东曲阜）；一个叫公子小白，当时在莒（音巨）国（都城在今



## 8. The Hegemony of Lord Huan of Qi

The Eastern Zhou period began with the move of the capital to Luoyi by King Ping of Zhou is subdivided into the Spring and Autumn Period and the Warring States Period. In the Spring and Autumn period, the House of Zhou underwent a decline. While the Son of Heaven of the Zhou exercised authority over the states in name, in reality he possessed the stature of the king of a secondary ducal state only. As more powerful states annexed smaller ones by military force and major states were established in perennial wars of territorial expansion, the monarch of the victorious ducal state would gain the allegiance of all the other states and be chosen as hegemon.

The first hegemonic state in the Spring and Autumn period was Qi with its capital at Linzi, today's Zibo in Shandong Province. Qi was the lieg of Taigong Wang, King Wu's most trusted strategist credited with major achievements in office. Its large territory, its successful exploitation of coastal resources and its higher productivity accounted for its superior national strength.

In 686 B.C. the state of Qi was plunged into internal strife during which its monarch Lord Xiang of Qi was killed. He had two surviving brothers, one of whom was Gongsu Jiu, present at the time in the state of Jin with its capital at today's Qufu

山东莒县)。两个人身边都有个保镖，公子纠的保镖叫管仲，公子小白的保镖叫鲍叔牙，两个公子听到齐国公叔杀的消息，都急着要回齐国争夺君位。

鲁国国君鲁庄公决定亲自护送公子纠回齐国，管仲对鲁庄公说：“公子小白在莒国，离齐国很近，万一让他先进齐国，事情就麻烦了，让我先带一支人马去截住他。”

不出管仲所料，公子小白正在莒国的护送下赶回齐国，路上，遇到管仲的拦截，管仲拈弓搭箭，对准小白射去，只见小白大叫一声，倒在车里。

管仲以为小白已经死了，就不慌不忙护送公子纠回到齐国去，哪里知道，他射中的不过公子小白衣带的带子，公子小白大叫倒下，原来是他的计策。等到公子纠和管仲进入齐国国境，小白和鲍叔牙早已抄小道抢先到了国都临淄，小白当上了齐国国君，这就是齐桓公。

齐桓公即位以后，立即发兵打败鲁国，并且通知鲁庄公，一定要鲁国杀了公子纠，把管仲送回齐国办罪。鲁庄公没有办法，只好照办。

in Shandong Province); the other was Gongzi Xiao Bai, present at the time in the state of Ju (with its capital at today's Ju County in Shandong Province). Each of them had a mentor. Gongzi Jiu's mentor was Guan Zhong and Gongzi Xiao Bai was under the tutelage of Bao Shuya. Upon learning the death of Lor Xiang of Qi, both burned with a desire to go back to Qi to claim the vacated throne.

Lord Zhuang of Lu, the monarch of the state of Lu, wanted to personally accompany Gongzi Jiu back to Qi. Guan Zhong said to Lord Zhuang of Lu: "Gongzi Xiao Bai is in Ju, which is geographically much closer to Qi. If he were able to enter Qi first, we'd be in trouble. Let me take some men with me to intercept him."

As predicted by Guan Zhong, Gongzi Xiao Bai was rushing back to Qi under the protection of Ju and on the way he was met by the party led by Guan Zhong to head him off. Guan Zhong aimed his bow with an arrow and shot it at Xiao Bai, who emitted a cry and fell in his carriage.

Thinking he had killed Xiao Bai, Guan Zhong escorted Gongzi Jiu back to Qi in an unhurried mood. Little did he know that the arrow hit a bell buckle on Gongzi Xiao Bai's clothes and Xiao Bai falling with a cry was just a ruse. By the time Gongzi Jiu and Guan Zhong entered the state of Qi, Xiao Bai and Bao Shuya had already outflanked them by taking a shortcut. Xiao Bai ascended to the throne and became Lord Huan of Qi.

Once enthroned Lord Huan of Qi defeated the state of Lu in a military campaign and directed Lord Zhuang of Lu to kill Gongzi Jiu and extradite Guan Zhong to Qi for criminal prosecution. Lord Zhuang of Lu had no choice but to obey.

管仲被关在囚车，送到齐国。鲍叔牙立即向齐相公推举管仲。

齐相公气愤地说：“管仲杀了射我，要我的命，我还能用他吗？”

鲍叔牙说：“那回他是公子纠的师傅，他用箭射您，正是他对公子纠的忠心。论本领，他比我强得多。主公如果要干一番大事业，管仲可是个用得着的人。”

齐相公也是个豁达大度的人，听了鲍叔牙的话，不但不会管仲的罪，还立刻任命他为相，让他管理国政。

管仲帮着齐相公整顿内政，开发富国，大开铁矿，多制农具，提高耕种技术，又大造桶拿海水煮盐，鼓励老百姓入海捕鱼，离海比较远的诸侯国不得不依赖齐国供应食盐和梅产，别的东西可以不买，盐是非吃不可的，齐国就越来越富强了。

齐相公一心要当诸侯的霸主，做了霸主就能够发号施令，别诸侯就得向他进贡，听他的指挥。他对管仲说：“现在唯

As soon as Guan Zhong was placed in a palanquin and carried back to Qi, Bao Shuya recommended Guan Zhong to Lord Huan of Qi:

Lord Huan of Qi said angrily: "Guan Zhong tried to kill me with an arrow. How can I trust him?"

Bao Shuya replied: "He was at the time Gongzi Hu's mentor. His shooting an arrow at you precisely shows his loyalty to Gongzi Hu. His abilities surpass mine. If your Majesty aspires to greatness, Guan Zhong is someone you can depend upon to help you achieve it."

Lord Huan of Qi, who had a generous disposition, allowed himself to be persuaded by Bao Shuya. Instead of prosecuting Guan Zhong he named him his chief minister to help him govern Qi.

Guan Zhong helped Lord Huan of Qi improve and reform the institutions of government, develop production and diversify the economy. On his watch the extraction of iron ores was expanded which led to the manufacture of more farming implements and improved agricultural techniques. He also encouraged the large scale mining of salt from sea water and ocean fishing. Those states situated far from the sea had to depend on Qi for their table salt and sea food. People could do without a lot of things but salt was a necessity and Qi grew in wealth and power on the strength of its salt production.

Lord Huan of Qi never for a moment gave up his ambition to become the hegemon of all the states, knowing that the hegemon's orders would be universally obeyed and all the dual states would pay tribute to him and pledge their

们同精同足，是不是可以会合诸侯，共同订立个盟约呢？”

管仲说：“咱们凭什么去会合诸侯呢？大家都承认天子下面的诸侯，谁能围谁呢？天子虽强失了势，毕竟是天子，比谁都大。如果主公能够奉天子的命令，会合诸侯，订立盟约，共同尊崇天子，抵抗别的御敌，往后谁有难处，大伙儿帮他，谁不听话，大伙儿管他。到了那时候，主公就是自己不要做霸主，别人也得推举您。”

齐桓公说：“你说得对，可是怎么着手呢？”

管仲说：“办法倒有一个。这周新天子（指周襄王，姬 辛 x1）才即位，主公可以推个使者向天子朝贺，顺便带他出个主意，说宋国（都城在今商丘南）现在正发生内乱，新国君位子不稳，国内都不安定。请天子下命令，明确宣布宋国国君的地位。主公拿到天子的命令，就可以用天子的命令来召集诸侯了。这时候，谁也不能反对。”

allegiance to him. He said to Guan Zhong: "Now that we have superior military strength and abundant food, isn't it time to call together the leaders of all the ducal states to sign a pact of alliance?"

Guan Zhong replied: "What's your rationale for convoking the dukes? We are all dukes under the emperor of the Zhou dynasty, and which duke is going to voluntarily defer to any other duke? While the Son of Heaven has seen his authority weakened, he is after all still the Son of Heaven outranking the rest of us. It would be another matter if my Lord could, by order of the Son of Heaven, rally the dukes and conclude a pact with them that calls for unity under the Son of Heaven against alien tribes. Under the pact any party that encounters difficulties will be helped by the other parties and those that make trouble will be put in their place by the others. When that happens, you will be acclaimed hegemon by the others even if you try to decline the honor."

Lord Huan of Qi agreed: "You are right. But how do we go about it?"

Guan Zhong replied: "I have an idea. With King Xi of Zhou recently inaugurated in the throne, my Lord can send an envoy to congratulate the new Son of Heaven and take the opportunity to call his attention to the turmoil in the state of Song (with its capital south of today's Shangqiu), the precarious position of its new Lord and social unrest. The envoy could hint at an edict from the Son of Heaven affirming the authority of the Lord of Song. When you had such an edict in hand, it could serve as a rallying point for convoking the dukes of the realm. No one could say no then."

齐桓公听了，连连点头，决定照着管仲的意见办。

这时候，周朝的天子早已没有实权了，列国诸侯只知道抢夺地盘，兼并土地，已经完全忘记还有朝见天子这回事。周襄王刚刚即位，居然有齐国这样一个大国打发使臣来朝贺，打心眼里喜欢，他就请齐桓公去宣布宋殇的君位。

公元前681年，齐桓公奉了周襄王的命令，通知各国诸侯到齐国西南边境上北杏（今山东东阿县北）开会。在北杏会议上，大家公推齐桓公为盟主，订立了盟约。就这样，齐桓公依靠管仲的帮助，争取到了霸主的地位。

春秋时期，前前后后有五个霸主，就是齐桓公，晋文公，宋襄公，秦穆公和楚庄王。历史上通常称他们是“春秋五霸”。



Lord Huan of Qi nodded his approval as Guan Zhong developed his idea, and decided to follow his advice.

By that time, the Son of Heaven of Zhou had seen his real power waned. Absorbed in their wars of territorial expansion and land grabbing, the leaders of the dual states had long stopped giving a boot about paying homage to the Son of Heaven. So when the freshly enthroned King Xi of Zhou saw an envoy from a powerful state like Qi bringing tribute and congratulations, he was much pleased and entrusted Lord Huan of Qi with an edict affirming the authority of the Lord of the State of Song.

In 681 B.C., by order of King Xi of Zhou, Lord Huan of Qi called all the leaders of the dual states to a conference at Beixing (north of today's Donggong County in Shandong Province) on the southwestern border of Qi. At that meeting the dukes signed a pact of alliance and elected Lord Huan of Qi as leader of the alliance by acclamation. With Guan Zhong's help, Lord Huan of Qi finally saw the fulfillment of his ambition of becoming hegemon.

The Spring and Autumn period saw the emergence of five hegemons, who were in chronological order: Lord Huan of Qi, Lord Wen of Jin, Lord Xiang of Song, Lord Mu of Qin and King Zhuang of Chu, known in Chinese history as the "Five Hegemons of Spring and Autumn."

## 9、伍子胥过昭关

到楚庄王的孙子楚平王即位之后，楚国渐渐衰落了。

公元前522年，楚平王要把原来的太子除掉，这时候，太子建和他的老傅伍奢正在城父（在河南襄城西）镇守。楚平王怕伍奢不同意，先把伍奢叫来，谎说太子建正在谋反，伍奢说什么也不承认，立刻被关进监狱。

楚平王一面派人去杀太子建，一面又逼伍奢写信给他的两个儿子伍尚和伍子胥，叫他们回来，以便一起除掉。大儿子伍尚回到都城（今湖北江陵西北，郢都 yīng），就跟父亲伍奢一起，被楚平王杀害。太子建事先得到风声，带着儿子公子胜逃到宋国去了。

伍奢的另一个儿子伍子胥，也从楚国逃出来，他赶到宋国，找到了太子建，不巧宋国发生内乱，伍子胥又带着太子

## 9. Wu Zixu Slipped Through the Gate of Zhaoguan

By the time King Ping of Chu, grandson of King Zhuang, ascended the throne, the state of Chu was already in decline.

In 522 B.C. King Ping of Chu decided to depose his crown prince Jian. At the time the crown prince and his mentor Wu She were on garrison duty in Chengfu (west of today's Xiangcheng in Henan Province). To preempt any opposition on the part of Wu She, he called back the latter and confronted him with the fabricated story of the crown prince's plot to overthrow the monarch.

Although Wu She adamantly denied everything, he was immediately thrown in jail.

As King Ping of Chu Wang dispatched an assassin to kill the crown prince Jian, he forced Wu She to write to his two sons Wu Shong and Wu Zixu asking them to return, with the clear intention of eliminating them as well. The elder son Wu Shong returned to Yingdu (northwest of today's Jingling in Hubei Province) where he was murdered together with his father Wu She by King Ping of Chu. When the crown prince Jian got wind of the turn of events, he sought asylum in the state of Song taking with him his son Gougezhi Sheng.

Wu Zixu, the other son of Wu She, also escaped from Chu and quickly met up with the crown prince Jian in Song. It was a bad time in Song, where civil strife had erupted. Wu

楚。公子然逃到郑国，想请郑国帮他们报仇。可是郑国国君郑定公没有同意。

太子珍报仇心切，竟勾结郑国的一些大臣想夺郑定公的权，被郑定公杀了。伍子胥只好带着公子然逃出郑国，投奔吴国（都城在今江苏苏州）。

楚平王早就下令悬赏捉拿伍子胥，叫人画了伍子胥的像，挂在楚国各地的城门口，嘱咐各地官吏捉拿。

伍子胥带着公子然逃出郑国后，白天赶路，晚上赶路，来到吴楚两国交界的昭关（在今安徽含山县北）。关上的官吏查得很严。传说伍子胥一连几夜愁得睡不着觉，连头发也愁白了。幸亏他们遇到了一个好心人东皋公，同情伍子胥，把他接到自己家来，东皋公有个朋友，模样有点像伍子胥，东皋公让他冒充伍子胥过关，守关的骗住了这个假伍子胥，而

Zhuo took the crown prince Jian and Gongzi Sheng to the state of Zheng for asylum and tried to enlist its help in avenging them. But Lord Ding of Zheng, the monarch of Song, did not give his assent.

Obsessed with the idea of avenging himself, the crown prince Jian went to the length of colluding with some high officials of Zheng in a failed plot to overthrow Lord Ding of Zheng, and was killed by the monarch of Zheng. Wu Zixu had to take Gongzi Sheng on the road again, this time, to seek asylum in the state of Wu (with its capital at today's Suzhou in Jiangsu Province).

King Ping of Chu had posted a reward for the arrest of Wu Zixu and a portrait of him was displayed at all city gates throughout the state of Chu. There were strict orders for local authorities to search and inspect all suspect subjects.

After making their way out of Zheng, Wu Zixu and Gongzi Sheng had to hide themselves in the day and continue their flight under cover of night. When they came to Zhaoqian (north of today's Hanshan County in Anhui Province) at the border of Wu and Chu, they found the searches at the city gates were extremely thorough. It is said that Wu Zixu was so worried that he could not fall asleep for several nights and ended up with his hair gone completely white. They had the good fortune of running into a kind hearted man by the name of Dong Gao Gang, who took Wu Zixu in out of compassion. A friend of Dong Gao Gang who happened to bear a resemblance to Wu Zixu was asked by Dong Gao Gang to present himself at the city gate in draw suspicion away from Wu Zixu, whose hair had turned white and whose countenance had also

那个当伍子胥因为头发全白，面貌变了，守关的认不出来，就被他带出关去。

伍子胥出了关，害怕后面有追兵，急忙往前跑。前面是一条大江拦住去路。伍子胥正在着急，江上有个打鱼的老头儿划着一只小船过来，把伍子胥渡过江去。

过了大江，伍子胥感激万分，取下身边的宝剑，交给老渔人，说：“这把宝剑是楚王赐给我相父的，值一百两金子。现在送给你，好歹表达我的心意。”

老渔人说：“楚王为了追捕你，出了五万石粮食的赏金，还答应封你发人大大爵位。我不贪图这个赏金、爵位，难道会要你这宝剑吗？”

伍子胥连忙向老渔人行礼，收了宝剑，辞别老渔人走了。

伍子胥到了吴国，吴国的公子光正想夺取王位。在伍子胥帮助下，公子光杀了吴王僚（音 liáo），自立为王。这就是吴王阖闾（音 hé lǘ）。

吴王阖闾即位之后，封伍子胥为大夫，帮助他处理国家大事，又用了一位将军孙武，是个善于用兵的大军事家。吴王依靠伍子胥和孙武这两个人，整顿兵马，先兼并了临近几个小国。

changed. The gate guards took the false Wu Zixu into custody but the real article, unrecognized by the guards, slipped out of the gates in the commotion.

After passing through the gate of Zhongqian, Wu Zixu broke into a run for fear of being pursued by the guards. He came to a wide river that blocked his progress. As Wu Zixu fretted in anguish, an elderly fisherman poled his small boat toward him and ferried him across.

The grateful Wu Zixu took down his sword and gave it to the fisherman, saying: "This sword was a gift from the Lord of Chu to my grandfather and is worth a hundred *Huang* of gold. I am giving it to you as a token of my gratitude."

The elderly fisherman said: "There is a reward of fifty thousand *dan* of grain on your head posted by the Lord of Chu and the promise of high office for whoever denounces you. If I was not tempted by the monetary reward or the promise of high office, why would I accept this sword from you?"

Wu Zixu immediately apologized to the old fisherman, put his sword away and bade farewell to his savior.

Wu Zixu came to the state of Wu at a time when Gongzi Guang was plotting to overthrow the reigning monarch. With Wu Zixu's help, Gongzi Guang killed King Tian of Wu and set himself up as monarch, assuming the title of King He Lu of Wu.

After his accession to the throne, King He Lu of Wu named Wu Zixu his top aide to help him govern the state of Wu. He also enlisted General Sun Wu, an expert military strategist in his service. With the assistance of Wu Zixu and Sun Wu, the king of Wu was able to build up his military prowess and annex several smaller neighboring states.

公元前506年，吴王阖闾拜孙武为大将，伍子胥为副将，亲自率领大军，向楚国进攻，连战连胜，把楚国的军队打得一败涂地，一直打到郢都。

那时，楚平王已经死去，他的儿子楚昭王也逃走了。伍子胥借了楚平王，刨了他的坟，还把平王的尸首挖出来，用乱棒打了一顿。

吴军占领了郢都，楚国人申包胥逃到秦国，向秦国求救，秦哀公说同意出兵，申包胥在秦国宫门外站着不走，日日夜夜痛哭，竟哭了七天七夜。秦哀公终于被感动了，说：“楚国虽然暴虐无道，但是有这样好的臣子，怎能眼看他们灭亡！”

秦哀公发兵救楚国，击败了吴军，吴王阖闾才撤兵回国。

吴王阖闾回到吴国都城，把第一大功归给孙武，孙武不愿受赏，回乡隐居去了。他留下的一部《孙子兵法》，是我国最早的杰出的军事著作。



In 506 B.C. King He Ju of Wu promoted Sun Wu to supreme commander and named Wu Zixu deputy commander of the army that he personally led in a campaign against the state of Chu. In victory after victory he routed the army of Chu and marched all the way into Yingdu.

At that time King Ping of Chu had died and his son King Zhao had deserted his throne and fled. Obsessed by a visceral hatred of King Ping of Chu, Wu Zixu had the remains of the latter exhumed from his tomb so that he could whip it posthumously.

With Wu troops occupying Yingdu, Shen Baoxu of Chu fled to the state of Qin and requested its help. Lord Ai of Qin did not at first agree to send troops to help Chu. Shen Baoxu would not give up and stayed in front of the Qin palace to wait night and day for seven days on end. Moved by this persistence, Lord Ai of Qin finally said: "To be sure the authorities of Chu were a bunch of scoundrels but they have such a great minister in Shen Baoxu I can't very well sit on my hands as Chu teeters on the brink of extinction."

Lord Ai of Qin sent reinforcements to the rescue of Chu and defeated the Wu army, and King He Ju of Wu retreated with his troops.

Once back in the capital of Wu, King He Ju gave the bulk of the credit for the victory of the campaign to Sun Wu. Uninterested however in public office, Sun Wu retired to a life of seclusion in his home village. He bequeathed to posterity "Sun Zi's Art of War", which is China's earliest masterpiece of military doctrine.

## 10、孔子周游列国

晏于黜则在伍子胥、孙武的帮助下，大败楚国，声势很大，连中原一些大国都受到威胁，首先受到威胁的是齐国，齐国自从齐桓公死后，国内一直很不安定，后来齐景公当了国君，用了一位有才能的大臣晏婴当相国，刷新朝政，齐国又开始兴盛起来。

公元前500年，齐景公和晏婴想拉拢鲁国帮助中原诸侯，把齐桓公当年的事业重新干一下，就写信给鲁定公，约他在齐鲁交界的夹谷地方开个会。

那时候，诸侯开会，都得有个大臣当助手，称做“相礼”。鲁定公决定让鲁国的司寇（管司法的长官）孔子担任这件事。

孔子名叫孔丘，是鲁国陬邑（今山东曲阜东南，属鲁204）人。他父亲是个地位不高的武官，孔子三岁时就死了父亲，第

## 10. The Peripatetic Travels of Confucius

With the help of Wu Zixu and Sun Wu, King He Lu of Wu routed the state of Chu. As his power grew, even some major powers in the Central Plain began to feel menaced, with Qi facing the most immediate threat. Since the death of Lord Huan of Qi, the state of Qi had been marked by prolonged instability until Lord Jing of Qi took over the reins of state and nominated the able Yan Ying as his prime minister, who set Qi on the path to political renaissance and economic prosperity.

In 500 B.C. Lord Jing of Qi and Yan Ying sought to rally the support of the neighboring *xi* and dukes of the Central Plain for a renewed effort to achieve the grand vision of the late Lord Huan of Qi. To this end a letter went out to Lord Ding of Lu, inviting him to a meeting at Jiyu on the border of Qi and Lu.

At that time it was common practice for leaders of ducal states to bring along a minister called *xiangshi* in a meeting of dukes as personal adviser. Lord Ding of Lu decided to bring his *si kou* secretary of Juweil Kong Zi or Confucius with him as his *xiangshi*.

The actual name of Kong Zi (Master Kong) was Kong Qiu. His place of origin was Zouyi (southeast of today's Qufu in Shandong Province). His father was a low-ranking military officer, who died when Kong Zi was three years old. His

他母亲带着他搬到曲阜住下来，把他抚养成人。据说他从小很爱学礼节，没有事儿，就摆上小桌小盘什么的，学着大人祭天祭祖的样子。

孔子年轻时候，读书很用功。他十分崇拜周朝初年那位制礼作乐的周公，对古礼特别熟悉。当时读书人应当学的“六艺”，也就是礼节、音乐、射箭、驾车、书写、计算，他都比较精通。他办事认真。开头他当过管理仓库的小吏，物资从来没有减少，后来又当管理物业的小吏，牛羊就繁殖得很多。到了三十岁，名声就渐渐大了起来。

有些人愿意拜他做老师，他就索性办了个私塾，收起学生来。鲁国的大夫孟懿子（懿音xì）临死时，嘱咐他的两个儿子孟懿子和南宫敬叔到孔子那儿去学礼。依南宫敬叔的推荐，鲁昭公还让孔子到周朝的都城洛邑去考察周朝的礼乐。

孔子三十五岁那年，鲁昭公被鲁国掌权的三家大夫——季孙氏、孟孙氏、叔孙氏赶走了，孔子就到齐国去，求见齐

mother took him to Qulu and raised him there. It is said that he had since a child a thirst for learning about rites, etiquette and conventions. In his free time he would often arrange plates and dishes in imitation of the adults performing rites of sacrifice in the gods or ancestral worship.

The young Kong Zi was an assiduous student. He had great admiration for the Duke of Zhou, who oversaw the creation of etiquette, conventions, rites and musical accompaniments in the early years of the Zhou dynasty. He developed a deep knowledge of ancient etiquette and rites and was proficient in all the six classical arts a man of learning was expected to master, i.e. rites, music, archery, riding, writing and arithmetic. He was meticulous and conscientious in performing his duties. In his tenure early in his career as a petty official in charge of a storehouse, there was never any stored item missing on his watch. When he later became a low ranking official in charge of animal husbandry, his flocks of cattle and sheep proliferated. His reputation had spread far and wide when he was barely 30.

As some people expressed the wish to study under him, he decided to found a *si shu* (private classroom) and started accepting students. On his deathbed, Meng Xizi, a high official of Lu, directed his two sons Meng Yizi and Nan Gong Jing Shu to study rites and etiquette with Kong Zi. Upon Nan Gong Jing Shu's recommendation, Lord Zhuo of Lu sent Kong Zi to Luoyi, the capital of the Zhou, to study the rites and ritual music of the Zhou.

As Kong Zi turned 35, Lord Zhuo of Lu was driven from his throne by three of his top aides, i.e. Ji Su Shi, Meng Su Shi and

景公，把齐景公谈了他的政治主张。齐景公对他很客气，也很用他。但是齐国大臣认为孔子的主张不切实际。结果齐景公很生气，孔子再回到鲁国，仍旧教他的书，跟随孔子学习的学生越来越多。

到了公元前501年，鲁定公派孔子做中都（今山东汶上县）宰。第二年，做了司空（管理工程的长官），又从司空调做了司徒。

这一年，鲁定公把准备到夹谷跟齐国会盟的事情告诉了孔子。孔子说：“齐国那次侵犯我边境，这次均我们会盟，我们也得有兵马防着，常备把左右司马都带去。”

鲁定公同意孔子的主张，又派了两位大将带了一些人马，一同他上夹谷去。

在夹谷会议上，由于孔子的相礼，鲁国取得了外交上的胜利。会后，齐景公决定把从鲁国侵占过来的汶阳（今山东泰安西南）地方的三处土地还给鲁国。

齐国的大夫黎毋认为孔子要在鲁国做官对齐国不利，向齐景公给鲁定公送一班女乐去。齐景公同意了，就挑选了八十名歌女送到鲁国去。

Shu Sun Shi Kong Zi went to the state of Qi, asking for an audience with Lord Jing of Qi to expound on his political ideas. Lord Jing of Qi was very courteous to him and even had a mind to enlist him in his service. But when his prime minister commented that Kong Zi's ideas were impractical, Lord Jing of Qi did not insist. Kong Zi returned to Louling back in Lu and saw a steady increase in the number of his followers.

In 531 B.C. Lord Ding of Lu named Kong Zi governor of Zhongdu (today's Wenshang County in Shandong Province). The next year he was designated a *kang* (official in charge of public works) and from that position he went on to become *xi lou* (secretary of justice).

When Lord Ding of Lu told Kong Zi about the proposed meeting with Qi at Jiagu, Kong Zi said: "Given Qi's track record of incursions into our territory, it is prudent to go to the meeting with armed protection. Please consider taking both the right and the left ministers of war with you!"

Lord Ding of Lu agreed with Kong Zi and brought the two top generals and a military contingent with him to Jiagu.

At the Jiagu meeting, Kong Zi acquitted himself well as *xiong di*, helping to notch up a diplomatic success for Lu. After the meeting, Lord Jing of Qi decided to restitute territory previously taken from Lu in three areas in Wenyang (southwest of present day Zibo) in Shandong Province.

U Chu, a top official of Qi, considered Kong Zi's continued presence in the government of Lu a liability to Qi. He suggested that Lord Jing of Qi send a group of female musicians to Lord Ding of Lu. Lord Jing of Qi was persuaded and sent eighty female singers to Lu.

鲁定公接受了这些主张，天天吃喝玩乐，不管国家战事。孔子想劝说他，他躲着孔子，这件事使孔子感到极失望。孔子的学生说：“鲁君不办正事，咱们走吧！”

打那以后，孔子离开鲁国，带着一批学生周游列国，希望能找个机会实行他的政治主张。可是，那个时候，大国忙于争霸的战争，小国都面临着被兼并的危险，整个社会正在发生巨变，孔子宣传的一套恢复周朝初年礼乐制度的主张，当然没有人接受。

他先后到过卫国、曹国、宋国、郑国、陈国、蔡国、楚国，这些国家的国君都没有用他。

有一回，孔子在陈、蔡一带，楚昭王打发人请他。陈、蔡的大夫怕孔子到了楚国，对他们不利，发兵在半路上把孔子假住。孔子被围困在那里，断了粮，几天都没吃上饭，后来，楚国派了兵来，才给他解了围。

孔子在列国奔波了七八年，碰了许多钉子，年纪也老了，累了，他还是回到鲁国，把精力放到整理古代文化典籍和教育学生上面。



After receiving this gift of coppers, Lord Ding of Lu started indulging himself in drinking, gluttony and merry making and neglected the affairs of state. Although Kong Zi wanted to persuade him to change his ways but he kept dodging Kong Zi. Deeply disappointed Kong Zi told his students "The monarch of Lu is uninterested in serious business. Let's leave!"

From then on Kong Zi left the state of Lu and embarked on his peregrinations through the various states accompanied by a group of his students in search of an opportunity to realize his political visions. But in that period the larger states were busy with their wars for hegemony and the smaller states faced the ever present threat of being gobbled up. Society was in flux and in ferment. There clearly was no market for Kong Zi's proposition of restoring the system of rites and ritual music prevalent in the early years of the Zhou dynasty.

His travels took him to the states of Wei, Cao, Song, Zheng, Chen, Cai and Chu but none of the monarchs in those states offered him public office.

Once when Kong Zi was in the vicinity of the states of Chen and Cai, King Zhao of Chu sent for him. Believing that it would not be in their interest for Kong Zi to serve Chu, the ministers of Chen and Cai sent soldiers to intercept Kong Zi, who was marooned for days without food. He was rescued only after Chu sent troops to rescue him.

After seven or eight years of constant traveling through the states and being repeatedly snubbed, Kong Zi was getting on in age. He finally returned to Lu and devoted the rest of his life to sorting through and editing ancient literature and cultural relics and to education.

孔子在晚年还整理了几种重要的古代文化典籍。如《诗经》、《尚书》、《春秋》等。《诗经》是我国最早的一部诗歌总集，共收集西周、春秋时期的诗歌三百零五篇，其中有不少是反映古代社会生活的民间歌谣。它在我国文学史上占有非常重要的地位。《尚书》是一部我国上古历史文献的汇编。《春秋》是根据鲁国史料编成的一部历史书，它记载着公元前722年到前481年的大事。

公元前479年，孔子去世。他死后，他的弟子继续传授他的学说，形成了一个儒家学派。孔子成了儒家学派的创始人。孔子的学术思想在后代影响很大，他被公认为我国古代第一位大思想家、大教育家。

In his old age Kong Zi edited our important ancient classics such as *Shi Jing* (The Book of Songs), *Shang Shu* (Collection of Ancient Texts) and *Chun Qiu* (The Spring and Autumn Annals). *Shi Jing* is China's earliest collection of songs and verse, containing 305 songs and poems from the Western Zhou and the Spring and Autumn Period. Many of them are folk songs describing the daily life of ancient times and form a vital part of the history of Chinese literature. *Shang Shu* is a compilation of China's historical texts dating to antiquity. *Chun Qiu* is a book of history based on the historical records of the state of Lu, covering major events from 722 to 481 B.C.

Kong Zi died in 479 B.C. His theories and ideas passed down by his disciples after his death, eventually formed the basis of the Confucian school of thought, with Kong Zi as its founder. The legacy of Kong Zi's thoughts and scholarship has greatly influenced succeeding generations and has earned him the well-deserved title of the premier thinker and educator in China's history.

## 11、勾践卧薪尝胆

吴王阖闾打败楚国，成了南方霸主。吴国和附近的越国（都城在今浙江绍兴）素来不和。公元前496年，越国国王勾践即位。吴王趁越国刚刚遭到丧事，就发兵打越国。吴越两国在槜李（今浙江嘉兴西南，拼音zuǐ）地方，发生一场大战。

吴王阖闾自以为可以打赢，没想到打了个败仗，自己又中箭受了重伤，再加上上了年纪，回到吴国，就咽了气。

吴王阖闾死后，儿子夫差即位。阖闾临死时对夫差说：“不要忘记跟越国的仇。”

夫差记住这个嘱咐，叫人经常提醒他。他经过宫门，手下的人就敲开了梆子喊：“夫差！你忘了越王杀你父亲的仇恨吗？”

夫差或者就用话：“不，不敢忘。”

他叫伍子胥和另一个大臣伯嚭（音pǐ）操练兵马，准备攻打越国。

## 11. Gou Jian Slept on Sticks and Tasted Gall

King He Tu of Wu became hegemon in the south after defeating the state of Chu. Wu had long been at loggerheads with the neighboring state of Yue (with its capital at today's Shaoxing in Zhejiang Province). Gou Jian succeeded to the throne of Yue in 496 B.C. The king of Wu took advantage of the recent death in the house of Yue to attack it. A major battle was fought between them at Zuli (southwest of today's Jiaxing in Zhejiang Province).

Fully anticipating a victory, King He Tu of Wu instead found himself defeated in the battle. Gravely wounded by an arrow the aging monarch died soon after his return to Wu.

With the death of King He Tu of Wu, his son Tu Chai succeeded to the throne. On his deathbed, He Tu said to Fu Chai: "Don't forget to avenge our humiliation by the state of Yue!"

Fu Chai remembered these last words and asked to be constantly reminded of them. At the entrance of his palace, his subordinates would cry at the top of their lung: "Fu Chai! Have you forgotten that the king of Yue killed your father?"

And Fu Chai would reply in tears: "No, never!"

He ordered Wu Zixu and another minister Ho Pi to intensify the practicing of military skills in preparation for an attack on Yue.

过了两年，吴王夫差亲自率领大军去打越国。越国有两个能办事的大夫，一个叫文种，一个叫范蠡（音11）。范蠡对勾践说：“吴国练兵快三年了，这回决心报仇，来势凶猛。咱们不如守住城，不要跟他们作战。”

勾践不同意，也发大军去跟吴国人拼个死活。两国的军队在太湖一带打上了。越军果然大败。

越王勾践带了五千个残兵败将逃到会稽，被吴军围困起来。

勾践弄得一点办法都没有了，他跟范蠡说：“懊悔没有听你的话，弄到这步田地，现在该怎么办？”

范蠡说：“咱们赶快去求和吧。”

勾践派文种到吴王那里去求和，文种在夫差面前把勾践愿意投降的意思说了一遍，吴王夫差想同意，可是伍子胥坚决反对。

文种回去后，打听到吴国的伯嚭是个贪财好色的小人，就把一些美女和珍宝，私下送给伯嚭，请伯嚭在夫差面前讲好话。

经过伯嚭在夫差面前一番劝说，吴王夫差不顾伍子胥的反对，答应了越国的求和，但是要勾践亲自到吴国去。

Two years later, King Fu Chai of Wu personally commanded a large army in a military operation against Yue. There were two very able ministers at the Yue court called Wen Zhong and Fan Li. Fan Li said to Gou Jian: "The Wu army has been in intensive training for three years. They are now bent on revenge and exhibit unusual ferocity. We'd better defend the city without engaging them in a frontal fight."

Dismissing the suggestion Gou Jian pitted his army against the Wu attackers in a fight to the death battle. The two armies joined battle near Tai Lake and not surprisingly the Yue army was routed.

King Gou Jian of Yue retreated with the five thousand remaining troops to Xueli, where they were encircled by the Wu troops.

At the end of his tether, Gou Jian said to Fan Li: "I regret not having heeded your advice and having gotten us into this mess. Now what can I do?"

Fan Li replied: "Let's see for now!"

Gou Jian sent Wen Zhong to the Wu camp to initiate peace talks. Wen Zhong explained in Fu Chai's presence that Gou Jian was ready to surrender. King Fu Chai of Wu was on the point of agreeing when Wu Zixu voiced his opposition.

Wen Zhong went away empty-handed. After learning later that Bo Pi of the state of Wu was a venal and lecherous man, he privately offered beautiful women and jewelry to Bo Pi in return for putting in a good word in front of Fu Chai.

With the lobbying of Bo Pi, King Fu Chai decided to accept the peace offer of Yue, over Wu Zixu's objections. But Gou Jian was to be transported to Wu.

文种回去向勾践报告了，勾践把国家大事托付给文种，自己带着夫人和范蠡到吴国去。

勾践到了吴国，夫差让他们夫妇住在阖闾的大城旁边一间石屋里，叫勾践给他喂马，范蠡跟着做奴仆的工作。夫差每次坐车出去，勾践就给他拉马，这样过了两年，夫差认为勾践真心投降了他，就放勾践回国。

勾践回到越国后，立志报仇雪耻。他唯恐眼前的安逸消磨了自己的志气，在吃饭的地方挂上一个苦胆，每逢吃饭的时候，就先尝一尝苦胆，还自己问：“你忘了会稽的耻辱吗？”他还把席子撤去，用柴草当作褥子，这就是后来人传诵的“卧薪尝胆”。

勾践决定要使越国富强起来，他亲自参加耕种，叫他的夫人自己织布，来鼓励生产。因为越国遭到亡国的灾难，人口大大减少，他订出奖励生育的制度。他叫文种管理国家大事，叫范蠡训练人马，自己虚心听从别人的意见，减轻贫苦的百姓，全国的老百姓都巴不得多加一把劲，好叫这个受欺凌的国家改变成为强国。



Wen Zhou reported the results of the talks to Gou Jian, who entrusted the governance of Yue to Wen Zhong and went to Wu accompanied by his wife and Fan Li.

When Gou Jian arrived in Wu, Fu Chai assigned him and his wife to live in a stone hut by the tomb of King He Fu and gave Gou Jian the chore of feeding the horses. Fan Li served as valet and servant. Every time Fu Chai took his carriage on a trip, Gou Jian would be the groom that held the bit. Two years later, believing that Gou Jian had finally been brought in line, Fu Chai sent him back to Yue.

Once back in his land, Gou Jian vowed revenge to wipe away the disgrace. Worried that the good life might sap his determination, he hung a gallbladder by his dining table. At every meal he would first taste the bitter gall and ask himself: "Have you forgotten the humiliation at Kuaiji?" He also had his sleeping mat removed and replaced with bedding consisting of sticks. This is the origin of the much quoted Chinese idiom "sleeping on sticks and tasting gall."

Determined to achieve prosperity and greatness for Yue, Gou Jian went into the fields to work the land himself and asked his wife to spin cloth in an effort to raise productivity by their example. To counter a sharp decline in population brought about by war, he instituted a system of incentives for greater fertility. He delegated the authority of governance to Wen Zhong and military training to Fan Li while devoting himself to the task of gleanng wisdom from others and lifting his people out of poverty. The people of the state of Yue were thus greatly motivated to do the utmost to transform their downtrodden country into a strong power.

## 12、范蠡和文种

越王勾践整顿内政，努力生产，使国力渐渐强盛起来，他就和范蠡、文种两个大臣经常商议怎样讨伐吴国的事。

这时候，吴王夫差因为当上了霸主，骄傲起来，一味贪图享乐。文种劝说勾践向吴王进贡美女。越王勾践派人专门物色最美的女子。结果在苕萝山（今浙江诸暨南）上找到一个美人，名叫西施。勾践就派范蠡把西施献给夫差。

夫差一见西施，果然容貌出众，把她当作下凡的仙女，宠爱得不行了。

有一回，越国派文种去跟吴王说：越国年成不好，闹了饥荒，向吴国借一万石粮食，过了年归还。夫差看在西施的面儿上，当然答应了。

转过年来，越国年成丰收，文种把一万石粮食亲自送还吴国。夫差见越国十分守信用，更加高兴，他把越国的粮食拿

## 12. Fan Li and Wen Zhong

As King Gou Jian's efforts at good government and increased productivity paid off in ever growing national strength, he began to discuss more often with Fan Li and Wen Zhong the matter of launching a military campaign against Wu.

Having attained the position of hegemon, Wu Wang Fu Chai became arrogant and started to indulge in carnal pleasures and merry making. At Wen Zhong's suggestion that Gou Jian present a beautiful woman to the king of Wu as tribute, King Gou Jian of Yue sent out scouts to find the most beautiful woman, which they found in the person of Xi Shi in Zhuluoshan (south of today's Zhuji in Zhejiang Province). Gou Jian sent Fan Li as envoy to present Xi Shi to King Fu Chai.

Fu Chai was struck by Xi Shi's beauty and showered favors on her, imagining her to be an angel sent from heaven.

In a bad year Yue sent Wen Zhou to plead before the king of Wu, saying: "Yue had a terrible crop year and widespread famine and would like to borrow ten thousand *dan* of grain from Wu. It would be returned after the spring." To please Xi Shi, Fu Chai immediately agreed to the loan.

After the spring Yue harvested a record crop and Wen Zhong personally returned ten thousand *dan* of grain to Wu.

Fu Chai was pleased that Yue made good on its promise of repayment. When he scooped up a handful of the Yue grain,

来一看，粒粒饱满，就对伯嚭说：“越国的粮食颗粒比我们大，就把这一万石卖给老百姓做种子吧。”

伯嚭把这些粮食分给农民，命令大家去种。到了春天，种子下去了，等了十几天，还没有抽芽。大家想，好种子也许出得慢一点，就耐心地等着。没想到，过不了几天，那些下去的种子全烂了。他们想再撒自己的种子，已经误了下种的时候。

这一年，吴国闹了大饥荒，吴国的百姓全惶夫差，他们哪里想到，这是文种的计策。那还给吴国的一万石粮，原来是经过煮熟了又晒干的粮食，怎么还能抽芽呢？

勾践听到吴国闹饥荒，就想趁此机会发兵。

文种说：“还早着呢，一来，吴国闹饥荒，国内并不空虚；二来，还有个伍子胥在，不好办。”

勾践听了，觉得文种的话有道理，就继续操练兵马，扩大军队。

公元前484年，吴王夫差要去打齐国，伍子胥急忙去见夫差，说：“我听说勾践卧薪尝胆，跟百姓同甘共苦，看样子

he found the kernels to be big and fat. He told Bo Pi: "The Yue grain has bigger kernels than ours. Give the ten thousand dan of grain to the farmers as seed."

Bo Pi distributed the grain to the farmers, ordering them to plant the seeds in their fields. When spring came, the seeds were planted. A fortnight later none of the seeds had germinated. Thinking maybe good seeds took a longer time to germinate, the farmers waited patiently, only to find a few days later that the seeds had all rotted. When they decided to replant the fields to their own seeds, they had missed the planting time.

As a result, Wu was devastated by a widespread famine that year and the people of Wu turned their wrath on Fu Chai, little knowing that they had fallen victim to a ploy of Wen Zhong. The ten thousand dan of grain had actually been cooked and then redried before delivery to Wu and would never have germinated.

Upon learning of the famine in Wu, Gou Jian wanted to send his army into action.

But Wen Zhong said: "It's not time yet. First of all the famine has just started and Wu's coffers are not yet empty. Moreover Wu Zixu is still in office and will be a tough opponent."

Gou Jian saw Wen Zhong's point and went back to intensive military training and buildup.

When King Fu Chai of Wu expressed the desire to attack the state of Qi in 484 B.C., Wu Zixu immediately went to see Fu Chai and said to him: "I've heard that Gou Jian is steeling himself by sleeping on sticks and tasting gall and

一定要提醒吴王的仇，不除掉他，总是个后患，希望大王先去灭了越国。”

吴王夫差哪里肯听伍子胥的话，照样带兵攻打开国，结果打了胜仗回来。文武百官全都道贺，只有伍子胥反调地说：“打败齐国，只是占点小便宜，越国来灭吴国，才是大祸患。”

这样一来，夫差越来越讨厌伍子胥，再加上伯嚭在背后总说伍子胥坏话，夫差给伍子胥送去一口宝剑，逼他自杀。

伍子胥临死的时候，气愤地对陪老说：“把我的眼睛挖去，放在吴国东门，让我看看勾践是怎样打进来的。”

夫差杀了伍子胥，任命伯嚭做了太宰。

公元前482年，吴王夫差约会鲁哀公、晋定公等在黄池（河南封丘县西南）会盟，把精兵都带走了，只留了一些老弱残兵。

等夫差从黄池得意洋洋地回来，越王勾践已经率领大军攻进了吴国国都姑苏，吴国士兵逃回来，已经够累了，加

shares weal and woe with his people. He appears to be bent on revenge against Wu. If he is not eliminated now, he will become a big liability in the future. I hope you will consider eliminating Yue first."

Ignoring Wu Zixu's advice, King Fu Chai went ahead with his campaign against Qi and won the battle. When he returned in triumph to universal praise and congratulations from all the government officials, civilian and military, Wu Zixu raised the lone voice of criticism: "The defeat of Qi is a minor gain. The greater peril lies in the potential destruction of Wu by Yue."

This only further increased Fu Chai's resentment of Wu Zixu. With Bo Pi's constant backbiting of Wu Zixu, it was not long before Fu Chai gave Wu Zixu a sword to kill himself.

Before his death, Wu Zixu angrily told the messenger: "Don't forget to gouge out my eyes and place them at the east gate of the Wu capital so that I could see how Gou Jian enters the city at the head of his troops."

Fu Chai named Bo Pi his chief minister after the death of Wu Zixu.

In 485 B.C. King Fu Chai of Wu invited Duke Ai of Lu and Duke Ding of Jin to meet with him at Huangchi (southwest of today's Fengqiu County in Henan Province) to sign a partial alliance. He took all his elite troops to the conference, leaving only old and weak soldiers behind to man the defenses of the capital.

By the time Fu Chai returned in high spirits from Huangchi, troops commanded by King Gou Jian of Yue had already fought their way into the Wu capital of Gusu. Tired from the

上越军都是经过多年训练的，士气旺盛。两下一交手，吴军被打得大败。

夫差没奈何，只好派伯嚭去向勾践求和。勾践和范蠡一商量，决定暂时答应讲和，退兵回去。

公元前475年，越王勾践作好了充分准备，大规模地进攻吴国，吴国接连打了败仗。越军把吴都包围了两年，夫差被逼得走投无路，说：“我没有面目见伍子胥了。”说着，就用衣服遮住自己的脸，自杀了。

勾践灭了吴国，又带着大军渡过淮河。在扬州的会中原则侯，周天子也派使臣送祭肉给勾践。打这以后，越国的兵马横行在江淮一带，诸侯都承认他是霸主。

勾践得胜回国，开了个庆功大会。大赏功臣，可缺了个范蠡。传说他带着西施，隐姓埋名跑到别国去了。

范蠡走前，留给文种一封信，说：“飞鸟打光了，好的弓箭该收藏起来；兔子打完了，就轮到把狗烧来吃了。”越王



long march home from Huangchi, the Wu troops proved no match for the well trained and highly motivated Yue army and were routed in the battle.

Fu Chai had no choice but to send Bo Pi to Gou Jian to sue for peace. After consulting Fan Li, Gou Jian agreed to a temporary truce and withdrew his troops.

In 475 B.C. having completed all the preparations, King Gou Jian of Yue launched a large-scale campaign against Wu in which Wu suffered one setback after another. The Yue troops laid siege to the Wu capital for two years until Fu Chai at the end of his tether declared: "I am ashamed to show my face in front of Wu Ziai in the netherworld", covered his face with clothing and committed suicide.

After destroying Wu, Gou Jian led his army across the Huang River and invited the leaders of the dual states in the Central Plain to a meeting at Muzhou. The Son of Heaven of the Zhou dynasty also sent an envoy bearing a gift of sacrificial meats for Gou Jian. Since then the Yue troops enjoyed a free hand in the southeast, and all the states recognized Gou Jian as hegemon.

On his triumphant return to Yue, Gou Jian hosted a grand celebration to reward all those who had contributed to the successful campaign but Fan Li was conspicuously absent. Legend has it that he had taken Xi Shi with him to another state to live in seclusion under an assumed name.

Before his departure Fan Li left a letter addressed to Wen Zhang, in which he warned: "When all the birds have been hunted out of the sky, the good bows and arrows will be shelved, and when all the rabbits have been hunted down,

这个人，可以同他共患难，不可以共安乐，您还是赶快走吧。”

文种不信。有一天，勾践派人给他送来一口剑。文种一看，正是当年夫差叫伍子胥自杀的那口宝剑，文种后悔没听范蠡的话，只好自杀了。

吴越争霸已经是春秋时期的一个尾声。随着社会生产力的发展和奴隶起义的不断爆发，奴隶社会逐渐瓦解。到了公元前475年，进入战国时期，我国的封建社会是从那个时候算起的。

the barking dogs will roared for food. The king of Yue is someone with whom you can share hard times but not good times. You'd be wise to leave as soon as possible."

Wen Zhong did not believe these words. When Gou Jian sent someone one day to present him with a sword, Wen Zhong immediately recognized it as the one given by Fu Chai to Wu Zixu to commit suicide. Regretting not having heeded Fou Li's advice, he ended his life with the sword.

The struggle for hegemony between Wu and Yue took place toward the end of the Spring and Autumn period. With increased productivity and a succession of slave rebellions, the slave society began to hurtle at its seams. In 475 B.C., the Warring States period began, marking China's transition to the feudal society.

### 13、墨子破云梯

在战国初年的时候，楚国的国君楚惠王周鼎新恢复楚国的霸权，他扩大军队，要去攻打宋国。

楚惠王重用了—一个当时最有本领的工匠。他是鲁国人，名叫公输般，也就是后来人们称为鲁班的。公输般使用斧子不用说是最灵巧的了，谁要想跟他比一比使用斧子的本领，那就是不自量力。所以后来有个成语，叫做“班门弄斧”。

公输般被楚惠王请了去，当了楚国的大夫。他替楚王设计了一种攻城工具，比楼车还要高，看起来简直是高得可以碰到云端似的，所以叫做云梯。

楚惠王一面叫公输般赶紧制造云梯，一面准备向宋国进攻。楚国制造云梯的消息—传播出去，别国诸侯都有点担心。

## 13. Mo Zi Took the Scaling Ladder in Stride

In the early years of the Warring States period, King Hu of Chu, the monarch of the state of Chu, was planning to restore the hegemony of Chu. To this end he started a military buildup in preparation for an attack on the state of Song.

King Hu of Chu had in his service one of the ablest craftsmen of the time. He was Gongshu Ban from the state of Lu, known more popularly by posterity as Lu Ban (Ban of Lu). Needless to say Gongshu Ban was unequalled in the use of the axe in his craft. It would be the highest tribute for anyone to compare himself to Lu Ban in workmanship. This is the origin of the popular Chinese admonition against "showing off one's skill with an axe in front of Lu Ban."

Gongshu Ban was invited by King Hu of Chu into his government as a minister. He designed a device, whose height exceeded that of a blind nest surveillance chariot, for storming a walled city. It acquired the name of *yun ti* (cloud ladder) because it gave the impression of reaching the clouds.

King Hu of Chu ordered Gongshu Ban to speed up the construction of the scaling ladders as preparations were made for an attack on Song. When word about the scaling ladder spread abroad, all the leaders of the dual states were worried

特别是宋国，听到楚国要来进攻，更加觉得大祸临头。

楚国想进攻宋国的事，也引起了一些人的反对，反对得最厉害的是墨子。

墨子，名翟（音dī），是墨家学派的创始人。他反对铺张浪费，主张节约，他要他的门徒穿短衣草鞋，参加劳动，以吃苦为高尚的事。如果不刻苦，就算是违背他的主张。

墨子还反对那种为了争城夺地而使百姓遭到灾难的征战。这回他听到楚国要利用云梯去侵略宋国，就急急忙忙地亲自跑到楚国去，跑得脚底起了泡，出了血，他就把自己的衣服裹下一块裹着脚走。

这样奔波了十天十夜，到了楚国的都城郢都，他先去见公输般，劝他不要帮助楚王攻打宋国。

公输般说：“不行呀，我已经答应楚王了。”

墨子就要求公输般带他去见楚王，公输般答应了。在楚王面前，墨子替宋国地说：“楚国土地极大，方圆五千里，地大物博；宋国土地不过五百里，土地并不好，物产也不丰

The state of Song in particular was permeated by a sense of doom in anticipation of an attack by Chu.

The planned attack on Song was not without its critics. The man who was most vehemently against the invasion was Ma Zi (Master Mo).

Ma Zi, whose name was Di, was the founder of the Mo school of thought. He opposed waste and extravagance and advocated frugality. He instructed his disciples to wear shorter tunics and straw shoes and encouraged them to engage in physical labor. For him hard work was one of the noblest virtues of man. Shirkers were considered in violation of his principles.

Ma Zi also opposed the perennial wars of territorial expansion which only brought misery on the common people. When he heard about Chu's plan to invade Song with the aid of scaling ladders, he immediately set off for Chu. When his feet got blistered and bloody he would rip off a piece of clothing to bandage them and mark on

When he finally arrived in the Chu capital of Yingdu after an uninterrupted march for ten days and nights, he went directly to Gongshu Ban in order to dissuade him from helping the king of Chu to attack Song.

But Gongshu Ban said, "There's nothing I can do now. I've already promised King Hui of Chu."

At the request of Ma Zi, Gongshu Ban took him to see King Hui of Chu. In a passionate plea, Ma Zi said to the king of Chu, "Chu possesses a vast territory spanning five thousand li as well as rich resources while Song's area is only one tenth that of Chu comprising mostly poor land yielding scant

道：“大王为什么有了华贵的车马，还要去偷人家的破车呢？为什么要毁了自己的绣花绸裤，去偷人家一件旧短裤子呢？”

楚霸王虽然觉得周子说得有道理，但是不肯放弃攻打宋国的打算。公输般也认为用云梯攻城很有把握，

周子直鞭了当地说：“你虽攻，我能守，你也占不了便宜。”

他卸下了身上系着的皮带，在地下围着当做城垣，再拿几块小木板当作攻城的工具，叫公输般来演习一下，比一比本领。

公输般采用一种方法攻城，楚人就用一种方法守城。一个用云梯攻城，一个就用火管烧云梯，一个用撞车撞城门，一个就用滚木擂石砸撞车，一个用地滚，一个用锅盾，

公输般用了九套攻法，把攻城的方法都使完了，可是周子还有好些守城的高招没有使出来。

公输般呆住了，但是心里还不服，说：“我想出了办法来对付你，不过现在不说。”

周子微笑说：“我知道你想怎样来对付我，不过我也不说。”



resources. Why does a monarch possessing elegant carriages want to grab a poor man's rickety cart? Why are you throwing out your wardrobe of embroidered brocade robes to steal a ragged pair of breeches?"

Although King Hui of Chu saw Mo Zi's point, he had no intention of shelving his plan to attack Song. Gangshu Ban also had full confidence in the ability of his sealing ladders to help break city walls.

Mo Zi put it bluntly: "You may attack a city with the ladders, but I can parry the attack and you will not gain any advantage."

He then unbuckled his belt and plied it on the ground to simulate a walled city. He found a few pieces of wood planks in use as implements to break down the city's defenses. He dared Gangshu Ban to match wits with him in a war game.

Every offensive operation launched by Gangshu Ban triggered a defensive tactic deployed by Mo Zi. When a sealing ladder was employed, it would be met with burning projectiles. When a battering ram was used to try to break down a gate, it would be crushed with a shower of rocks and heavy wooden rollers. When a tunnel was dug, it would be filled with smoke.

As Gangshu Ban exhausted all nine tactics of offense, Mo Zi still had many more tricks of defense up his sleeve.

Gangshu Ban was stymied but would not concede defeat, saying: "I've thought of a way to deal with you but I will not say what it is."

Mo Zi riposted with a faint smile: "I know how you intend to deal with me but I will also not say what it is."

楚惠王听两人说话像打哑谜一样，弄得莫名其妙，问墨子说：“你们究竟在说什么？”

墨子说：“公输般的意思很清楚，不过是想把我杀梯，以为杀了我，宋国就没有人帮助他们守城了。其实他打错了主意，我来到楚国之前，早已带了身背盔甲三百个徒弟守住宋城，他们每一个人都学会了我的守城办法，即使把我杀了，楚国也是占不到便宜的。”

楚惠王听了墨子一番话，又亲自看到墨子守城的本领，知道墨打赢宋国没有希望，只好说：“先生的话说得对，我决意不进攻宋国了。”

这样，一场战争就被墨子制止了。

Baffled by the cryptic exchanges between the two, King Mu of Chu asked Mo Zi: "What on earth are you two talking about?"

Mo Zi replied: "Gangshu Bai's intention is none other than to kill me, thinking that if I am dead, no one could help the state of Song to defend its capital. He miscalculated, for I had already sent three hundred of my disciples, including Qin Huan, to help defend the capital of Song. Every one of them has mastered my tactics of city defenses. Chu would not derive any advantage from my death."

After hearing this expose and witnessing the demonstration of Mo Zi's defensive tactics, King Mu of Chu realized that he had no hope of defeating Song. He said: "You are right. I've decided to scuttle my plan to attack Song."

Thus a war was averted thanks to Mo Zi's intervention.

## 14、商鞅南门立木

经过春秋时期长期的争霸战争，许多小的诸侯国被大国兼并了。

韩（都城在今河南禹县，后迁至今河南新郑）、赵（都城在今山西太原东南，后迁至今河北邯郸）、魏（都城在今山西夏县西北，后迁至今河南开封）都成为中原大国，加上秦、齐、楚，共四个大国，历史上称为“战国七雄”。

在战国七雄中，秦国的政治、经济、文化各方面都比中原各诸侯国落后。邻近的魏国就比秦国强，还从秦国夺去了河西一大片地方。

公元前361年，秦国的新君秦孝公即位。他下决心发愤图强，首先搜罗人才。他下了一道命令，说：“不论是秦国人或是外来的客人，谁要是能想办法使秦国富强大起来的，就封他做官。”

## 14. Shang Yang and his Pole at South Gate

In the aftermath of the perennial wars for hegemony throughout the Spring and Autumn Period, many smaller ducal states were gobbled up by larger powers.

The states of Han (with its capital at today's Yu County in Henan Province, later moved to today's Xinyang in Henan Province), Zhao (capital first situated southeast of today's Teliyuan in Shanxi Province, later moved to today's Handan in Hebei Province) and Wei (with its capital northwest of today's Xie County in Shanxi Province, later moved to today's Kaileng in Henan Province) became major powers in the Central Plain as a result. They and the states of Qin, Qi, Chu and Yan formed the so called "Seven Giants of the Warring States Period" in China's history.

Among the Seven Giants, Qin was politically, economically and culturally less developed than the ducal states of the Central Plain. Its neighbor, the state of Wei, was stronger than Qin and had taken large tracts of its land west of the Yellow river.

In 361 B.C. Duke Xiao of Qin acceded to the throne. In his determination to make Qin stronger, he made the recruiting of talents in all fields his first order of business. He issued an edict that declared: "Any citizen of Qin or foreign visitor who can devise a way to make Qin stronger and more prosperous will be invited into my government."

秦孝公这样一号召，果然吸引了不少有才干的人，有一个卫国的贵族公孙鞅（就是后来的商鞅），在卫国得不到重用，跑到秦国，托人引见，得到秦孝公的接见。

商鞅对秦孝公说：“一个国家要富强，必须注意农业，奖励将士；要打算把国家治好，必须有赏有罚。有赏有罚，朝廷有了威信，一切改革也就容易进行了。”

秦孝公完全同意商鞅的主张。可是秦国的一些贵族和大臣却竭力反对，秦孝公一看反对的人这么多，自己刚刚即位，怕闹出乱子来，就把改革的事暂时搁了下来。

过了两年，秦孝公的相位坐稳了，就拜商鞅为左庶长（秦国旧官名），说：“从今天起，改革制度的事全由左庶长拿主意。”

商鞅起草了一个改革的法令，但是怕老百姓不信任他，不按国家法令去做，就先叫人在都城的南门竖了一根三丈高

Duke Xiao of Qin's rallying call did attract many talented people to his realm. His talents unrecognized and untapped in Wei, Gongsun Yang (later known as Shang Yang), a member of the Wei nobility, decided to go to Qin and obtained an audience with Duke Xiao of Qin through an intermediary.

Shang Yang said to Duke Xiao of Qin "To make a country stronger and more prosperous, attention must be paid to developing agriculture and motivating the military. Good government requires an effective system of incentives and disincentives. When rewards and punishments are perceived to be quick and sure as well as just, the government's authority and credibility will be enhanced and reforms will go through more easily."

Shang Yang's ideas had the full endorsement of Duke Xiao of Qin but met with stiff resistance from some members of the nobility and high officials. In the face of so much opposition Duke Xiao of Qin, who had only recently ascended the throne and was wary about possible chaos that might result from the proposed reforms, decided to put them on the back burner.

Two years later, when Duke Xiao of Qin felt more secure in his throne, he named Shang Yang his *zuo shu zhang* (or Grandee of the Tenth Order, an official title in Qin's bureaucracy), declaring: "The *zuo shu zhang* will from now on be in full charge of reforms."

Shang Yang drafted a reform law but concerned that the people might not have enough trust in him to abide by the law, he first had a wooden pole ten meters tall erected at the south gate of the capital. He declared that anyone who would

的木头，下命令说：“谁能把这根木头扛到北门去，就赏十两金子。”

不一会，南门口围了一大堆人，大家议论纷纷。有的说：“这根木头谁都能得动，哪儿用得着十两赏金？”有的说：“这大概是左庶长有心开玩笑吧。”

大伙儿你瞧我，我瞧你，就是没有一个敢上去扛木头的。商鞅知道老百姓还不相信他的命令，就把赏金提高到五十两，没有想到赏金越高，看热闹的人就觉得不近情理，仍旧没人敢去扛。

正在大伙儿议论纷纷的时候，人群中有一人跑出来，说：“我来试试。”他说着，真的把木头扛起来就走，一直搬到北门。

商鞅立刻派人传出话来，赏给扛木头的人五十两黄澄澄的金子，一分也没少。

这件事立即传了开去，一下子震动了秦国。老百姓说：“左庶长的命令不含糊。”

商鞅知道，他的命令已经起了作用，就把他起草的新法令公布了出去。新法令赏罚分明，规定官职的大小和爵位的高低以打仗立功为标准。贵族没有军功的就没有爵位，多生



take this pole to the north gate would receive a reward of ten *hang* of gold.

Very soon a throng of people gathered at the south gate and began to trade comments about the reward. Some wondered: "This pole is light enough for anybody to carry. Why would they offer ten *liang* of gold for it?" Others concluded: "The *xiao shu zhang* must be pulling our legs!"

The people at the scene looked at each other but none had the courage to take up the challenge.

Realizing that the public still did not believe his bulletin, Shang Yang raised the reward to fifty *hang* of gold. But the higher the reward the more incredulous the public became, and still no one stepped up.

Amid the hubbub, someone came forward and offered to take up the challenge. He pulled up the pole and carried it all the way to the north gate.

Shang Yang immediately sent someone to deliver 50 *liang* of glittering gold, not a penny less, to the man that had carried the pole to the north gate.

The news spread quickly, creating a national sensation. The public said, "The *xiao shu zhang* keeps his promise."

Knowing the experiment had worked, Shang Yang promulgated the new law drafted by him. The new ordinance set forth clear rules on rewards and punishments. It provided that the hierarchical ranking of official functions and titles would be determined on the basis of distinguished military service. No honorific title or knighthood would be conferred on members of the nobility who made no contributions to the war effort. Compulsory community service would be

产粮食和布帛的，免除官差，凡是做了买卖和因为懒惰而贫穷的，连同妻子儿女都罚做官府的奴婢。

秦国自从商鞅变法以后，农业生产增加了，军事力量也强大了。不久，秦用计攻魏国的西鄙，从河西打到河东，把魏国的都城安邑也打了下来。

公元前 350 年，商鞅又实行了第二次改革，改革的主要内容是：

一、废井田（战国时代把土地划分成许多方块，形状像“井”字，这种土地制度叫井田制），开阡陌（阡陌就是田间的大路），秦国把这些宽阔的阡陌铲平，也种上庄稼，还把以前作为划分疆界用的土墙，空地，树林，沟地等，也开垦起来。该开垦荒地，就归谁所有，土地可以买卖。

二、建立县的组织，把市镇和乡村合并起来，组织成县，由国家派官吏直接管理。这样，中央政权的权力更集中了。

三、迁都咸阳，为了便于向东发展，把国都从原来的南郑（今陕西凤翔县）迁移到渭河北面的咸阳（今陕西咸阳市东北）。

exempted for productive food growers and fabric makers. Anyone who fell into poverty on account of mismanaging his business or because of laziness would be, together with his wife and children, pressed into service as servants in residences of government officials.

As a result of the implementation of Shang Yang's reforms, agricultural production and military strength grew in Qin. Soon Qin troops attacked the state of Wei from the west and forced the river to take its capital Anyi.

In 360 B.C., Shang Yang promulgated his second round of reforms, whose highlights were:

1. Abolition of the "Nine Squares System" of tillage (in Yin and Zhou times, tracts of land were divided into nine squares and reclamation for farming purposes of the access roads that used to border the farm fields. Qin leveled these roads and planted them to grain. Berms, wastelands, woods and gullies that used to serve as boundaries were also reclaimed for farm use. Whoever reclaimed unused land would get to own it and land became tradable.

2. Creation of a new administrative division called the *xian* (county), which integrated cities, towns and villages and was directly administered by a mandarin appointed by the State. The powers of the central authorities thus became more concentrated.

3. The move of the capital to Xianyang. To facilitate an eastward expansion, Qin moved its capital from Yongcheng (today's Tengzhang County in Shaanxi Prov. nce.) to Xianyang (northwest of today's Xianyang in Shaanxi Province), north of the Wei River.

这样大规模的改革，当然要引起激烈的斗争。许多贵族、大臣都反对新法。有一次，魏国的太子犯了法，商鞅对太子说：“国家的法令必须上下一律遵守。要是上头的人不遵守，下面的人就不信任朝廷了。太子犯法，他的师傅应当受罚。”

结果，商鞅把太子的两个师傅公子虔和公孙贾都办了罪，一个割掉了鼻子，一个在脸上刻上字。这一来，一些贵族、大臣都不敢违抗新法了。

这样过了十年，秦国果然越来越富强。周天子打发使者送祭肉来给秦孝公，封他为“方伯”（一方诸侯的首领）。中原的诸侯国也纷纷向秦国进贡。秦国不得不割让河西土地，把国都迁到大梁（今河南开封）。

Such radical reforms understandably triggered bitter infighting, with many members of the nobility and many high officials expressing hostility to the changes. Once when the crown prince of Qin got into trouble with the law, Shang Yang said to Duke Xiao of Qin: "The law of the land must be obeyed by all, high and low. If those in higher status do not obey the law, the royal government will lose public trust. When the crown prince violates the law, his mentors should be punished."

In the end Shang Yang meted out punishments to the crown prince's two mentors Gongzi Qian and Gongsun Jia. One had his nose cut off and the other had his face branded. This had a deterrent effect on the nobility and high officialdom's challenge of the new law.

Ten years of reforms saw Qin's power and prosperity steadily grow. Qin's new prominence prompted the Son of Heaven of the Zhou dynasty to send an envoy with sacrificial meals to Duke Xiao of Qin and to confer on him the title of *fang bo* (Regional Earl, regional leader of ducal states). The ducal states of the Central Plain also sent congratulations to Qin. The state of Wei saw no alternative but to cede to Qin its territory west of the river and moved its capital to Daliang (today's Kaifeng in Henan Province).

## 15、孙臧庞涓斗智

魏惠王也学齐孝公的样，要找一個商戰式的人才，他花了好些金錢招徠天下豪杰。当时有个魏國人叫龐涓的來求見，向他讲了转富国强兵的道理，魏惠王听了挺高兴，就拜龐涓为大将。

龐涓真有点本领，他天天操练兵马，先从附近几个小国下手，一挫打了几国，后来连齐国也给他打败了。打那時候起，魏惠王更加信任龐涓。

龐涓自以为是了不起的能人，可是他知道，他有一个同学齐國人孙臧（音bīn）本领比他强。据说孙臧是吳国大将孙武的后代，只有他知道祖传的《孙子兵法》。

魏惠王也听到孙臧的名声，有一次跟龐涓说起孙臧，庞涓派人把孙臧请来，跟他一起在魏国共事，哪儿知道庞涓有

## 15. Sun Bin Matching Wits with Pang Juan

King Hui of Wei, emulating Duke Xiao of Qi, was also on a quest for talents in the same league as Shang Yang. He spent huge sums on efforts to recruit talents from all corners of the world. When Pang Juan, a citizen of Wei, requested an audience with him and explained to him his ideas on creating national wealth and increasing Wei's military might, King Hui of Wei was pleased and appointed Pang Juan his top general.

Pang Juan proved his worth. He put his troops through rigorous daily training and carried out several successful military campaigns against some small neighboring states. After defeating the powerful state of Qi, he won increasing trust from King Hui of Wei.

Pang Juan had a very high opinion of himself but he knew that Sun Bin, who went to school with him and who was a citizen of Qi, was able than he. It is said that Sun Bin was a descendant of General Sun Wu of the state of Wu and therefore the only person privy to the "Art of War of Sun Zi" passed down from generation to generation in the Sun clan.

The reputation of Sun Bin also reached the ears of King Hui of Wei, who brought up the subject with Pang Juan. Pang Juan sent for Sun Bin and invited him into the Wei government. But Pang Juan had an axe to grind and, in front of

心不良，曾经在魏惠王面前诬陷孙臧私通齐国。魏惠王十分愤怒，把孙臧办了罪，在孙臧的脸上刺了字，还割掉了他的两块鼻骨。

幸好齐国有一个使臣到魏国访问，偷偷地把孙臧救了出来，带回齐国。

齐国大将田忌听说孙臧是个秀才，把他推荐给齐威王。齐威王也正在改革图强，他同孙臧谈论兵法后，大为赏识，只恨没早点见面。

公元前354年，魏惠王派庞涓进攻赵国，围了赵国的都城邯郸（音hán dūn，今河北邯郸西南），第二年，赵国向齐威王求救，齐威王想拜孙臧为大将，孙臧忙推辞说：“不行，我是个受过刑的残废人，当了大将，会给人笑话，大王还是请拜田大夫为大将吧。”

齐威王就拜田忌为大将，孙臧为军师，发兵去救赵国，孙臧坐在一辆有篷帐的车子里，帮助田忌出主意。

孙臧对田忌说：“现在魏国把精锐的兵力都拿去攻赵国，国内大多是些老弱残兵，十分空虚，咱们不如去攻魏国大梁，



King Hui of Wei and behind Sun's back, often falsely accused Sun Bin of secretly colluding with Qi. In a rage King Hui of Wei slapped criminal charges on Sun Bin and had his face branded and his kneecaps gouged out.

It so happened that an envoy from Qi was in Wei at the time; he struck Sun Bin out of jail and took him back to Qi.

Having heard about the military talents of Sun Bin, Tian Ji, a top general of Qi, recommended him to King Wei of Qi, who was also committed to making his country strong and prosperous through reforms. After dismissing the art of war with Sun Bin, the monarch was much impressed and regretted not having met him sooner.

In 354 B.C., King Hui of Wei ordered Pang Juan to lead an attack against the state of Zhao. The Wei troops laid siege to the Zhao capital of Handan (southwest of today's Handan in Hebei Province). The following year Zhao sought help from King Wei of Qi, who wanted Sun Bin to be the commanding general but Sun Bin declined, saying: "I can't accept it. I am physically disabled because of the punishment I received. If I were named commanding general, I'd be a laughing stock. Please give the honor to Minister Tian Ji."

King Wei of Qi therefore named Tian Ji the commanding general and Sun Bin the chief strategist of the troops that would go to Zhao's rescue. From inside a covered wagon Sun Bin dispensed advice to Tian Ji.

Sun Bin said to Tian Ji: "Wei has sent all of its elite troops to Zhao, leaving only old and frail soldiers to defend the country. Why don't we attack Dailang, the capital of Wei,

庞涓听到了，一定会放弃邯郸，往回跑。我们在半道上等着，回头转身打一仗，准能把他们打败。”

田忌就按照这个计策去做。庞涓的军队已经攻下邯郸，忽然听说齐国打大仗去了，立刻吩咐退兵。刚退到桂陵（今河南长垣西北）地方，正碰上齐国兵马，两下里一开仗，庞涓大败。

齐国大军得胜而归，邯郸之围也解除了。

公元前341年，魏国又派兵攻打韩国。韩国也向齐国求救。那时候，齐威王已经死了，他的儿子齐宣王派田忌、孙臧带兵救韩国。孙臧又使出他的老法子，不去救韩，却直挺挺去攻魏国。

庞涓得到本国的告急文书，只好退兵赶回去，齐国的兵马已经进魏国了。

魏国发动大量兵力，由太子申率领，抵抗齐军。这时候，齐军已经退了。庞涓察看一下齐军扎过营的地方，发现齐军的营盘占了很大的地方。他叫人散了数做做饭的炉灶，是够十万人吃饭用的。庞涓吓得说不出话来。

which is now thinly defended? When Pang Juan gets wind of the attack, he will surely give up Handan and rush back. We will then cut him off midway, dealing him a heavy blow. We will defeat him there.'

Tiao Ji carried out this stratagem. When Pang Juan, whose troops had already taken Handan, was apprised of Qi's unexpected assault on Guiliang, he immediately ordered a withdrawal of his troops. When his troops reached Guiling (northwest of today's Changyuan in Henan Province), they were engaged by the Qi army. Pang Juan was roundly defeated.

The Qi army returned triumphantly and the siege of Handan was lifted.

In 341 B.C. the state of Wei launched an attack against the state of Han, who also sought help from Qi. King Wei of Qi was dead at the time and his son King Xuan of Qi sent Tiao Ji and Sun Bin to relieve Han. Again, Sun Bin used his tested tactic of attacking Wei instead of rushing to Han's aid.

Receiving an urgent appeal for help from his capital, Pang Juan had to abort his military campaign and rush home. By that time the Qi troops had marched into Wei.

Wei's crown prince Shen led a huge force in an attempt to repel the Qi invasion. After the retreat of the Qi troops Pang Juan inspected the grounds where the Qi troops had bivouacked. He found the Qi army had pitched tent in a vast area and when the cooking pits were counted it was estimated that they could serve a hundred thousand soldiers. Pang Juan was rendered speechless.

第二天，庞统带领大军赶到齐国军队第二回扎营的地方，敬了数炉灶，只有能够供五万人用的了。

第三天，他们追到齐国军队第三回扎营的地方，仔细敬了数炉灶，只够了两万人用的了，庞统这才放了心，笑着说：“我早知道齐军都是胆小鬼，十万大军到了魏国，才三天工夫，就逃散了一大半。”他吩咐魏军昼夜投夜地按着齐国军队走过的路线追上去。

一直追到马陵（今河北大名县东南），正是天快黑的时候。马陵道十分狭窄，路旁边都是绊脚物。庞统恨不得一步赶上齐国的军队，就吩咐大军拥着往前赶去，忽然前面的兵士回来报告说：“前面的路给木头堵住啦！”

庞统上帐一看，果然见道旁的树全砍倒了，只留下一棵巨大的柏树，枝叶稀疏，那棵树的北面还剥去了树皮，露出一条树匾来，上面影影绰绰还写着几个大字，因为天色昏暗，看不清楚。

庞统叫兵士拿火把来照，有几个兵士点起火把来，趁着火光一照，那树匾上面写的是：“庞统死于此树下。”

The next day when Pang Juan came with his troops to the next bivouac of the Qi troops in their retreat, he counted only enough cooking pits to serve fifty thousand men.

On the third day of the pursuit when they came to the third bivouac of the Qi army they found only enough cooking pits to serve twenty thousand men. Pang Juan felt finally reassured, saying with a smile: "I knew the Qi soldiers were cowardly. They were a hundred thousand strong when they came into Wei. In only three days more than half of them had deserted." He ordered his troops to continue the hot pursuit by retracing the steps of the retreating Qi troops, not stopping even for the night.

As the pursuit took them all the way to Maling (southeast of today's Daming County in Hebei Province), it was already dusk. The roads to Maling were very narrow and strewn with obstacles. Burning with a desire to catch up with the Qi troops in one bound, Pang Juan ordered his troops to continue the march despite the darkness of night. Suddenly a scout of the advance party ran back to report that their advance was blocked by wooden objects.

When Pang Juan surveyed the scene, he found that the trees on both sides of the road had been cut down, with only the largest tree left standing. Upon closer scrutiny one could see that it had been partially debarked, leaving a bare strip of bole on which some characters could vaguely be discerned. But the surrounding darkness prevented a clear reading.

Pang Juan ordered a torch to be brought to him. By its light the characters on the tree trunk could now be clearly made out: "Pang Juan dies under this tree!"

庞涓大吃一惊，连忙吩咐将士撤退，已经晚了。四周不知有多少箭，像飞蝗似地朝魏军射来。一时间，马陵通两旁杀声震天，到处都是齐国的兵士。

原来这是孙臆说下的计策。他故意天天减少护灶的数目，引诱庞涓上来。他算准魏兵在这时必经达马陵，预先埋伏着一批弓箭手，吩咐他们只等树下有火光，箭一齐放箭。庞涓走投无路，只得拔剑自杀。

齐军乘胜大破魏军，把魏国的太子申也俘虏了。

打这以后，孙臆的名气传遍了各诸侯国。他写的《孙臆兵法》一直流传到现在。

Shocked, Pang Juan ordered an immediate evacuation from the site but it was too late. Countless arrows flew toward the Wei troops like swarms of locusts, and battle cries erupted from Qi troops that all of a sudden were all over the place.

Pang Juan had fallen into a trap laid by Sun Bin, who had deliberately decreased the number of cooking pits to egg Pang Juan on in his pursuit. Calculating accurately that the Wei troops would reach this spot at this hour, he deployed an ambush of archers, ordering them to shoot the moment they saw torch light under the tree. Never to a corner, Pang Juan drew his sword and committed suicide.

Riding the crest of victory, the Qi troops routed the Wei army and captured Wei's crown prince Shen.

Since then Sun Bin's reputation spread to all the dual states and his "Sun Bin's Art of War" has been preserved to this day.

## 16、张仪拆散联盟

自从孙臆打败魏军，魏国失了势，秦国却越来越强大。秦孝公死后，他儿子秦惠文王掌了权，不断扩张势力，引起了其他六国的恐慌，怎样对付秦国的进攻呢？有一些政客帮六国出主意，主张六国结成联盟，联合抗秦，这种政策叫做“合纵”。还有一些政客帮秦国到各国游说，要他们离间秦国，去攻击别的国家，这种政策叫做“连横”。其实这些政客并没有固定的政治主张，不过凭他们能说会道的嘴皮子混饭吃，不管哪国请他，不管哪种主张，只要谁能给他做大官就行。

在这些政客中，最出名的要数张仪。张仪是魏国人，在魏国穷困潦倒，跑到楚国去游说，楚王很赏识他，楚国的令尹把他留在家做门客。有一次，令尹家丢了一块美玉的卮，令尹家怀疑张仪偷的，怀疑他是被张仪偷去的，把张仪抓起来打个半死。

张仪垂头丧气回到秦国，他妻子抚摸着张仪满身伤疤，



## 16. Zhang Yi Undid the Alliance

With Sun Ben's routing of the Wei army, Wei's influence waned as Qin grew in strength. After the death of Duke Xiao of Qin, his son King Huiwen of Qin took over the reins and steadily expanded Qin's influence, sowing panic among the other six states. How would they defend themselves against the attack of Qin? Some political activists proposed the idea of uniting the six to resist Qin's incursions. This strategy was called *he'rong* (vertical or north-south alliance). Other political activists lobbied various states on Qin's behalf, urging them to come under Qin's protection and attack other states. This was called *lian'ying* (horizontal or east-west alliance). These political activists artfully had no deep political convictions; they were hawks that lived by their glib tongue. They had no loyalty to any particular leader or ideology; whoever offered them high office was their master.

The most famous among these activists had to be Zhang Yi, who was a citizen of Wei. To escape poverty and misery, he left Wei and went to Chu to make his political fortune. He failed to obtain an audience with the monarch of Chu but was taken in by Ling Yin as a tempter. Once an expensive and rare piece of jade was found missing in Ling Yin's household and suspicions immediately fell on Zhang Yi because he was inspecious. He was given a thrashing that nearly killed him.

Zhang Yi returned home in dejection. Lightly touching his bruised body with her fingers, his wife said with distaste, "If

心疼地说：“你要是不读书，不出去谋官做，哪会受这样的委屈！”

张仪张开嘴，问妻子说：“我的舌头还在吗？”

妻子说：“舌头当然还长着。”

张仪说：“只要舌头在，就不怕没有出路。”

后来，张仪到了秦国，凭他的口才，果然得到秦惠文王的信任，当上了秦国的相国。这时候，六国正在组织合纵，公元前318年，魏、赵、韩、燕五国组成一支联军，攻打秦国的函谷关。其实，五国之间内部也有矛盾，不肯齐心协力，经不起秦军一反击，五国联军就失败了。

在六国之中，齐、楚两国是大国。张仪认为要实行“连横”，非把齐国和楚国的联盟拆散不可。他向秦惠文王献了个计谋，就被派到楚国去了。

张仪到了楚国，先拿贵重的礼物送给楚怀王手下的宠臣靳尚（靳尚，jìn），求见楚怀王。

楚怀王听到张仪的名声很大，认真地接待他，并且向张仪请教。

张仪说：“君王特地派我来跟贵国交好，要是大王下决心跟齐国断交，秦王不但情愿跟贵国永远和好，还愿意把周于（今河南淅川县西南）一带六百里的土地献给贵国，这样

you had not studied so much for the purpose of seeking high office, you would not have suffered this ignominy."

Zhang Yi opened his mouth and asked his wife, "Is my tongue still there?"

His wife replied: "Of course it's still there!"

Zhang Yi was relieved. "As long as I still have my tongue, I will go places."

Eventually Zhang Yi went to Qin and by virtue of his gift of gab won the trust of King Huiwen of Qin, who named him prime minister. At that time the six states were working toward an alliance among themselves (the *zong*). In 318 B.C. the states of Chu, Zhao, Wei, Han and Yan organized a joint force which attacked Hangu Pass in Qin. Factions among the five prevented a true unity of purpose and the coalition force of the five states disintegrated in the face of the counterattack of the Qin troops.

Of the six states, Qi and Chu were major powers. Zhang Yi believed that in order to realize his strategy of horizontal alliance (*lian he*), the alliance between these two states must be undone first. He presented a plan to King Huiwen of Qin and was sent to Chu.

Once in Chu, Zhang Yi brought expensive presents to King Hui of Chu's favorite minister Jin Shang, asking him to arrange an audience with the monarch.

Impressed by Zhang Yi's reputation, King Hui of Chu received him courteously and sought his advice on various issues.

Zhang Yi said: "The monarch of Qin entrusted me with the mission of improving relations between our two countries. If you sever relations with Qi, my monarch will not only maintain permanent peace with you but is willing to make a gift of six hundred li of territory in the Shangyu area (southwest of today's

一来，既削弱了齐国的势力，又得了秦国的信任，岂不是两全其美。”

楚怀王是个糊涂虫，经张仪一劝说，就更高兴地说：“秦国要是真能这么办，我何必非要拉着齐国不放手呢？”

齐宣王听说楚国同齐国绝交，马上打发使臣去见秦惠文王，约他一同进攻楚国。

楚国的使者到咸阳去接收阡陌，想不到张仪翻脸不认账，说：“没有这回事，大概是你们大王听错了吧，秦国的土地哪儿能轻易送人呢？我说的是六里，不是六百里，而且是我自己的封地，不是秦国的土地。”

使者回来一回报，气得楚怀王直翻白眼，发兵十万人攻打秦国，秦惠文王也发兵十万人迎战，同时还约了齐国助战，楚国一败涂地，十万人马只剩了两三万，不但离于六百里地没到手，连楚国汉中六百里的土地也给秦国夺了去，楚怀王只好忍气吞声地向秦国求和，秦国从此大快人心。

张仪用欺騙手段收服了楚国，后来又先后到齐国、赵国、燕国，说服各国诸侯“拆桥”断交。这样，六国“合纵”联盟终于被张仪拆散了。

Xichuan County in Henan Province) to your country. By agreeing to this you will not only weaken Qi's influence but also win Qi's trust. This is to our mutual advantage."

Ever a muddleheaded person, King Huai of Chu was swayed by Zhang Yi's lobbying and said in a buoyant mood: "If Qin could do that for me, why would I cast my lot with Qi?"

When King Xuan of Qi heard that Chu had severed relations with Qi, he immediately sent an envoy to King Huiwen of Qin to discuss a joint attack against Chu.

When Chu's envoy went to Xiangyang to take possession of Shangyu, Zhang Yi denied having made any commitment, saying: "There's no such thing! Your monarch must have misheard. How can Qin give away its territory like that? What I said was six *li* not six hundred *li* and I was talking about land in my personal fief and not Qin's land."

When the envoy reported back to King Huai of Chu, the latter was furious and incredulous. He decided to send one hundred thousand troops to attack Qin. King Huiwen of Qin met the invading force with his own hundred thousand men, augmented by reinforcements from Qi. Chu was routed in the battle and saw its hundred thousand men decimated to leave only thirty thousand survivors. In addition to the failure to obtain the six hundred *li* of land in Shangyu, Chu lost six hundred *li* of land in its Hanyang area to Qin. King Huai of Chu had to eat crow and sue for peace. Chu's national strength was much sapped as a result.

Zhang Yi subdued Chu by the ploy means. He later jostled between Qi, Zhao and Yan to persuade them to join his scheme of 'horizontal alliance' (*lian heng*) with Qin and succeeded in undoing the six state vertical alliance (*he zong*)

## 17、赵武灵王胡服骑射

当楚国正在遭到秦国欺负的时候，北方的赵国也在发奋图强。赵国的国君武灵王，眼光远，胆子大，想方设法要把国家改革一番。

有一天，赵武灵王对他的臣子楼缓说：“咱们东边有齐国、中山（古国名），北边有燕国、东胡，西边有秦国、韩国和楼烦（古部落名），我们要不发奋图强，随时会被人家灭了。要发奋图强，就得好好来一番改革。我觉得咱们穿的服装，长袖大褂，干活打仗，都不方便。不如胡人（泛指北方的少数民族）短衣窄袖，脚上穿皮靴，灵活得多。我打算仿照胡人的风俗，把服装改一改，你们看怎么样？”

楼缓听了很赞成，说：“咱们仿照胡人的穿着，也学习他们打仗的本领了，是不是？”

赵武灵王说：“对啊！咱们打仗全靠步兵，或者用马拉车，

## 17. King Wuling of Zhao Adopted the Hu Dress and Horseback Shooting

When Chu was being bullied by Qin, Zhao in the north was on an ambitious drive to put the country on a path to development. Its monarch King Wuling was a visionary and bold reformer.

King Wuling of Zhao said to his minister Lou Huan one day "We have the state of Qi and Zhong Shan (ancient state) to our east, the state of Yan and Dong Hu to our north and Qin, Han and Lou Fan (ancient tribe) to our west. If we do not grow stronger, we can be subjugated any moment. To be strong we need radical reforms. I find our national attire, characterized by loose-fitting long robes, unsuitable for work or battle, in sharp contrast to the style of the Hu minorities (northern tribes), who wear short tunics with form-fitting sleeves and leather boots. They move about more agilely in that kind of dress. I intend to adapt our costumes to the Hu custom. How does the idea strike you?"

Lou Huan was in agreement, saying "When we dress like the Hu minority, we will also be able to master their battle skills. Don't you think so?"

King Wuling of Zhao said "You are right! We have a heavy reliance on infantry or horse drawn carriages but are unfamiliar with the skills involved in fighting on horseback.

但是不会骑马打仗。我打算学胡人的穿著，就是要学胡人那样骑马射箭。”

这个议论一传开去，就有不少大臣反对。赵武灵王又跟另一个大臣肥义商量：“我想用胡服骑射来改革咱们国家的风俗，可是大家反对，怎么办。”

肥义说：“要办大事不能犹豫，犹豫就办不成大事。大王既然认为这样做对国家有利，何必怕人家讥笑？”

赵武灵王听了很高兴，说：“我看讥笑我的尽是蠢人，明理的人都会赞成我。”

第二天上朝的时候，赵武灵王首先穿着胡人的服装出来。大臣们见到他短衣窄袖的穿著，都吓了一跳。赵武灵王把改穿胡服的事向大家讲了，可是大臣们总觉得这件事太丢脸，不愿这样办。赵武灵王有个叔叔公子成，是赵国一个很有影响的老臣，头脑十分顽固。他听到赵武灵王要改服装，就干脆装病不上朝。

赵武灵王下了决心，非实行改革不可。他知道要推行这个新办法，首先要打通他那老叔叔的思想，就亲自上门找公



"I intend to adopt the Hu style of dressing precisely because I want to learn how to shoot arrows while riding a horse, just as the Hu tribesmen do."

When this idea was bruited through the country, many a high official voiced opposition. King Wuling of Zhao consulted another minister: Fei Yi. "I wanted to change a custom of ours by promoting dressing and shooting arrows on horseback like the Hu tribesmen but there's widespread resistance to the idea. What am I to do?"

Fei Yi replied: "Hesitation is the enemy of great initiatives. If you hesitate, no initiative will succeed no matter how noble. Since you consider the idea beneficial to the country, there's no need to be concerned about public decision."

King Wuling of Zhao was pleased with this line of reasoning, and said: "In my view those who decide the idea are fools. Any sensible person would agree with my idea."

The next day when King Wuling of Zhao presided over the dully assembly of his ministers and top officials, he donned a Hu dress. The attendance was startled by his short tunic and narrow sleeves. King Wuling of Zhao presented his idea of adapting the national dress code to the Hu customs but the ministers were reluctant to come on board, feeling the changeover too humiliating. When Gongzi Chong, an uncle of the monarch and a venerated influential but pig-headed minister, heard about the monarch's intention to change the national dress code, he simply ceased to report for duty by feigning illness.

Undeterred, King Wuling of Zhao made up his mind to implement his reforms. Realizing that to pave the way for the

子成，教公子成反复地讲穿胡服，学骑马射箭的好处。公子成终于被说服了，赵武灵王立即赏给公子成一套胡服。

大臣们一见公子成也穿起胡服来了，没有话说，只好跟着改了。

赵武灵王看到条件成熟，就正式下了一道改革服装的命令。过了没有多少日子，赵国人不分贫富贵贱，都穿起胡服来了，有的人开头觉得有点不习惯，后来觉得穿了胡服，实在方便得多。

赵武灵王接着又号令大家学习骑马射箭，不到一年，训练了一支强大的骑兵队伍。公元前305年，赵武灵王亲自率领骑兵打败邻近的中山，又收服了东胡和临近几个部落。到了实行胡服骑射的第七年，中山、林胡、楼烦都被收服了，还扩大了好多土地。赵武灵王就打算同秦国比个高低啦。

赵武灵王经常带兵在外打仗，把国内的事交给儿子管。公元前299年，他正式传位给儿子，就是赵惠文王。武灵王自己改称主父（意思是国君的父亲）。

new measure he must first of all bring his old uncle around to his way of thinking, he paid a personal visit to Gongzi Cheng, with whom he went over the advantages of the Hu style of dressing and the benefits of learning to shoot arrows on horseback, finally convincing him. King Wuling of Zhao immediately gave a Hu dress to Gongzi Cheng.

When the other ministers saw Gongzi Cheng also in Hu dress, their resistance melted and they too followed suit.

Seeing that the conditions were now ripe, King Wuling of Zhao formally promulgated an edict on dress reform. Soon after, the citizens of Zhao from all walks of life, rich or poor, regardless of their social standing, all adopted the Hu dress. Some felt initial discomfort but all eventually found the convenience of the Hu dress hard to argue with.

King Wuling of Zhao followed with another edict, this time calling on his people to learn shooting arrows from horseback. In less than a year a powerful cavalry was formed. In 305 B.C., King Wuling of Zhao defeated the neighboring Zhong Shan at the head of this cavalry and brought Dong Hu and several nearby tribes into his fold. Seven years into the changeover to the Hu dress and the Hu style of shooting from horseback, Zhong Shan, Lin Hu and Lou Fan were all brought under Zhao, whose territory was significantly expanded. King Wuling of Zhao was now eager for a trial of strength with Qin.

King Wuling of Zhao spent most of his time in military conquests away from home and entrusted domestic governance to his son. In 299 B.C. he formally abdicated in favor of his son, who became King Huiwen of Zhao, with King Wuling receiving the title of Zhu Jiu King (father).

赵主父为了要打败秦国，把国内的事安排好以后，决心亲自到秦国去考察一番地形，并且观察一下秦昭襄王的为人。他打扮成赵国的一名使臣，带着几个手下人，上秦国去。

到了秦国，赵主父以使臣的身份拜见秦昭襄王，还向他报告了赵武灵王传位的事情。

秦昭襄王接见了那个假“使臣”后，觉得那个“使臣”的态度举止，既大方，又威严，不像个普通人，心里有点疑惑。过了几天，秦昭襄王又派人去请他，发现那个“使臣”已经不告而别了，客馆里留着一个赵国来的手下人。秦昭襄王把他找来一问，才知道自己接见的原来就是有名的赵主父。秦昭襄王大吃一惊，立刻叫大将白起带领精兵，连夜追赶，追到函谷关，赵主父已经出关三天了。

Having made prudent arrangements for the smooth running of the country, the King Father of Zhao, in his quest to defeat Qin, decided to travel to Qin to study its terrain and to observe the words and deeds of King Zhuoxiang of Qin. Disguising himself as an envoy from Zhao, he took a few men with him to Qin.

Once in Xianyang, the King Father of Zhao called on King Zhaoxiang of Qin in the capacity of a Zhao envoy and informed him of the abdication of King Wuling of Zhao.

In his reception of the "envoy", King Zhaoxiang of Qin found the putative envoy's deportment exuding unusual grace and authority and started to have suspicions about him. A few days later King Zhaoxiang of Qin sent for him again but the "envoy" had departed without notice, leaving only one man who had accompanied him to Qin. When he was brought before the monarch, King Zhaoxiang of Qin was startled to learn that the "envoy" had been none other than the famous King Father of Zhao. He immediately ordered his general Bai Qi to take his best men on a manhunt without waiting for daybreak. By the time the pursuing party reached Huanggu Pass, the King Father of Zhao had exited the country three days earlier.

## 18、孟尝君的门客

齐明襄王为了拆散齐楚联盟，他使用两种手段。对楚国他用的是硬手段，对齐国他用的是软手段。他听说齐国最有势力的大臣是孟尝君，就邀请孟尝君上咸阳来，说是要拜他为丞相。

孟尝君是齐国的贵族，名叫田文，他为了巩固自己的地位，专门招收人才，凡是投奔到他门下来的，他都收留下来，供养他们，这种人叫做门客，也叫做食客。据说，孟尝君门下一共养了三千个食客，其中有许多人其实没有什么本领，只是混口饭吃。

孟尝君上咸阳去的时候，随身带了一大批门客。齐明襄王亲自欢迎他。孟尝君献上一件纯白的狐狸皮的袍子作见面礼，齐明襄王知道这是很名贵的银狐皮，倒高兴地把它藏在内库里。

齐明襄王本来打算请孟尝君当丞相，有人对他说，“田文

## 18. Meng Changjun's Retainers

In order to drive a wedge between Qi and Chu, who were allies with each other, King Zhaoxiang of Qin employed two tactics. He was tough toward Chu, often wielding a big stick; with Qi he was gentler, dangling a carrot in front of it. Upon learning that the most influential minister in Qi was Meng Changjun, he issued an invitation to Meng to come to Xianyang, offering him the prime ministership.

Meng Changjun, whose name was Tianwen, was a member of the Qi nobility. In order to consolidate his position, he surrounded himself with many talented people that he'd taken in as *men ke* (house guests) or *shi ke* (table guests); these were retainers given room and board by Meng. It is said that Meng Changjun had three thousand retainers, many of whom were freeloaders with no real talents or skills.

When Meng Changjun departed for Xianyang, he brought along a large trainee of his retainers. He was personally received by King Zhaoxiang of Qin, to whom Meng Changjun presented a robe made of pure white fox hide on the occasion of their first encounter. King Zhaoxiang of Qin was very pleased because he knew that it was a prized silver fox (unlike the one he had stored in the royal vault).

King Zhaoxiang of Qin had intended to ask Meng Changjun to be his prime minister but some warned, "Tianwen

是齐国的贵族，手下人又多，他当了丞相，一定先辱齐国打算，秦国不就危险了吗？”

秦昭襄王说：“那么，还是把他送回去吧。”

他们说：“他在这儿已经住了不少日子，秦国的情况他差不多全知道，哪儿能轻易放他回去呢？”

秦昭襄王就把孟尝君软禁起来。

孟尝君十分着急，他打听到秦王身边有个宠爱的妃子，就托人向她求救，那个妃子叫人传话说：“叫我跟大王说句话并不难，我只要一件钜鼠皮袍。”

孟尝君和手下的门客商量，说：“我就这么一件，已经送给秦王了，哪里还能要得回来呢？”

其中有个门客说：“我有办法。”

当天夜里，这个门客就摸黑进王宫，找到了内库，把鼠皮袍偷了出来。

孟尝君把鼠皮袍子送给秦昭襄王的宠妃，那个妃子得了皮袍，就向秦昭襄王劝说把孟尝君释放回去，秦昭襄王果然同意了，发下过关文书，让孟尝君他们回去。

孟尝君得到文书，就急忙忙地往函谷关跑去，他怕秦王反悔，还改名换姓，把文书上的名字也改了，到了关上，正



is a member of the Qi nobility and has a large power base. If he were made prime minister, he would owe first allegiance to Qi. Wouldn't that put Qin's interests at risk?"

King Zhaoxiang of Qin said, "Then maybe we should just send him back."

They replied, "He's been here for a long time now and knows Qin inside out. How can we simply let him go home?"

So King Zhaoxiang of Qin put Meng Changjun under house arrest.

Meng Changjun was very anxious and when he found out there was a way of getting to a favorite concubine of the Qin monarch, he asked her for help through an intermediary. The concubine sent word that it was not hard for her to intercede for him with the monarch on condition that she be given a robe made of silver fox hide.

Meng Changjun consulted his retainers, saying, "The only silver fox robe had been given to the Qin monarch. There's no way I could ask him to give it back."

One retainer said, "I have an idea."

That very night the retainer insinuated himself into the palace grounds under cover of night, found the vault and stole the fox fur robe.

Meng Changjun sent the fox robe to the favorite concubine of King Zhaoxiang of Qin, who in return went to the king and interceded for Meng Changjun, urging his release. King Zhaoxiang of Qin agreed and had the requisite documents issued to expedite the return of Meng and his retinue.

With the documents in hand, Meng Changjun hurried toward Hangu Pass, fearing that the Qin monarch might

赶上半夜甲，依照秦国的规矩，每天早晨，关上要到鸡叫的时候才许放人。大伙儿正在愁眉苦脸盼天亮的时候，忽然有个门客捏着鼻子学起公鸡叫来，一声接着一声，附近的公鸡全都叫起来了。

守关的人听到鸡叫，开了城门，验过过关文书，让孟尝君出了关。

鲁昭王果然后悔，派人赶到函谷关，孟尝君已经走远了。

孟尝君刚到齐国，当了齐国的相国，他门下的食客就更多了。他把门客分为几等，头等的门客出去有车马，一般的门客吃的有鱼肉，至于下等的门客，就只能吃粗茶淡饭了。

有个名叫冯谖（一作冯援）的包头子，穷苦得活不下去，找到孟尝君门下来作食客。孟尝君问管事的：“这个人有什么本领？”

管事的回答说：“他说没有什么本领。”

孟尝君笑着说：“把他留下吧。”

管事的懂得孟尝君的意旨，就把冯谖当作下等门客对待。

过了几天，冯谖靠着柱子敲着他的剑吟起歌来：“长剑呀，咱们回去吧，吃饭没有鱼呀！”

change his mind, he assumed another name and altered the identity in the visa documents. They arrived at the Pass about midnight. According to Qin regulations the gate would be opened to let people through only when cocks started crowing. When the group waited anxiously for daybreak, one retainer started to imitate a cock crowing by pinching his nose. As he did so, one local cock after another joined in the chorus.

The gatekeepers duly opened the gate as the cocks crowed and let Meng Changjun out after checking his papers.

When King Zhaoxiang of Qin changed his mind and sent his men after Meng, the latter was already beyond capture.

After returning to Qi, Meng Changjun became its prime minister and more retainers sought his patronage. He established a hierarchy among his retainers: the first class retainers got to ride in a carriage when they went out; the average retainers had meat and fish for their meals but the lower-ranking retainers had to content themselves with crude and simple fare.

A famished, impoverished old man called Feng Xuan was driven by his indigence to seek help from Meng Changjun and became a table guest. Meng Changjun asked one of the staff: "What skill does this man have?"

The staff member replied: "He claimed not to have any skill." Amused, Meng Changjun said: "let him stay."

The staff member knew what Meng Changjun meant and entered Feng Xuan in the category of low-ranking retainers.

A few days later Feng Xuan leaning against a column and tapping on his sword started to sing: "Sword, sword, let's go home! I don't get any fish to eat here."

管事的报告孟尝君，孟尝君说：“给他鱼吃，照一般门客的伙食办吧！”

又过了五天，冯驩又敲打着剑唱起来：“长剑呀，咱们回去吧，出门没有车呀！”

孟尝君听到这个情况，又跟管事的说：“给他备车，照上等门客一样对待。”

又过了五天，孟尝君又问管事的，那位冯先生还有什么意见，管事的回答说：“他又在唱歌了，说什么没有钱养家呢。”

孟尝君问了一下，知道冯驩家里有个老娘，就派人给他老娘送了些吃的穿的。这一来，冯驩果然不再唱歌了。

孟尝君养了这么多的门客，管吃管住，光靠他的俸禄是远远不够花的，他就在自己的封地薛城（今山东滕县东南）向老百姓放债收利息，来维持他家的巨大的经费。

有一天，冯驩派冯驩到薛城去收债，冯驩临走的时候，向孟尝君告别，问：“回来的时候，要买点什么东西来？”

孟尝君说：“你随便办吧，看我家缺什么就买什么。”

冯驩到了薛城，把欠债的百姓都召集拢来，叫他们把债券拿出来核对。老百姓正在发愁还不出这些债，冯驩却当众假传孟尝君的决定，说：“还不出债的，一概免了。”

When staff reported this to Meng, he said: "Give him fish! Feed him the regular fare!"

Five days later, Feng Xuan again started tapping on his sword and singing: "Sword, sword, let's go home! I don't get inside in a carriage when I go out."

When Meng heard about this, he instructed the staff: "Get him in a carriage! Give him the first class treatment!"

Another five days later, Meng asked staff whether Mr. Feng had any more gripes. The staff replied: "He's singing again, this time complaining that he had not enough money to keep his family alive."

Upon inquiries, it was learned that Feng Xuan had an elderly mother at home. Meng sent food and clothes to Feng's mother. And Feng Xuan's singing stopped.

Meng Changjun's salary was far from adequate to cover the room and board for so many retainers. He had to foot the huge bill by charging interest on loans he made to people in his fief Xuecheng (southeast of today's Teng County in Shandong Province).

One day Meng Changjun sent Feng Xuan to Xuecheng to collect interest due on the loans. When Feng took leave of Meng Changjun before setting off for Xuecheng, he asked: "What do you want me to buy for you on my way back?"

Meng Changjun replied: "You be the judge. Get whatever you think I don't have enough of!"

Once in Xuecheng, Feng Xuan called together all the debtors and asked to check the IOUs. The debtors, unable to repay the loans, got nervous and anxious but Feng Xuan announced a decision falsely attributed to Meng Changjun: "If you can't repay your debt, it will be forgiven."

老百姓听了齐信得疑，冯驩干脆点起一把火，把债券烧掉。

冯驩赶回临淄，把收债的情况原原本本告诉孟尝君，孟尝君听了十分生气：“你把债券都烧了，我这儿三千人吃什么！”

冯驩不慌不忙地说：“我临走的时候您不是说过，这儿缺什么就买什么吗？我觉得您这儿缺的不缺少，缺少的是老百姓的情义，所以我把‘情义’买回来了。”

孟尝君很不高兴地说：“算了吧！”

后来，孟尝君的声望越来越大，齐昭襄王听到齐国重用孟尝君，很担心，暗中打发人到齐国去散播谣言，说孟尝君收买民心，图着就要当上齐王了。齐湣王相信这些话，认为孟尝君名声太大，威胁他的地位，决定收回孟尝君的相印，孟尝君被革了职，只好回到他的封地薛城去。

这时候，三千多门客大都散了，只有冯驩跟着他，替他驾车上薛城。当他的车马离开薛城还差一百里的时候，只见薛城的百姓，扶老携幼，都来迎接。

孟尝君看到这番情景，十分感动，对冯驩说：“你过去给我买的‘情义’，我今天才看到了。”

Seeing the crowd not quite convinced, Feng Xuan took out all the IOUs.

Upon his return to Linzi, Feng Xuan faithfully reported the whole affair to Meng Changjun, who was incensed and said: "With the IOUs gone up in flame, how am I going to feed my three thousand retainers?"

Unruffled, Feng Xuan replied: "Before my trip you told me to buy whatever I think you don't have enough of. In my estimation, you have enough of everything except for the hearts and minds of the people. That's why I bought you hearts and minds."

Unappeased, Meng Changjun said with spite: "Enough of this!"

As Meng Changjun's good name spread far and wide, King Zhouxiang of Qin started to worry about the trust enjoyed by Meng at the Qi court. The Qin monarch sent people to Qi to spread the rumor that Meng Changjun had been working to win the hearts and minds of the people and would soon claim the throne. King Min of Qi was persuaded enough by the rumor to believe that Meng Changjun's growing popularity was threatening his position. He therefore decided to ask Meng Changjun to surrender the seal of the prime ministership. There was nothing for the ousted Meng to do but to return to his fief Xuecheng.

By that time most of the three thousand retainers had dispersed, leaving only Feng Xuan, who drove him to Xuecheng. When his carriage was within a hundred li of Xuecheng, he was greeted by the entire townspeople.

Deeply touched by what he was witnessing, Meng Changjun said to Feng Xuan: "I can hardly see the hearts and minds you bought for me way back then."

## 19、燕昭王求贤

打从孟尝君被撤了相位以后，齐愍王又和他，魏两国灭了宋国，更加骄傲起来。他一心想要兼并列国，自己来当天子。这一来，列国诸侯对他都不满意，特别是齐国北面的燕国，受到齐国的欺负，更想找机会报仇。

燕国本来也是个大国。后来的燕王哙（音kuài）手眼，听信了坏人的主意，竟学起传说中尧帝让位的办法来，把王位让给了相国子之。燕国将军和太子平进攻子之，燕国发生大乱。齐国借平定燕国内乱的名义，打进燕国，燕国差点被灭掉。后来燕国军民把太子平立为国王，奋起反抗，把齐国军队赶了出去。

太子平即位，就是燕昭王。他立志使燕国强大起来，下决心物色治国的人才，可是没找到合适的人，有人提出来，老



## 19. The Quest of King Zhao of Yan for a Capable Man

After Meng Changjun's ouster as prime minister, King Min of Qi subjugated Song with the help of Chiu and Wei. This success fed his arrogance and he became all the more obsessed with the idea of becoming the Son of Heaven by annexing other states. This alienated the leaders of the dual states, particularly Yan, to the north of Qi, who had been waiting for an opportunity to avenge all the mistreatments it had received from Qi.

Yan had been a major power until the reign of King Ruai of Yan, who was persuaded by people with ulterior motives to abdicate the throne in favor of his Prime Minister Zi Zhi in emulation of the legend of Yao passing his throne to Shun. As a result Yan was thrown into chaos as Yan generals and the crown prince Ping moved against Zi Zhi. On the pretext of putting down the internal strife in Yan, Qi sent troops into Yan, which nearly lost its sovereignty but for the robust resistance led by the crown prince Ping now set up as monarch with the backing of the people and the military. They succeeded in driving out the Qi forces.

The crown prince Ping ascended to the throne assuming the title of King Zhao of Yan. He was dedicated to making Yan a strong country and was determined to bring in people of high leadership qualities to help him govern but had had no luck

郭槐真（齐 wei）挺有见识，不如去找他商量一下。

燕昭王亲自登门拜访郭槐，对郭槐说：“齐国趁我们国家内乱侵略我们，这个耻辱我是忘不了的，但是我在燕国国力弱小，还不能报这个仇，要是有个贤人来帮助我报仇雪耻，我宁愿伺候他，您能不能推荐这样的人才呢？”

郭槐捋了捋自己的胡子，沉思了一下说：“要推荐现成的人才，我也说不上，请允许我先说个故事吧。”接着，他就说了个故事。

古时候，有个国君，最爱千里马，他派人到处寻找，找了三三年都没找到。有个侍臣听到远处某个地方有一匹名贵的千里马，就跟国君说，只要给他一千两金子，就能把千里马买回来。那个国君很高兴，就派侍臣带了一千两金子去买。没料到侍臣到了那里，千里马已经害病死了。侍臣想，空着双手回去不好交代，就把带去的金子拿出一半，把马骨买了回来。

侍臣把马骨献给国君，国君大发雷霆，说：“我要你买的是活马，谁叫你花了钱把没用的马骨买回来？”侍臣不慌不忙地说：“人家听说你肯花钱买死马，还怕没有人把活马牵上来？”

yet in finding suitable candidates. Some reminded him that the elderly minister Guo Wei was a seasoned and knowledgeable statesman and he'd do well to seek his views.

King Zhao of Yan paid a visit to Guo Wei and said to him: "I will never forget the humiliation of our country being invaded by Qi in the turmoil of our civil unrest. But Yan is still too weak to avenge itself at this juncture. If a capable man comes along and helps me to accomplish this revenge and remove this stain on our honor, I am willing to be his servant. Is there someone you can recommend?"

Guo Wei stroked his beard and thought for a moment before replying "I don't have any ready names but allow me to tell a story." The story went like this:

There was a king in ancient times who was enamored of winged steeds. He sent people to look for them everywhere but three years of searching turned up nothing. A court attendant heard about the existence of a rare winged steed in a faraway place and said to the monarch that he could surely bring back that steed for a thousand *liang* of gold. When the court attendant got there, however, he found the steed already dead from illness. Loath to return empty-handed, the attendant paid half of the gold for the steed's bones.

When the attendant presented the bones to the monarch, the latter was furious: "I sent you to get me a live horse; I never authorized you to spend money on these useless bones." Unperturbed, the attendant said: "When word gets about that you were willing to pay good money for a dead horse, people will soon come to you with live steeds."

国君将信将疑，也不再责备侍臣。这个消息一传开，大家都认为那位国君真爱惜千里马。不出一年，果然从四面八方送来了好几匹千里马。

郭隗说完这个故事，说：“大王一定要征求贤才，就不妨把我当马骨来试一试吧。”

燕昭王听了大受启发，回去以后，马上派人造了一座很精致的房子给郭隗住，还拜郭隗做老师。各国有才干的人听到燕昭王这样真心实意招请人才，纷纷赶到燕国来求见。其中最出名的是赵国人乐毅，燕昭王拜乐毅为亚卿，请他整顿国政，训练兵马。燕国果然一天天强大起来。

这时候，燕昭王看到齐国王孙满自大，不得人心，就对乐毅说：“现在齐王无道，正是我们雪耻的时候，我打算发动全国人马去打齐国，你看怎么样？”

乐毅说：“齐国地广人多，靠我们一个国家去打，恐怕不行。大王要攻打齐国，一定要跟别的国家联合起来。”

燕昭王就派乐毅到赵国跟赵惠文王接上了头，另派人跟魏、魏两国取得联络，还叫赵国去联络秦国。这些国家有不

Although only half persuaded, the monarch let the attendant off the hook. When the story was bruited about, there developed a widespread perception that the monarch really cared about winged steeds. Before the year was out several winged steeds were presented to the monarch by people from all corners of the world.

Guo Wei concluded the story by saying: "If you are determined to find someone of high caliber to help you govern, why not try to use the horse bones?"

Greatly inspired by the story, King Zhao of Yan upon his return from the visit had an elegant house built for Guo Wei and invited Guo to be his mentor. Learning of King Zhao of Yan's sincerity in recruiting talents, people with unusual skills and capabilities came to Yan in droves asking for an interview. Among the most famous of them was Yue Yi from the state of Zhao, who was named deputy prime minister by King Zhao of Yan in charge of improving government and military preparedness. On his watch, Yan's strength steadily grew.

At that time King Min of Qi was becoming increasingly arrogant, megalomaniacal and unpopular. King Zhao of Yan said to Yue Yi: "The perversions of the monarch of Qi give us a good opportunity to have our long-awaited revenge. I intend to launch an all-out attack against Qi. What do you think?"

Yue Yi replied: "Qi has superiority in territorial and population size. We may not be able to do it on our own. If you want to attack Qi, you must bring in allies."

King Zhao of Yan sent Yue Yi to Zhao to secure King Huiwen of Zhao's support and other envoys to Han and Wei to rally their support. The state of Zhao was asked to bring

惟齐国的盟约，都愿意跟燕国一起发兵。

公元前284年，燕昭王拜乐毅为上将军，统率五国兵马，浩浩荡荡杀奔齐国。

齐湣王听说五国联军打过来，也着了慌。把全国兵马集中起来抵抗联军，在济水的西面打了一仗。由于乐毅善于指挥，五国人马士气旺盛，把齐国军队打得一败涂地。齐湣王逃回临淄去了。

赵、韩、秦、魏的将士打了胜仗，各自占领了齐国的几座城，不想再打下去了，只有乐毅不肯罢休。他亲自率领燕国军队，长驱直入，一直打下了齐国都城临淄，齐湣王不得不逃走。最后在莒城被人杀死。

燕昭王认为乐毅立了大功，亲自到济水边劳军，论功行赏，封乐毅为昌国君。

Qin into the alliance. All these states were willing to join forces with Yan against Qi, whose hegemonic behavior began to get on their nerves.

In 284 B.C. King Zhao of Yan made Yue Yi the supreme commander of the allied armies of the five states, which he led in a major attack against Qi.

King Min of Qi panicked at the news of the attack of the five-state allied forces. He assembled all his troops to engage the coalition forces west of the Ji River. As a result of Yue Yi's excellent command and the high morale of the five-state coalition forces, the Qi army was routed and King Min of Qi was driven back to Linzi.

In the wake of the victorious campaign, the troops of Zhao, Han, Qin and Wei occupied several Qi cities and had no appetite for more battle. Only Yue Yi pressed on at the head of the Yan troops in a straight drive toward Linzi and took the capital of Qi. King Min of Qi was forced to desert his capital and was killed in Jucheng.

King Zhao of Yan credited Yue Yi for bringing about the glorious victories and personally congratulated the troops on the banks of the Ji River where he distributed rewards and medals and dubbed Yue Yi the Prince of Chang Guo.

## 20、田单的火牛阵

率领他的兵卒，接连攻下齐国七十多座城池，最后只剩了莒城（今山东莒县，百亩丘）和即墨（今山东平度县东南）两个地方。莒城的齐国大夫立齐王儿子为新王，威服齐襄王。率领军队进攻即墨，即墨的守城大夫出去抵抗，在战斗中受伤死了。

即墨城虽然没有守将，差点儿乱了起来。这时候，即墨城里有一个齐王近房亲戚，叫做田单，是受过刑的，大家就公推他做将军，带领大家守城。

田单跟兵士们同甘共苦，还把本族人和自己的家属都编在队伍里，抵抗燕兵。即墨人都很敬爱他，守城的士气旺盛起来了。

听说把莒城和即墨围困了三年，没有攻下来，燕国有人给乐毅，在燕昭王面前说：乐毅能在半年之内打下七十多座城，为什么费了三年还攻不下这两座城呢？并不是他没有



## 20. Tian Dan's Fiery Bulls Formation

In six months of campaign, the troops commanded by Yue Yi took more than 70 cities to Qi, leaving Jucheng (today's Ju County in Shandong Province) and Jimo (southeast of today's Pingdu County in Shandong Province) still in Qi's hands. Qi's minister from Jucheng declared the monarch's son as the new king, with the title of King Xiang of Qi. When Yue Yi's troops attacked Jimo, the minister defending the city rode out to battle the attackers and received wounds that later killed him.

Jimo was thus left headless and pandemonium threatened. There was at the time a relation of the royal family (several times removed) by the name of Tian Dan, who had commanded troops before. By popular demand he was made the commanding general leading the defending forces.

Tian Dan shared weal and woe with the soldiers and enlisted the members of his clan and his immediate family into the forces fighting the Yue troops, thus earning the admiration of the townspeople and boosting the morale of the defenders.

Yue Yi laid siege to Jucheng and Jimo for three years without being able to take them. People back in Yan who were jealous of Yue Yi insinuated to King Zhao of Yan: "Yue Yi was able to take more than seventy cities in six months. Why was he unable to take these two cities after

这个意图，而是想收服齐国人的心，等齐国人封赏了他，他自己当齐王。

燕昭王非常信任乐毅，他说：“乐毅的功劳大得没法说，就是他真的做了齐王，也是完全应该的，你们怎么能说他的坏话！”

齐昭王还真的打发使者到临淄去见乐毅，封乐毅为齐王。乐毅十分感激燕昭王，但宁死也不肯接受封王的命令。

这样一来，乐毅的威信反而更高了。

又过了两年，燕昭王死了，太子即位，就是燕惠王。田单一听到这个消息，认为是个好机会，暗中派人到燕国去散布流言，说乐毅本来早就当上齐王了，为了讨先王（指燕昭王）的好，才没接受称号。如今新王即位，乐毅就要留在齐国做王了。要是燕国另派一个大将来，一定能攻下齐城和即墨。

燕惠王本来跟乐毅有疙瘩，听了这个谣言，就决定派人将乐毅到齐国去代替乐毅。乐毅本来是赵国人，就回到赵国去了。

辕猛当了大将，接管了乐毅的军队。燕军的将士都不服

three years of surge? It is not that he is incapable of doing it. He is trying to win the hearts and minds of the people of Qi. Once he succeeds in winning them over, he will set himself up as the monarch of Qi."

King Zhao of Yan's faith in Yue Yi remained unshaken. He said: "Yue Yi has made invaluable contributions to the country. Even if he became the monarch of Qi, he would fully deserve it. How can you malign him like this?"

King Zhao of Yan culled action to word and sent a messenger to Linzi to see Yue Yi and to proclaim him the monarch of Qi. Yue Yi was deeply grateful to King Zhao of Yan but adamantly declined the honor.

As a result the stature of Yue Yi grew considerably.

Two years later King Zhao of Yan died and his crown prince succeeded him, assuming the title of King Hu of Yan. Hearing the news, Pan Dan considered this a break he'd been waiting for. He secretly sent people to Yan to spread the rumor that Yue Yi would have been the ruler of Qi a long time ago but refused the title in order to keep himself in the good graces of the late monarch of Yan. Now that a new monarch has ascended the throne, Yue Yi will stay in Qi to be its ruler. If Yan sends another commander to replace Yue Yi, Juchang and Jinn will surely fall.

King Hu of Yan had long harbored ill feelings about Yue Yi and was easily swayed by the rumors into deciding to send General Qi He to replace Yue Yi as commander. Yue Yi returned to his place of origin in the state of Zhao.

Qi He was promoted and took over the command of the expeditionary force. The officers and soldiers of the force were

气，可大伙儿敢怒而不敢言。

骑劫下令围攻即墨，围了好几天，可是城里的田单，早已把决战的步骤准备好了。

隔了不多天，燕国兵营听到附近老百姓在谈论，有的说：“以前乐将军太好了，除了俘虏还好好对待，城里人当然用不着怕，要是燕国人把俘虏的鼻子都削去，齐国人还敢打仗吗？”

有的说：“我的祖宗的坟墓在城外，要是燕国军队真的围攻过来，可怎么办呢？”

这些议论传到骑劫耳朵里，骑劫就真的把齐国俘虏的鼻子都削去，又叫兵士把齐国城外的坟墓刨了。

即墨城里的人听说燕国的军队这样虐待俘虏，全都气愤极了，他们还在城头上看见燕国的兵士刨他们的祖坟，恨得咬牙切齿，纷纷向田单请求，要跟燕国人拼个死活。

田单还打点几个人装作即墨的富翁，偷偷地给骑劫送去金银财宝，说：“城里的粮食已经完了，不出几天就要投降，贵国大军进城的时候，请将军保全我们的家小。”

dissatisfied with the change of command but had to keep their anger to themselves.

Qi Jie soon ordered an attack against Jimo, surrounding it with layers of troops. But inside the city Tian Dan had already completed preparations for a decisive battle.

A few days later Yan troops began hearing concerns voiced by the local residents. Some observed: "General Yue who was replaced was a wonderful man. He treated POWs well and the city residents had nothing to fear from him. If the Yan troops start cutting the noses of captured enemy soldiers, nobody in Qi would have the heart to go on fighting."

Others said: "My ancestral burial grounds are outside the city walls. What if the Yan troops started to desecrate the graves?"

These comments reached Qi Jie's ears and he went on to cut off the nose of any Qi soldier captured by his troops and ordered all the tombs outside the city walls razed to the ground.

The people inside Jimo were in an uproar upon hearing of the treatment of POWs by the Yan troops. They gnashed their teeth in indignation when they saw the Yan soldiers turn up their ancestral tombs. They immediately enlisted to the forces under Tian Dan's command and vowed to fight to their death.

Tian Dan sent several people disguised as wealthy gentry from Jimo to see Qi Jie in secret and offered him gold and silver. They said to him: "The city is running out of food. The residents will surrender in a couple of days at the outside. When your troops enter the city, can you please protect our families against any harm?"

纷纷高兴地接受了财物，闭口答应。

这样一来，两军净等着即屈人性路，认为用不到再打仗了。

田单挑选了一千多头牛，把它们打扮起来，牛身上披着  
一块被子，上面画着大红大绿，稀奇古怪的花样，牛角上捆  
着两把尖刀，尾巴上系着一捆浸透了油的苇束。

一天午夜，田单下令打开十几处城墙，把牛队赶到城外，  
在牛尾巴上点上了火。牛尾巴一烧着，一千多头牛被烧得牛  
性子发作起来，朝着燕军阵营方向狂奔过去。齐军的五千名  
“敢死队”拿着大刀长矛，紧跟在牛队，冲杀上去。

城田，无数的老百姓都一起来到城头，拿着铜甬，铜盆，  
拼命地敲打起来。

一时间，一阵惊天动地的呐喊声夹杂着鼓声，铜甬声，惊  
醒了燕国人的睡梦。大伙儿踉踉跄跄，只见火光炫耀，成百  
上千捆裹上长着刀的怪相，已经冲过来了。许多士兵吓得腿  
都软了，哪儿还想抵抗呢？

别说那一千多头牛角上捆的刀扎死了多少人，那五千名

Qi Jie gladly accepted the gift and gave them his word.

The Yan troops were thus lulled into thinking there would be no more fighting and that they could just wait for the people of Jimo to surrender.

Tiao Dan picked a thousand bulls and draped them with blankets painted in colorful, outlandish patterns. Sharp knives were fixed on their horns and reeds soaked in oil were tied to their tails.

Late one night Tiao Dan ordered dozens of breaches made in the city walls through which the bulls were herded out of the city. When their tails were lit, the more than one thousand bulls became so maddened by the burning of their tails that they stampeded toward the Yan encampment, followed immediately by five thousand death-defying Qi soldiers wielding spears and swords.

In the city the people climbed up to the battlements and started to make a deafening racket with their copper pots and pans.

The Yan troops were all of a sudden roused from their slumber by the cacophony of battle cries mixed with drumbeats and the clanging of copper utensils. Before their sleepy eyes had a chance to fully adjust, the fiery, strange beasts with daggers growing on their heads were already inches from the Yan troops. Many soldiers were so scared their legs gave under them and they offered no real resistance.

Many were killed by the daggers fixed on the horns of the one thousand bulls. Large numbers of Yan troops were hacked to death by the five thousand death-defying Qi

敢死队砍死了多少人，就是燕国军队自己乱作乱奔，被踩死的也不计其数。

燕将骑劫坐着战车，想杀出一条活路，哪儿冲得出去，结果被齐兵围住，丢了性命。

齐军乘胜反攻，整个齐国都轰动起来了，那些被燕国占领地方的将士百姓，都纷纷起兵，杀了燕国的守将，迎接田单。田单的军队打到哪儿，哪儿的百姓群起响应，不到几个月工夫就收复了被燕国和秦、赵、韩、魏四国占领的七十多座城。

田单把齐襄王从莒城迁到临淄，齐国才从几乎亡国的境地中恢复过来。



soldiers. Countless were the Yan soldiers crushed to death by their own comrades in the human stampede following the rout.

General Qi Jie tried to flee on his chariot but was surrounded and killed by Qi troops.

The Qi army counterattacked on the strength of their victory, sending a ripple through the entire country. Troops and civilians in cities still under Yan occupation were inspired to rise up and slay the occupiers to clear the way for Tian Dan. As Tian Dan's troops advanced, the people in city after city rose up in revolt. In a few months Qi took back the seventy cities previously occupied by Yan, Qin, Zhao, Han and Wei.

As Tian Dan escorted King Xiang of Qi back to Linzi, Qi at long last narrowly averted the fate of losing its sovereignty.

## 21、屈原沉江

楚国自从被秦国打败以后，一直受秦国欺负。楚怀王又想重新和齐国联合。秦昭襄王即位以后，很客气地给楚怀王写信，请他到武关（在陕西丹凤县东南）相会，当面订立盟约。

楚怀王接到秦昭襄王的信，不去呢，怕得罪秦国；去呢，又怕出危险。他就和大臣们商量。

大夫屈原对楚怀王说：“秦国强得像豺狼一样，咱们受秦国的欺负不止一次了。大王一去，碰上他们的圈套。”

可是怀王的儿子公子兰却一个劲儿劝楚怀王去。说：“咱们为了把秦国当成敌人，结果死了好多人，又丢了土地。如今秦国愿意跟咱们和好，怎么能够得罪人家呢。”

楚怀王听信了公子兰的话，就上秦国去了。

果然不出屈原所料。楚怀王刚走进秦国的武关，立刻被秦国预先埋伏下的人马截断了后路。在会见时，秦昭襄王逼使楚

## 21. Qu Yuan's River Sacrifice

Since Chu's defeat at the hands of Qin, it had endured constant humiliation and bullying by Qin. This prompted King Hui of Chu to revisit the idea of entering into alliance with Qi. Upon accession to the throne King Zhaoxiang of Qin wrote a courteous letter to King Hui of Chu inviting him to a meeting at Wuguang (southeast of Nanjing County in Shaanxi Province) for the purpose of concluding a pact.

This letter from King Zhaoxiang of Qin put King Hui of Chu in a quandary. If he refused he'd probably offend Qin. But going to the meeting would be associated with unacceptable risks. So he sought the views of his ministers.

One of his ministers Qu Yuan said to King Hui of Chu: "Qin is like a ferocious jackal and we've suffered at its hands more than once. If the king goes to the meeting, you will be walking into a trap."

But King Hui's son Gongzi Zilan was all for King Hui of Chu's going to the meeting, saying: "Antagonizing Qin has brought us nothing but high casualties and loss of territory. Now that Qin has shown a willingness for reconciliation with us, how can we justify not taking the offer?"

Egged on by Gongzi Zilan's urging, King Hui of Chu traveled to Qin.

As feared by Qu Yuan, as soon as King Hui of Chu set foot in Qin territory at Wuguang, he immediately found any possibility of retreat blocked by Qin ambushers. In the meeting

怀王把黔中的土地割让给秦国，楚怀王没答应。秦昭襄王就把楚怀王押到咸阳款待起来，要楚国人臣拿土地来赎才放他。

楚国的大臣们听到国君被押，把太子立为新的国君，拒绝割让土地。这个国君就是楚顷襄王，公子兰当了郑阳的令尹。

楚怀王在秦国被押了一年多，吃尽苦头。他冒险逃出咸阳，又被秦国派兵追捕了回去。他生气带病，没有多久就死在秦国。

楚国人因为楚怀王受秦国欺侮，死在外头，心里很不平，特别是大夫屈原，更是气愤。他劝楚顷襄王搜罗人才，远离小人，赏给将士，操练兵马，为国家和怀王报仇雪耻。

可是他这种劝告不但没顶事，反倒招来了令尹子兰和新贵人的仇恨。他们天天在顷襄王面前说屈原的坏话。

他们对楚顷襄王说：“大王没听说屈原敬神怨吗？他老跟人家说，大王忘了秦国的仇恨，就是不孝；大臣们不主张抵

King Zhaoxiang of Qin pressured King Hui of Chu to cede territory in the Qianzhong area to Qin but King Hui of Chu balked. King Zhaoxiang of Qin had King Hui of Chu taken to Xianyang and put under house arrest. The ministers of Chu were told to cede territory in order to ransom their monarch.

When they learned of the detention of their monarch, the ministers of Chu set up the crown prince as the new monarch and refused to cede any territory. The new monarch assumed the title of King Qingxiang of Chu. Gongzi Zhan became Chu's new prime minister.

King Hui of Chu was detained for over a year in Qin and suffered a lot. In one suspenseful attempt to regain freedom he fled out of Xianyang but was recaptured by Qin troops sent after him. Depressed and beset by illness, he died in Qin soon after.

The people of Chu were deeply upset by the maltreatment of King Hui of Chu by Qin and his death in an alien land. Minister Gu Yuan was particularly incensed by this event. He urged King Qingxiang of Chu to invite men of merit into government and resolve himself against men of dubious character. He advocated intensified military preparation and boosting troop morale in order to avenge the country and King Hui.

But these words of advice fell on deaf ears. They had the opposite effect of antagonizing Prime Minister Zhan and Jin Shung, who maligned Gu Yuan whenever they had a chance in front of King Qingxiang.

They said to King Qingxiang of Chu: "Don't you know that Gu Yuan is very critical of you? He likes to tell people that you are not a dutiful son because you have forgotten our grievance with Qin. He questions the loyalty of the ministers

重。就是不愿。楚国出了这种不愿不幸的君臣，哪儿能不亡国呢？大王，你想想这叫什么话！”

楚顷襄王听了大怒，把屈原革了职，放逐到湘南去。

屈原抱着救国救民的志向，富国强民的打算，反遭被逐的结局，简直气疯了。他到了湘南以后，经常在汨罗江（在今湖南东北部，汨音mì）一带一边走，一边唱着伤心的民歌。

附近的庄稼人知道他是一个爱国的大臣，都同情他。这时候，有一个经常在汨罗江上打鱼的渔父，很佩服屈原的为人，但就是不赞成他那愁闷的样子。

有一天，屈原在江边遇见渔父。渔父对屈原说：“您不是楚国的大夫吗？怎么会弄到这等地步呢？”

屈原说：“许多人都是肮脏的，只有我是个干净人，许多人都喝醉了，只有我还醒着，所以我就赶到这儿来了。”

渔父不以为然地说：“既然您觉得别人都是肮脏的，就不该自鸣清高，既然别人喝醉了，那么您何必独自清醒呢！”

屈原反对说：“我听人说过，刚洗头的总要把帽子掸掸，刚洗澡的人总是喜欢掸掸衣上的灰尘，我宁愿跳进江心，埋

simply because they do not advocate resisting Qin. According to him this lack of filial piety on the part of the monarch and of loyalty on the part of the ministers is a recipe for the country's downfall. What nonsense, don't you think?

In a huff King Qingyang of Chu sacked Qu Yuan and sent him into exile in southern Hunan.

Qu Yuan was deeply distraught that his enthusiasm for the revitalization of the country and improving the lot of the people and his vision for a stronger and more prosperous Chu had only earned him the fate of being edged out by ministers of dubious intent. When in exile in the south of Hunan he was often seen to roam the banks of the Miluo River singing sad verses.

The local farmers knew that he was a patriotic minister and sympathized with his plight. A fisherman plying his trade on the Miluo River had great admiration for Qu Yuan's integrity but disapproved of his melancholy.

One day when Qu Yuan ran into the fisherman on the riverbank the latter said to him: "Weren't you a minister of Chu? How did you end up in this plight?"

Qu Yuan replied: "Many were the unclean, I alone am spotless; many were the intoxicated, I alone am sober. This is why I've been ostracized to this part of the world."

The fisherman said disapprovingly: "Why set yourself apart by emphasizing your purity when you see corruption all around you? If you find yourself surrounded by drunkenness, why insist on being the only one who remains sober?"

Qu Yuan replied: "I've heard that someone who has just washed his hair always takes care to dust his hat before entering it and he who has just taken a bath shakes off the

在鱼肚子里去，也不能拿自己干净的身子跳到污泥里，去染污一身脏。”

由于屈原不愿意屈膝逐禄活着，到了公元前278年五月初五那天，他终于抱着一块大石头，跳到汨罗江里自杀了。

附近的庄稼人，得到这个信儿，都划着小船去救屈原，可是一阵汪洋大水，哪儿有屈原的影儿。大伙儿在汨罗江上捞了半天，也没有找到屈原的尸体。

渔父很无奈，他对着江面，把竹筒子里的米撒了下去，算是献给屈原的。

到了第二年五月初五那一天，当地的百姓想起这是屈原投江一周年的日子，又划了船把竹筒子盛了米撒到水里去祭祀他。后来，他们又把盛着米饭的竹筒子改为粽子，划小船改为赛龙舟，这种纪念屈原的活动渐渐成为一种风俗。人们把每年农历五月初五称为端午节，据说就是这样来的。

屈原死后，留下了一些优秀的诗歌，其中最有名的是《离骚》。他在诗歌里，痛斥卖国的小人，表达了他忧国忧民的心情，对祖国的一草一木，都寄托了无限的深情。后来人们认为屈原是一位我国古代杰出的爱国诗人。



dirt on his clothes before putting them back on. I would rather throw myself in the river and become fish feed than compromising my purity by jumping into a muddy mire."

Qu Yuan refused to swim with the tide and on the fifth day of the fifth month in 278 B.C. he threw himself into the Miluo River tied to a huge rock and drowned.

The nearby peasants rowed their boats toward the scene in an attempt to rescue him but he had been swallowed by the vast river and was nowhere to be found. The folks spent long hours rowing the Miluo River without ever finding his remains.

The fishing folks saddened by the tragedy scattered rice from bamboo containers onto the river surface as sacrifice to Qu Yuan.

When the fifth day of the fifth month came around the next year, the local people still remembered it was the anniversary of Qu Yuan's death and once again rowed their boats to the middle of the river to scatter rice from bamboo containers as offering to Qu Yuan. The bamboo container holding rice evolved in time into the zongzi (stuffed glutinous rice enveloped in large dried leaves) and the boat raps became 'dragon boat' races. This according to folklore is how the celebration of Qu Yuan has gradually developed into a national custom and May 5 of the lunar year has been designated as Duan Wu Day.

Qu Yuan left some memorable verses to posterity, the most famous of which was *Zi Sao*. In his verses he lambasted those unprincipled officials who betrayed the country's interests and described his deep concern for the well being of his country and people. His poetry was permeated by a profound attachment to everything growing in Chu. Qu Yuan is considered by posterity an outstanding patriotic poet of ancient China.

## 22、蔺相如完璧归赵

公元前283年，秦昭襄王派使者带着国书去见赵惠文王，说鉴于情感让出十五座城来换赵国收藏的一块珍贵的“和氏璧”。希望赵王答应。

赵惠文王就和大臣们商量，要不要答应。要想答应，怕上秦国的当，丢了和氏璧，拿不到城；要不答应，又怕得罪秦国，议论了半天，还不能决定该怎么办。

当时有人推荐蔺（音lìn）相如，说他是个性有见识的人，赵惠文王就把蔺相如找来，要他出个主意。

蔺相如说：“秦国强，赵国弱，不答应不行。”

赵惠文王说：“要是把和氏璧送了去，秦国取了璧，不给城，怎么办呢？”

蔺相如说：“秦国拿出十五座城来换一块璧玉，这个价值是够高的了。要是赵国不答应，错在赵国，大王把和氏璧送了去，要是秦国不交出城来，那么错在秦国，宁可答应，叫秦国担这个错儿。”

赵惠文王说：“那么就请先生上秦国去一趟吧。可是万一秦国不守信义，怎么办呢？”

## 22. Lin Xiangru Returned the Jade Intact to Zhao

In 283 BC, an envoy dispatched by King Zhuoxiang of Qin presented his credentials to King Huiwen of Zhao and conveyed the Qin monarch's offer of 15 cities to Zhao in exchange for a priceless stone in Zhao's possession called *He Shi*. But the Jade Disc of *He*, in honor of its discoverer *Bian He*.

King Huiwen of Zhao consulted his ministers about the matter. If he were to agree to the exchange, he might be tricked into losing *He Shi* and getting no cities in return. If he rejected the offer, he would antagonize Qin. The discussions led nowhere.

Someone mentioned the name of Lin Xiangru, whom he considered very knowledgeable and experienced. King Huiwen of Zhao summoned Lin Xiangru for consultation.

Lin Xiangru said: "Qin is powerful and Zhao is weak. There's no choice but to agree."

King Huiwen of Zhao asked: "If upon obtaining the jade disc Qin refuses to give us the promised cities, what are we to do?"

Lin Xiangru replied: "The price of 15 Qin cities for a piece of jade is high enough. If Zhao refuses the offer, the fault lies with Zhao. If Qin does not keep its part of the bargain after your majesty hands over the jade, then the fault lies with Qin. It would be in our interest to agree to the offer and let Qin bear the fault."

King Huiwen of Zhao said: "Then I will send you on the mission to Qin. But what am I to do if Qi doesn't fulfill its promise?"

蔺相如说：“秦国交了城，我就把和氏璧留在秦国。要不然，我一定把璧完好地带回赵国。”（原文是“完璧归赵”。）

蔺相如捧着和氏璧进了咸阳，秦王秦王得意地在朝宫里推见他，蔺相如把和氏璧献上去。

秦王看过璧，看了看，很高兴。他把璧递给美人和左右侍臣，让大伙儿传着看。大臣们都向秦王贺庆。

蔺相如站在朝堂上等了老半天，也不见秦王提换城的事。他知道秦王不是真心拿城来换璧，可是璧已落到别人手里，怎么才能拿回来呢？

他急中生智，上前对秦王说：“这块璧虽说名贵，可是也有点小毛病，不容易看出来。让我来指给大王看。”

秦王信以为真，就吩咐侍从把和氏璧递给蔺相如。

蔺相如一拿到璧，往后退了几步，靠着宫殿上的一根大柱子，瞪着眼睛，怒气冲冲地说：“大王因使者到赵国来，说是情愿用十五座城来换赵国的璧。赵王诚心诚意派我把

Lin Xiangru implied: "If Qin cedes the cities to Zhao, I will leave the jade disc in Qin. But if Qin should rengecece the offer, I promise in bring it back undamaged to Zhao." (This is the origin of the Chinese expression "returning the jade intact to Zhao.")

So Lin Xiangru arrived in Xianyang with the incomparable He Shi Bi. An elated King Zhaoxiang received him in one of his vacation palaces. Lin Xiangru presented the jade disc to the Qin monarch.

King Zhaoxiang of Qin took the jade disc and exclaimed: "Quite satisfied. I've passed the piece to the beautiful ladies and the attendants about him for a closer look. All present congratulated King Zhaoxiang of Qin.

Standing in the reception hall for a long while, Lin Xiangru saw no sign that the monarch of Qin was going to mention the offer of the cities. He came to the realization that King Zhaoxiang of Qin hadn't really meant to give the cities in exchange for the jade disc. But the jade was now already in the hands of the other party. How was he going to retrieve it?

An idea flashed through his mind. He took a few steps toward King Zhaoxiang of Qin and said: "Although this is a priceless piece, it is not without minor imperfections which are not obvious to the eyes. Allow me to point them out to your Majesty."

Unsuspecting, King Zhaoxiang of Qin told an attendant to hand the jade disc to Lin Xiangru.

With the jade back in his hands, Lin Xiangru stepped back to lean on a massive pillar in the palace and said with eyes glaring in anger: "Your Majesty sent an envoy to Zhao with an offer of 15 cities in exchange for this precious piece of jade in Zhao's possession. The king of Zhao sent me in good faith to

哪谈来。可是，大王并没有交换的诚意，如今硬在我手里，大主要是逼我的话，我宁可把我的脑袋和这块璧在这柱子上——同玉碎！”

说着，他真的拿着和氏璧，对着柱子做出要撞的样子。

秦昭襄王怕他真的撞坏了璧，连忙向他赔不是，说：“光生别误会，我哪儿敢说了不算呢？”

他就命令大臣拿上地图来，并且把准备换给赵国的十五座城池给画相加看。

画相如想，可别再上他的当，就说：“赵王送璧到秦国来之前，斋戒了五天，还在朝堂上举行了一个很隆重的仪式。大王如果诚意换璧，也应该斋戒五天，然后再举行一个接受璧的仪式，我才敢把璧奉上。”

秦昭襄王想，反正你也跑不了，就说：“好，就这么办吧。”

随即叫人把画相如送到宾馆去歇息。

画相如回到宾馆，叫一个随从的人打扮成买卖人的模样，把他贴身藏着，偷偷地从小道跑回赵国去了。

过了五天，秦昭襄王召集大臣们和别国在咸阳的臣臣，在朝堂举行接受和氏璧的仪式，叫画相如上朝。画相如不慌不忙地走上殿去，向秦昭襄王行了礼。

deliver the jade but the good faith has not been reciprocated by your Majesty. The jade is now in my hands. If your Majesty makes a move against me I am ready to dash my head and this piece of jade on this pillar."

Swelling action to word he made as if to hurl the jade against the pillar.

Afraid that Lin would destroy the jade disc, King Zhaoxiang of Qin immediately offered his apologies, saying, "There's been a misunderstanding. I will renege on my promise."

He ordered his ministers to bring a map on which he pointed out to Lin Xiangru the 15 cities earmarked for Zhao.

Cautioning himself against being tricked a second time, Lin Xiangru said: "Before sending the jade disc on its way to Qin, the king of Zhao fasted for five days and held a solemn send-off ceremony in the royal audience hall. Since your Majesty has affirmed good faith in the exchange, I will only deliver the jade disc when you have likewise fasted for five days and held a ceremony to formally receive it."

Thinking that he had Lin's movements under his power, King Zhaoxiang of Qin said: "All right, it's a deal then!" He had Lin Xiangru escorted to the guesthouse for a rest.

Back at the guesthouse, Lin Xiangru gave the jade disc to an aide disguised as a tradesman, who hid it next to his skin and snuck back to Zhao by taking a back street.

Five days later King Zhaoxiang of Qin convoked his ministers and the diplomatic corps in Xuyang to attend a ceremony to take delivery of He Shi Ji. When Lin Xiangru was summoned to the hall, he walked with great composure toward King Zhaoxiang of Qin and saluted him.

秦昭襄王说：“我已经斋戒五天，现在你把璧拿出来吧。”

蔺相如说：“秦国自秦穆公以来，前后二十几位君主，没有一个讲信义的，我怕受欺骗，丢了璧，对不起赵王，所以把璧送回赵国去了，请大王拾我的罪吧。”

秦昭襄王听到这里，大发雷霆，说：“是你欺骗了我，还是我欺骗你？”

蔺相如镇静地说：“请大王别发怒，让我把话说完。天下诸侯都知道秦是强国，赵是弱国，天下只有强国欺负弱国，决没有弱国欺压强国的道理。大王非要那块璧的话，请先把那十五座城割让给赵国，然后打发使者跟我一起到赵国去取璧，赵国得到了十五座城以后，决不敢不把璧交出来。”

秦昭襄王听蔺相如说得振振有词，不好翻脸，只得说：“一块璧不过是一块璧，不应该为这件事伤了两家的和气。”

结果，还是让蔺相如同赵国去了。

蔺相如回到赵国，赵惠文王认为他完成了使命，就提拔他为上大夫。秦昭襄王本来也不存心要用十五座城去换和氏璧，不过想借这件事试探一下赵国的态度和力量。蔺相如完璧归赵后，他也没再提交换的事。



King Zhaoxiang of Qin said: "Now that I've completed five days of fasting, it's time you produce the jade disc."

Lin Xiangru replied: "I am Duke Mu of Qin on down, none of the twenty odd monarchs of Qin had ever shown good faith. I was afraid of being tricked into losing the jade disc and abusing the trust of the king of Zhao, so I've sent the piece back to Zhao. I am ready to accept your punishment."

King Zhaoxiang of Qin asked in fury: "Did you trick me or did I trick you?"

Lin Xiangru replied with equanimity: "Please don't be angry and let me finish what I have to say. All the dual states know Qin is a major power and Zhao is very weak. Only powerful states can bully weaker ones, not the other way round. If your Majesty really wants that jade disc, please cede the fifteen cities in Zhao first before sending an envoy to come with me to Zhao for the stone. When Zhao receives the fifteen cities, it will not have the audacity to deny you the jade disc."

Finding it hard to argue with someone whose case being made by Lin Xiangru, and having no justification to make a scene, King Zhaoxiang of Qin was reduced to saying: "It's just a piece of jade after all. We shouldn't let it come between our two countries."

Lin Xiangru was finally allowed to return to Zhao.

Upon his return to Zhao, King Bailian of Zhao elevated him to the rank of *shang da fu* (Senior Grand Master) for successfully accomplishing the mission. It turned out King Zhaoxiang of Qin hadn't really intended to trade 15 cities for He Shi Bi but had merely wanted to test Zhao's attitude and strength. After the safe return of the Jade disc to Zhao, the Qin monarch never again expressed an interest in the exchange.

## 23、廉颇负荆请罪

自明襄王一心要使赵国屈服，接连侵入赵国边境，占了一些地方。公元前 279 年，他又要了个花招，请赵惠文王到邯郸洺池（今河南魏城县西，读音 mián）去会见。赵惠文王开始怕被秦国扣留，不敢去。大将廉颇和蔺相如都认为如果不去，反倒向秦国示弱。

赵惠文王决定硬着头皮去冒一冒险。他叫蔺相如随同他一块儿去，让廉颇留在本国辅助太子留守。

为了防备意外，赵惠文王又派大将李牧率兵五千人护送，相国平原君带兵几万人，在边境接应。

到了预定会见的日期，秦王和赵王在洺池相会，并且举行了宴会，高兴地喝酒谈天。

喝罢酒，秦王喝了几盅酒，借着醉意对赵惠文王说：“听说赵王弹得一手好瑟。闲赵上弹个曲儿，给大伙儿耍个热闹。”说

## 23. Lian Po Presented a Stick and Asked for a Flogging

Next to subjugating Zhao King Zhaowang of Qin mounted numerous cross border attacks against Zhao and even occupied parts of Zhao territory. In 229 B.C. in another of his tricks he invited King Huiwen of Zhao for a meeting at Mianchi (west of today's Mianchi County in Henan Province). King Huiwen of Zhao's first reaction was to decline the invitation for fear of being detained in Qin. His generals Lian Po and Lin Xiangru believed on the contrary that not accepting the invitation would only be seen by Qin as a sign of weakness.

King Huiwen of Zhao therefore decided to take the risk despite his misgivings. He asked Lin Xiangru to accompany him to Qin, leaving Lian Po in Zhao to help the crown prince run the country.

As a precaution, King Huiwen of Zhao ordered his general Yi Mu to escort his party with five thousand men and his Prime Minister Lord Pingyuan to ensure security with tens of thousands of troops stationed near the border crossing.

On the appointed day, the monarchs of Qin and Zhao met in Mianchi and attended a banquet at which they drank and chatted pleasantly enough.

After a few rounds of wine, King Zhaowang of Qin said to King Huiwen of Zhao in a slightly drunken voice "I understand that the king of Zhao is an excellent zither player. Can I ask

别，真的吩咐左右把瑟拿上来。

赵惠文王不好推辞，只好勉强弹一个曲儿。

秦国的史官当场就把这事记了下来，并且念着说：“某年某月某日，秦王和赵王在渚池相会，秦王令赵王弹瑟。”

赵惠文王气得脸都发紫了，正在这时候，蔺相如拿了一个缶（音fǒu，一种瓦器，可以打击配乐），突然跑到秦昭襄王跟前，说：“赵王听说秦王喜爱秦国的乐器，我这里有个瓦盆，也请大王赏脸敲几下助兴吧。”

秦昭襄王勃然变色，不去理他。

蔺相如的眼眶射出愤怒的光，说：“大王未免太欺负人了，秦国的兵力虽然强大，可是在这五步之内，我可以把我的血溅到大王身上去！”

秦昭襄王见蔺相如这股势头，十分吃惊，只好拿起击钵在缶上胡乱敲了几下。

蔺相如回过头来叫赵国的史官也把这件事记下来，说：“某年某月某日，赵王和秦王在渚池相会，秦王给赵王击缶。”

the king to play a tune for the enjoyment of the company?" Without further ado he had a zither brought in.

Considering it had form to refuse under the circumstances, King Huiwen of Zhao reluctantly played a tune.

The official historian of Qin immediately recorded what happened and read it aloud: "On such and such a day in such and such a month of such and such a year the King of Qin ordered the King of Zhao to play a tune on the zither."

King Huiwen of Zhao was livid with rage. At this moment Lin Xiangru produced a *foulan* earthen percussion instrument and fell on his knees in front of King Zhaoxiang of Qin, saying: "The King of Zhao understands that the King of Qin is an expert player of Qin musical instruments. I have an earthen instrument with me and appreciate it if your Majesty would condescend to play it for the merriment of the company."

King Zhaoxiang of Qin blanched with anger and ignored him.

His eyes glaring with anger, Lin Xiangru said: "Your Majesty went too far this time. Qin may possess a powerful army but I am five steps from you and could easily spill my blood on your Majesty."

Startled by the violent reaction of Lin Xiangru, King Zhaoxiang of Qin beat a few desultory notes on the *fou* to placate him.

Lin Xiangru turned toward the official historian of Zhao and asked him to record it, dictating to him: "On such and such a day in such and such a month of such and such a year the King of Zhao and the King of Qin met at Minzhi and the King of Qin played on the *fou* for the King of Zhao."

秦国的大臣见蔺相如竟敢这样侮辱王的体面，很不整气，有人站起来说：“请秦王割让十五座城给秦王上寿。”

蔺相如也站起来说：“请秦王把咸阳城割让给赵国，为赵王上寿。”

秦明秦王服胥这个场面十分紧张。他事先已探知赵国派大军驻扎在临近地方，真的动起武来，恐怕也得不到便宜，就喝住秦国大臣，说：“今天是两国君王会面的日子，诸位不必多谈。”

这样，两国舞池之会总算圆满落幕。

蔺相如两次出使，保全赵国不受屈辱，立了大功，赵惠文王十分信任蔺相如，拜他为上卿，地位在大将廉颇之上。

廉颇很不服气，私下对自己的门客说：“我是赵国大将，立了多少汗马功劳，蔺相如有什么了不起？倒能到我头上来了。哼！我见到蔺相如，总要给他个颜色看看。”

这句话传到蔺相如耳朵里，蔺相如就生病不去上朝。

The ministers of Qin found it hard to stomach Lin Xiangru's audacity in embarrassing their monarch. One of them stood up and said: "I propose that the King of Zhao make a gift of 15 cities to Qin as a birthday present for the King of Qin."

Lin Xiangru in turn mood up and said: "I propose that the King of Qin cede Xianyang to Zhao as a birthday present for the King of Zhao."

King Zhaoxiang of Qin saw tension mount dangerously. He had had prior intelligence that large numbers of Zhao troops had been deployed near the location and he knew if push came to shove Qin likely would not gain any advantage. He silenced his ministers, saying: "Let's have no more of this! It's supposed to be a convivial meeting between the sovereigns of our two countries."

Thus the meeting of Mianchi ended on a reasonably positive note.

On two separate, brilliantly executed missions outside his country Lin Xiangru spared Zhao from humiliation, rendering a great service to his country. Placing total trust in Lin Xiangru, King Huiwen of Zhao elevated him to the rank of *chang qing* (Senior Minister), above that of General Lian Po.

Lian Po found it hard to stomach Lin's leapfrogging him and said privately to his retainers: "I am a top general of Zhao and I have so many victorious battles under my belt. What has Lin Xiangru done to deserve this promotion above me? I'm going to chew him out next time I see him."

When Lin Xiangru got wind of this, he stopped attending the daily royal audience by feigning sickness.

有一天，蔺相如带着门客坐车出门，真是冤家路窄，老远就看见廉颇的车马迎面而来，他叫起车的道到小巷里去躲一躲，让廉颇的车马先过去。

这件事可把蔺相如手下的门客气坏了，他们责怪蔺相如不像这样胆小怕事。

蔺相如对他们说：“你们看廉将军跟秦王比，哪一个势力大？”

他们说：“当然是秦王势力大。”

蔺相如说：“对呵！天下的诸侯都怕秦王，为了保卫赵国，我就敢当面责备他。怎么我见了廉将军反而怕了呢，因为我想过，强大的秦国不敢来侵犯赵国，就因为有我廉将军两人在。要是我们两人不和，秦国知道了，就会乘机来侵犯赵国。既为了这个，我宁愿容让点儿。”

有人把这件事传给廉颇听，廉颇感到十分惭愧。他就裸着上身，背着荆条，跑到蔺相如的家里去请罪。他见了蔺相如说：“我是个粗鲁人，见识少，气量窄，哪儿知道您竟这么容让我，我实在没脸来见您。请您就打我吧。”

蔺相如连忙扶起廉颇，说：“咱们两个人都是赵国的大臣，将军身体为重，我已经万分感谢了，怎么还来给我赔礼呢。”

两个人都感动得流了眼泪，打这以后，两人就做了知心朋友。



One day when Lin Xiangru left home in his carriage accompanied by some retainers, he saw at a distance Lian Po's retinue turning his way. Desperately looking for a way to avoid a dreaded confrontation, he told the driver to back the carriage into a narrow alley to allow Lian Po's party pass.

Lin Xiangru's retainers were very upset by the incident. They criticized Lin for his falter-heartedness.

Lin Xiangru asked them: "Which do you think is more powerful, General Lian or the King of Qin?"

"The King of Qin of course!" was the reply.

Lin Xiangru went on: "Right! All the sovereigns of the states fear the King of Qin but I dared to confront him in order to protect the interests of Zhao. So why do I appear to be afraid of General Lian? Because after giving some thought to the matter I have come to the conclusion that the reason Qin has not dared to invade Zhao is the presence of General Lian and me in the government. If Qin senses a grudge between us, it will be emboldened into invading our country. This is the reason for my deference to him."

This was brought to the knowledge of Lian Po, who was so ashamed of himself that he bowed his upper torso and carried a stick to Lin Xiangru's residence to beg for forgiveness. When he saw Lin Xiangru he said to him: "I am a crude, ignorant and mean-spirited person but you have been so generous to me. I am really ashamed in front of you. Please punish me!"

Lin Xiangru hurried to help Lian Po up, saying: "Both of us are ministers of Zhao. I'm already very grateful to the general for being so understanding. You have no need to apologize."

Both were moved to tears and they became the best of friends.

## 24、范雎的远交近攻

蔺相如和廉颇同心协力保卫赵国，秦国还真的不敢去侵犯，可是秦国从赵国和魏国却得到了不少土地。那时候，秦国的实权操在秦国的太后和她的兄弟穰（音：dang）侯魏冉手里。公元前270年，穰侯要派兵去打齐国。

正在这时候，秦昭襄王接到一封信，姓名叫张禄，说有要事的事求见。

张禄原是魏国人，原名叫做范雎（雎音jū，一作范雎，音mǐ），本来是魏国大夫须贾（音jū）的门客。有一回，须贾带着范雎出使齐国。齐襄王听说范雎挺有才干，特地打发人去见范雎，送给他一份厚礼，范雎坚决推辞了。

就为了这件事，须贾怀疑他私通齐国。回到魏国以后，向相国魏齐告发。魏齐将范雎严刑拷问，打得他几乎断了气。肋

## 24. Fan Sui's Strategy of Allying with Distant Power and Attacking Nearer Ones

The unity of Lin Xiangru and Tian Po in defending Zhao did act as a deterrent against invasion by Qin. But Qin annexed large parcels of land from Chu and Wei. At that time real power in Qin was in the hands of the queen mother and her brother Wei Wan, the Marquis of Rang. In 270 B.C. the Marquis of Rang was on the point of sending an expeditionary force against Qi.

When all this was happening King Zhuoxiang of Qin received a letter signed by a man called Zhang Lu asking to see him on an urgent business.

Zhang Lu was originally from Wei and born with the name of Fan Sui. He had been a retainer in the household of a minister of Wei called Xu Gu, who once took Fan Sui with him on a mission to Qi. Having heard about the talents of Fan Sui, King Xiang of Qi sent someone to see him in private and offer him a present of great value but Fan Sui resolutely rebuffed the overture.

This incident aroused Xu Gu's suspicion that Fan Sui was in secret collaboration with Qi. Upon their return to Wei, Xu Gu denounced Fan Sui to Wei's prime minister Wei Qi, who subjected Fan to torture that fractured his ribs and knocked

骨被打折，门牙也打掉了两颗。最后，魏齐叫人用破席把他裹起来，扔在厕所里。

天黑下来，范雎才从昏迷中醒过来，只见一个兵士守着他，范雎恳求他帮助，那个守兵偷偷地放走了他，却向魏齐回报，说范雎已经死了。

为了怕魏齐追捕，范雎更名换姓，自称为雎。

那时候，正好秦国有个使者到魏国去，范雎偷偷地去见使者，使者就把他带到秦国。

范雎到了秦国，给秦昭襄王上了道奏书，秦昭襄王约定日子，在离宫接见他。

到那天，范雎上离宫去，在宫内的中道上，忽见秦昭襄王坐着车子来了，范雎故意装作不知道是秦王，也不躲避。

秦王的侍从大声吆喝：“大王来了。”

范雎冷峻地说：“什么，秦国还有大王吗？”

正在争吵的时候，秦昭襄王到了，只听见范雎还在那儿吆喝：“只听说秦国有大后，魏侯，哪儿有什么大王？”

这可恰正说到秦王的心坎上，他急忙把范雎请到离宫，命令左右退出，单独接见范雎。

秦昭襄王说：“我诚愿地请先生指教，不管幸得到秦，上至太后，下至朝臣百官，先生只管直说。”

out a few teeth, nearly killing him. After Wei Qi was through with him, he had him enveloped in an old bamboo mat and thrown in a latrine.

When dusk fell Fan Su gradually came in and saw a soldier guarding him. He sought the help of the guard, who let him go and reported to Wei Qi that Fan Su had died.

For fear of Wei Qi's pursuit Fan Su changed his identity to Zhang Lu.

An envoy from Qin happened to be in Wei at the time and Fan Su went to see him in secret. The envoy took him to Qin.

After arriving in Qin, Fan Su presented a memorial to King Zhaoxiang of Qin, who summoned him to a meeting on an appointed date in an auxiliary palace.

On his way to the palace on the appointed date, Fan Su came upon the carriage of King Zhaoxiang. Fan pretended not to know the occupant of the carriage was the King of Qin and did not move aside for the procession.

The imperial guards shouted: "The King is here!"

Fan Su said casually: "What? Does Qin have a king?"

In the altercation King Zhaoxiang approached and heard Fan Su still grumbling: "I've heard of the queen mother and the Marquis of Rang in Qin but never of a king!"

That touched a raw nerve in the King of Qin, who immediately took Fan Su into his palace and ordered his attendants to leave them alone.

King Zhaoxiang said: "I sincerely wish to seek your advice. You can speak out without fear about anybody, from the queen mother to the officials of my court."

范雎就议论开了，他说：“秦国土地广大，士甲精良，要统治诸侯，本来是很容易办到的事，可是十五年来没有什么成就，这不能不说相国（指魏冉）对秦国没有尽心办事，大王也有失望的地方。”

魏冉秦王说：“你说我失望在什么地方？”

范雎说：“齐国离秦国很远，中间还隔着韩国和魏国，大王要出兵打齐国，就算一帆风顺把齐国打败了，大王也没法把齐国和秦国连接起来，我替大王着想，最好的办法还是远交近攻，对离我们远的齐国要暂时稳住，先把一些邻近的国家攻下来，这样就能够扩大秦国的地盘，打下一寸就是一寸，打下一尺就是一尺，把韩、魏两国先兼并了，齐国也就保不住了。”

魏冉秦王点头称是，说：“秦国要真能打下六国，统一中原，全靠先生远交近攻的计算了。”

当下，魏冉秦王就拜范雎为客卿，并且按照他的计策，把韩国、魏国作为主要的进攻目标。

过了几年，魏冉秦王把相国魏冉撤了职，又不让太后参预朝政，正式拜范雎为丞相。

Fan Sui started his report. He said: "Qin has a vast territory and valiant soldiers. It would have been easy for it to dominate the other states but it has made no headway in this regard in the last fifteen years. It has to be said that the prime minister (meaning the Marquis of Rang) has not done his level best for Qin and the King is not without his fault."

King Zhaoxiang asked: "What in your opinion is my fault?"

Fan Sui replied: "Qi is far from Qin, with Han and Wei sandwiched between them. If you send an expeditionary force against Qi, you will never be able to effectively strike it to Qin, even if you defeat Qi militarily. I believe it is in your best interest to implement a strategy of allying with distant powers and attacking nearer ones. You should maintain a stable relationship with Qi which is far from Qin as you defeat the states that are closer. This will steadily expand Qin's territory. When Han and Wei are annexed, Qi's days will be numbered."

King Zhaoxiang nodded in approval, saying: "If Qin can one day defeat the six states and unify the Central Plain, it will be thanks to your strategy of allying with the distant states and attacking the closer ones."

King Zhaoxiang immediately invited Fan Sui into his government and shifted the main focus of his military campaigns to Han and Wei, as suggested by Fan Sui.

Several years later King Zhaoxiang of Qin sacked his prime minister the Marquis of Rang and banished the queen mother from interfering with the affairs of state. Fan Sui was made chief minister.

The King of Wei was alarmed by the menace coming from

魏王受到秦国的威势，十分惊惶，相信确实听说秦国的丞相是魏国人，就打发须贾到秦馆去求和。

范雎听到须贾到了秦国，换了一身破旧衣服，到客馆里去见他。

须贾一见范雎还活着，吓了一跳，说：“你现在在干什么？”

范雎说：“我就在这儿给人家当个使唤人。”

须贾见他身上穿得单薄，冻得打哆嗦，就拿出一件蓝布大褂来，送给范雎，并且留住他一起吃饭。

须贾说：“听说秦王非常重用丞相范雎，我极想见见他，不知有没有人能够给我引见？”

范雎说：“我的主人倒跟丞相相识，大夫要见丞相，我就伺候你去见他吧。”

范雎陪须贾到了相府门口，对须贾说：“大夫等一会儿，我去通报一下。”

范雎进去不久，里面传出命令，丞相升堂，叫须贾进去。须贾问守门的侍者说：“刚才同我一块儿来的范叔，怎么还不出来？”

守门的说：“哪儿来的范叔，刚才进去的不就是咱们的丞相吗？”

须贾这才知道丞相张仪就是范雎，吓得一身冷汗。他进



Qin. When Prime Minister Wei Qi heard that Qin's chief minister was originally from Wei, he dispatched Xu Gu to Qin to sue for peace.

When Fan Sui learned of Xu Gu's arrival in Qin, he changed into rags and went to the guesthouse to see Xu Gu.

Xu Gu was startled to see Fan Sui still alive; he asked: "What do you do now?"

Fan Sui replied: "I am a valet."

When he saw Fan Sui shivering in his flimsy clothes, Xu Gu gave him a silk robe and asked him to stay for supper.

Xu Gu said: "I understand that the King of Qin has entrusted weighty responsibilities to his chief minister Zhang Lu. I would very much like to see him. Do you know of anyone who can introduce me to him?"

Fan Sui replied: "My master knows the chief minister. If you want to see the chief minister, I can take you to him."

At the entrance to the chief minister's residence, Fan Sui said to Xu Gu: "Please wait here for a moment as I go in to announce your visit."

Soon after Fan Sui went in, a voice inside called out: "The chief minister is presiding and summons Xu Gu." Xu Gu asked the man guarding the door: "Why has Fan Sui who just went in not come out yet?"

The doorkeeper said: "I don't know any Fan Sui. It was the chief minister who just went in."

Xu Gu shook in his shoes as he realized that the chief minister Zhang Lu was none other than Fan Sui. Once in the reception hall he fell on his knees and crawled to where Fan Sui sat, kowtowing all the while and said: "I, Xu Gu, must be

去后，跪在地上爬到范雎面前，连连磕头，说：“我罪该万死，请丞相饶我治罪吧。”

范雎把须贾狠狠地震落了一顿，接着说：“你今天见了我，给我这件绸袍子，总算还有点人味儿。看在这个份上，我饶了你的命。”接着，他又叫须贾捎信给魏王，要魏王杀了魏齐，才允许魏国割地求和。

须贾回到魏国，把范雎的话回报了魏王。魏王情急啊地求和，魏齐走投无路，只好自杀。

魏国求和，秦国就按照范雎远交近攻的计划，先向韩国进攻。

blind not to have recognized the chief minister. I've offended the chief minister. Please punish me!"

After severely reprimanding Xu Gu, Fan Sui went on to say: "You gave me this robe today at our earlier meeting. It means you still have some heart left in you. I am sparing your life on this account." He then asked Xu Gu to take a letter to the King of Wei telling him that only when he had Wei Qi killed would Wei be allowed to so have peace in exchange for ceding territory to Qin.

Upon his return to Wei, Xu Gu reported Fan Sui's terms to the King of Wei. The King of Wei agreed to cede territory in exchange for peace and Wei Qi was left no choice but to kill himself.

After Wei sued for peace, Qin attacked Han in accordance with Fan Sui's strategy of allying with distant powers and attacking closer ones.

## 25、纸上谈兵的赵括

公元前262年，秦昭襄王派大将白起进攻韩国，占领了野王（今河南沁阳），截断了上党郡（治所在今山西长治）和韩郡的联系，上党形势危急，上党的韩军将领不愿投降秦国，打发使者带信逃出把上党献给赵国。

赵孝成王（赵惠文王的儿子）派军队接收了上党，过了两年，秦国又派王陵（音b#）围攻上党。

赵孝成王听到消息，急忙派廉颇率领二十多万大军去救上党，他们才到长平（今山西高平县西北），上党已经被秦军攻占了。

王陵还想向长平进攻，廉颇连忙守住阵地，叫兵士们修筑堡垒，深挖壕沟，跟远来的秦军对峙，准备作长期抵抗的打算。

王陵几次三番向赵军挑战，廉颇说什么也不跟他们交战。王陵想不出什么法子，只好派人回报秦昭襄王，说：“廉颇是

## 25. Zhao Kuo, the Unequaled Military Strategist on Paper

In an attack in 262 B.C. ordered by King Zhaoxiang of Qin against Han, the Qin army commanded by General Bai Qi occupied Yewang (today's Qinyang in Henan Province) and cut Shangdang Prefecture (with seat in today's Changzhi in Shanxi Province) off from the Han Capital. As Shangdang teetered on the brink, the generals of its garrison refused to surrender to Qin but rather sent an envoy with a map to alert Shangdang to Zhao.

King Xiaocheng of Zhao (son of King Huwendi) sent troops to take over Shangdang. Two years later, Qin again sent troops under the command of Wang He to lay siege to Shangdang.

When King Xiaocheng of Zhao learned of the siege, he immediately sent Lian Po with two hundred thousand men to relieve Shangdang. By the time they reached Changping (northwest of today's Guoping County in Shanxi Province), Shangdang already fell to the Qin attackers.

As Wang He penned his troops for a march to Changping, Lian Po dug in and ordered fortresses, trenches and foxholes built in preparation for a prolonged standoff between the two armies.

Wang He repeatedly challenged Zhao troops to a battle but Lian Po refused to engage the Qin army. Having exhausted his bag of tricks, Wang He sent word back to King Zhaoxiang,

个富有经验的老将，不轻易出来交战。我军老远到这儿，长期下去，就怕粮草接济不上，怎么办呢？”

秦昭襄王问范雎出主意。范雎说：“要打败赵国，必须先叫赵国把廉颇调回去。”

秦昭襄王说：“这哪儿办得到呢？”

范雎说：“让我来想办法。”

过了几天，赵孝成王听到左右纷纷议论，说：“秦国就怕让年轻力强的赵括带兵，廉颇不中用，眼看就快投降啦！”

他们所说的赵括，是赵国名将赵奢的儿子。赵括小时爱学兵法，谈起用兵的道理来，头头是道，自以为天下无敌，连他父亲也不在他眼里。

赵王听信了左右的议论，立刻把赵括找来，问他能不能打退秦军。赵括说：“要是秦国派白起来，我还得考虑对付一下，如今来的是王龁，他不过是廉颇的对手。要是换上我，打败他不在话下。”

saying: "Lian Po is a seasoned veteran general. He can't easily be provoked into engaging our forces. Our troops are far from home. If this standoff goes on, we may soon have problems with replenishing our supplies. What should we do?"

When King Zhaoxiang asked Fan Sui for advice, the latter said: "If we want to defeat Zhao, we must first of all cause Lian Po to be recalled to his capital."

King Zhenaleng was inclined to doubt. "How's that possible?"

Fan Sui replied "Leave it to me!"

A few days later, King Xiaocheng of Zhao overheard exchanges among his attendants that went like: "Qin is afraid that the young and vigorous Zhao Kuo would be given the command of the Zhao army. Lian Po is past his prime after all. It looks like he is on the point of surrendering."

The Zhao Kuo they were talking about was the son of a famous general of Zhao by the name of Zhao She. Zhao Kuo liked to study the art of war since a child and enjoyed discussing on military doctrine and strategies, in which he believed no one in the world was his match, including his father, with whom he was not particularly impressed.

Swayed by the exchanges he overheard, the King of Zhao immediately sent for Zhao Kuo and asked him whether he had any confidence in beating back the Qin assault. Zhao Kuo replied: "If Qin had sent Bai Qi in command his forces, I'd need to think carefully about how to deal with him. But Wang He is more in the league of Lian Po. It goes without saying that if I am named commander of the Zhao forces, I will defeat him easily."

赵王听了很高兴，就拜赵括为大将，去接待魏师。

魏相如叶对赵王说：“赵括只懂得读父亲的兵书，不会临阵应变，不能让他做大将。”可是赵王对魏相如的劝告听不进去。

赵括的母亲也向赵王上了一道奏章，请求赵王别派她儿子去。赵王把她召了来，问她什么理由。赵母说：“他父亲临阵的时候再三嘱咐我说：‘赵括这孩子把用兵打仗看作儿戏似的，谈起兵法来，纵横空四海，目中无人。将来大王不用他还好，如果用他为大将的话，只怕赵军会落在他的手里。’所以我请求大王千万别让他当大将。”

赵王说：“我已经决定了，你就别管吧。”

公元前260年，赵括领兵二十万到了长平，请魏国验过兵符，魏国办了移交，回邯郸去了。

赵括领率着四十万大军，声势十分浩大。他把魏国规定的一套制度全都废除，下了命令说：“秦国再来挑战，必须迎



Pleased by what he was hearing, the King of Zhao named Zhao Kuo as commander to replace Lian Po.

Liu Xiangru said to the King of Zhao: "Zhao Kuo may have read all his father's books on the art of war but he lacks the ability to adapt tactics to changing circumstances. He's not qualified for top command." But the King of Zhao was in no mood to heed Liu Xiangru's advice.

Zhao Kuo's mother also presented a memorial to the King of Zhao, asking him to reconsider her son's appointment. The King of Zhao summoned her to explain the reason for her request. The mother of Zhao Kuo said: "Before his death, Zhao Kuo's father reminded me time and again that our son Zhao Kuo treats the business of war as child's game. When he starts talking about the art of war, he has no respect for anybody and thinks he is the greatest. We will be thankful if the King does not entrust him with any serious responsibility. If he is given a top military position, the Zhao army will likely be ruined under his command. That's why I implored you not under any circumstances to name him commander."

The King of Zhao said: "The decision has been made. Just stay out of it!"

In 260 B.C. Zhao Kuo arrived in Changping at the head of two hundred thousand men, and presented his commander's tally to Lian Po for verification. After the handover of command, Lian Po returned to Handan.

Now at the head of an impressive army of four hundred thousand men, Zhao Kuo ordered the dismantlement of the entire system of institutions built up by Lian Po and declared: "When the Qin troops challenge us to a fight again, we must go

头打回去，敌人打败了，就得退下去，非杀得他们片甲不留不算完。”

那边是魏国赵括替魏国出的主意，知道自己的反间计成功，就秘密派白起为上将军，去指挥秦军。白起一到长平，布置好埋伏，故意打了几阵败仗，赵括不知是计，拼命逃奔。白起把赵军引到预先埋伏好的地区，派出精兵二万五千人，切断赵军的后路，另派五千骑兵，直冲赵军大营，把四十万赵军切成两段。赵括这才知道秦军的厉害，只好筑起角垒坚守，等待救兵。秦国又发兵把赵国救兵和运粮的道路切断。

赵括的军队，内无粮草，外无援兵，守了四十多天，兵士那叫苦连天，无心作战。赵括带兵想冲出重围，秦军万箭齐发，把赵括射死了。赵军听到主将被杀，也纷纷扔了武器投降。四十万赵军，就在长平被兵的主帅赵括手里全部覆没了。

out immediately to drive them back. When they are in rout we must press on in pursuit and mop them up taking no prisoners."

As Fan Sui learned about the replacement of Liao He by Zhao Kuo, he knew his ploy of sowing discord in the enemy camp had succeeded. In great secrecy he promoted Bai Qi to superior general and named him commander of the Qin forces. When Bai Qi arrived in Changping, he prepared ambushes and deliberately lost several battles. Not knowing that he was being set up, Zhao Kuo led his forces in hot pursuit. Bai Qi lured the Zhao forces to where he had laid an ambush and ordered twenty five thousand men to cut off their retreat. Another five thousand cavalrymen were sent straight into the main encampment of the Zhao army, separating the four hundred thousand strong Zhao army into two unconnected parts. Zhao Kuo was now beginning to realize the Qin army was a tough opponent and the only thing he could do was dig in and construct defenses to wait for the arrival of reinforcements. Soon Qin troops cut off Zhao's supply routes and reinforcements.

Zhao Kuo's troops were now running out of rations and fodder, with no reinforcements on the horizon. After forty days of being holed up, the troops started complaining bitterly and lost any appetite for battle. Zhao Kuo led his troops in an attempt to break out of the encirclement but was killed in a barrage of arrows shot by the Qin troops. When the Zhao troops learned of the death of their leader, they threw down their weapons and surrendered. This then was how the huge Zhao army of four hundred thousand men was wiped out under the command of the supreme general Zhao Kuo, who was an excellent military strategist on paper.

## 26、毛遂自荐

秦国大举攻打赵都邯郸。赵国虽然竭力抵抗，但因为处长平遭到惨败后，力量不足。赵孝成王要平原君赵胜想办法向魏国求救。平原君是赵国的相国，又是赵王的叔叔。他决心亲自上魏国去跟魏王谈判联合抗秦的事。

平原君打算带二十名文武全才的人跟他一起去魏国。他手下有三千个门客，可是真要找文武双全的人才，却并不容易。挑来挑去，只挑中十九个人，其余都看不中了。

他正在着急的时候，有个坐在末位的门客站了起来，自我推荐说：“我能不能来凑个数呢？”

平原君有点惊异，说：“您叫什么名字？到我们下来有多少日子了？”

那个门客说：“我叫毛遂。到这儿已经三年了。”

平原君摇摇头，说：“有才能的人活在世上，就像一把锥

## 26. Mao Sui Recommending Himself

Qin launched a large scale operation against Zhao's capital Handou. Zhao put up a stiff resistance but its strength had been falling since its disastrous defeat at Changping. King Xiaozheng of Zhao asked Zhao Sheng (Lord Pingyuan) to seek help from Chu. Zhao Sheng was Zhao's prime minister and the king's uncle. He decided to travel to Chu to discuss with the King of Chu the possibility of an alliance against Qin.

Zhao Sheng planned to travel to Chu with a retinue of twenty men with both administrative and military expertise. Although he had three thousand retainers under his aegis, it was not easy to find men of such versatility and endowment. After careful vetting, nineteen were picked and none of the other retainers made the cut.

As Zhao Sheng fretted, a retainer sitting far back in the room got to his feet and recommended himself: "Can I be the twentieth?"

Surprised, Zhao Sheng asked, "What's your name? How long have you been my retainer?"

The retainer replied, "My name is Mao Sui and I've been here three years."

Zhao Sheng shook his head, saying, "A talented person is like an awl in one's pocket. It wouldn't be long before its sharp

子放在口袋里，它的尖儿很快就冒出来了。可是您来到这儿三年，我没有听说您有什么才能啊。”

毛遂说：“这是因为我到今天才让您看到这把锥子。要是您早点把它放在袋里，它早就露出来了，难道光露出个尖儿就算了吗？”

旁边十九个门客认为毛遂在说大话，都带着轻蔑的眼光笑他。可平原君见识毛遂的胆量和口才，就决定让毛遂带上二十人的数，当天拜别赵王，上楚国去了。

平原君原是考虑子在朝堂上谈两个做抗秦的事。毛遂和其他十九个门客都在台阶下等着。从早晨谈起，一直谈到中午，平原君为了说服楚王，把嘴唇皮都说干了，可是楚王说什么也不同意出兵抗秦。

台阶下的门客等得实在不耐烦，可是谁也不知道该怎么办。有人想起毛遂在赵国说的一番豪言壮语，就悄悄地对他说：“毛先生，看你的啦！”

毛遂不慌不忙，拿着宝剑，上了台阶，高声嚷着说：“合纵不合纵，三言两语就可以解决了。怎么从早晨说到现在，太阳都直了，还没说个当呢？”

楚王很不高兴，问平原君：“这是什么人？”

tip pierces the pocket and thrusts itself into view. Why have I never heard about your skills after you've been here three years?"

Mao Sui replied: "It's because I chose to show you the owl only today. If you had put it in your pocket sooner, it would have pierced your pocket a long time ago. Are you interested only in the tip showing?"

The nineteen retainers picked for the mission thought Mao Sui was only bragging and looked at him with contempt. But Zhou Sheng was impressed by Mao Sui's audacity and eloquence and decided to make him the twentieth member of the group. They bade farewell to the King of Zhao the same day and set off for Chu.

As Zhou Sheng discussed the proposal of a coalition against Qin with King Kaolie of Chu in the royal council chamber, Mao Sui and the nineteen other retainers waited below. The talk started in the morning and by noon time Zhou Sheng had lobbied so hard that his mouth became parched but the King of Chu remained dead set against attacking Qin.

The retainers waiting at the foot of the steps were getting impatient but none knew what to do. Someone remembered the wild boasts of Mao Sui back in Zhao and whispered to him: "Mr. Mao, this is your opportunity to chew off your talents."

Cool and composed, Mao Sui went up the steps carrying his sword and said in a loud voice: "Do you want an alliance or don't you? This matter can be settled in a few words. Why haven't you been able to come to a conclusion after talking from morning till high noon?"

The King of Chu was very upset at this intrusion and asked Zhou Sheng: "Who is this man?"

平原君说：“是我的门客毛遂。”

秦王一听是个门客，更加生气，骂毛遂说：“我跟你主人商量国家大事，跑到你来干嘛？还不赶快下去！”

毛遂挺着宝剑跨前一步，说：“你招不到好的客人，我主人在这里，你确口骂人算什么？”

秦王看他身边带着宝剑，又听他说话那股倔劲儿，有点害怕起来，就换了和气的脸色对他说：“期望有什么高见，请说吧。”

毛遂说：“楚国有一千多里土地，一百万兵士，原来是个称霸的大国，没有想到秦国一兴起，楚国连连打败仗，甚至堂堂的国君也当了秦国的俘虏，死在秦国。这是楚国最大的耻辱。秦国的白起，不过是个没有什么了不起的小子，带了几万人，一战就把楚国的国都——郢都夺了去，逼得大王只好迁都。这种耻辱，就连我们赵国人也替你们害羞，想不到大王倒不感到耻辱呢。老实说，今天我们主人跟大王来商量合纵抗秦，主要是为了楚国，也不单单为我们赵国啊。”

毛遂这一番话，真像一把梭子一样，一句句戳痛楚王的心，他不由得脸红了，接着说：“说的是，说的是。”



Zhao Sheng replied: "He is Mao Sui, one of my retainers."

Upon hearing that he was only a retainer, the King of Chu became angrier. He upbraided Mao Sui, saying: "I am discussing weighty matters of state, who are you to interrupt us? Go back down now!"

Mao Sui took another step forward while putting his hand on the sword, saying: "Stop bullying people just because you are powerful! What's the idea of chewing me out in front of my master?"

Seeing the sword he carried and hearing the vehemence of his protests, the King of Chu was a little scared and switched to a more conciliatory tone: "What then do you have to say? I am listening."

Mao Sui said: "Chu boasts a territory five thousand *li* wide and an army of one million men. Chu used to be a major hegemonic power but with the rise of Qin, Chu has suffered a string of defeats and one of its monarchs became a prisoner of Qin and died there. No humiliation is greater than this for your country. But Qi of Qin, who is not noted for any great talents, was able to take Yingdu, the capital of Chu, in one battle, forcing the King of Chu to move its capital. Even we, the people of Zhao, feel the shame for you. But your Majesty doesn't seem to desire revenge, to want to remove this blot on the honor of your country. Frankly speaking my master is discussing with you an alliance against Qin, not so much for Zhao's sake, but more importantly for Chu's sake."

Every word Mao Sui spoke felt like a sharp stab of an awl at the King's heart. Red-faced, he kept repeating: "You are right! You are right!"

毛泽东紧锁了一句：“那么合纵的事就定了吗？”

楚王说：“决定了。”

毛泽东回头，叫楚王的侍从马上拿鸡、肉、马的血来。他捧着铜盘子，跪在楚王的跟前说：“大王是合纵的纵约长，请您先歃血（歃血就是把牲畜的血涂在嘴上，表示盟誓，是古代订立盟约的时候的一种仪式。歃音 shà）。”

楚王歃血后，平原君和毛泽东也当场歃了血。楚、赵结盟以后，楚考烈王就派春申君黄歇为大将，率领八万大军，奔赴赵国。

Ma Su, relentless, pressed him: "So the matter of the alliance is settled?"

The King of Chu replied: "It is settled!"

Ma Su wasted no time; he turned his head and asked the attendants of the King of Chu to bring some chicken, dog and horse blood, right away. Holding a bronze basin, he knelt down in front of the King of Chu and said: "Your Majesty is the supreme leader of the alliance, so you swore a blood oath first. In ancient ceremonies to conclude an alliance, animal blood was rubbed on the mouth as a token of good faith."

After the the blood oath of the King of Chu, Zhao Sheng and Ma Su did likewise. Following the creation of an alliance between Chu and Zhao, King Kanhe of Chu sent Huang Xie (Lord Chunshen) with eighty thousand troops to rush to Zhao's rescue.

## 27、信陵君救赵

魏国派兵救赵的同时，魏国也接受了赵国求援的要求。魏安釐王派大将晋鄙（音bi）率兵救赵国。

齐明王一听魏、楚两国发兵，亲自跑到邯郸去督战。他派人对魏安釐王说：“邯郸早晚要被秦国打下来。秦撤兵后，等我灭了赵国，就攻打魏。”魏安釐王被吓唬住了，连忙派人去退晋鄙，叫他就地安营，别再进兵。晋鄙就把十万兵马扎在邺城（今河北临漳县西），按兵不动。

赵国派使者向魏国催促进兵。魏安釐王想要进兵，又怕得罪秦国；不进兵吧，又怕得罪赵国，只好不进不退地停着。赵孝成王十分着急，叫平原君给魏国公子信陵君魏无忌写信求救。因为平原君的夫人是魏陵君的姐姐，两家是亲戚。

信陵君接到信，三番五次地央告魏安釐王命令晋鄙进兵。

## 27. Lord Xinling Rescued Zhao

When Chu sent troops to Zhao's aid, Wei also received Zhao's call for help. King Anxi of Wei sent General Jin Bi with troops to rescue Zhao.

When King Zhaoxiang of Qin warned that Wei and Chu had sent troops to relieve Zhao, he went to Handan to personally direct the campaign. He sent word to King Anxi of Wei, saying, 'It's only a matter of time before Handan falls to Qin. Whoever dares go to its aid is hereby put on notice that once I have annihilated Zhao I will turn on him.' This threat succeeded in frightening King Anxi of Wei, who immediately sent someone posthaste after Jin Bi, ordering him to pitch tent and stop the advance of his troops. Jin Bi believed his one hundred thousand men in Yucheng (southwest of today's Linzhang County in Hebei Province) and waited for further orders.

Zhao sent an envoy to Wei urgently requesting it to order its troops into action. King Anxi of Wei wanted to send his troops into action but was afraid to antagonize Qin. If he kept the troops contained in camp, he would antagonize Zhao. So his troops stayed put, neither advancing nor returning home. King Xiaocheng of Zhao became very anxious and asked Lord Pingyuan to write to Wei. Lord Pingyuan, a brother of the Wei monarch, for help. Lord Pingyuan's wife was Lord Xinling's sister, so the two families were related.

After receiving the letter, Lord Xinling importuned King Anxi of Wei several times to order Jin Bi into action but the

大王是什来也不答应。但魏王自有办法，别门客道：“大王不  
愿意进攻，我魏王自己上马超去，要死也跟他们同死一起。”

当时，不少门客愿意相信这句话。

刘备有个抱恩拜敬的朋友，名叫魏延（Wei Yan）。他  
随口说去马超，刘备说：“你们这马上赶到去打曹兵，就  
会想一些办法到魏延身边，不白白白白去送死吗？”

刘备说：“我上马超没有有什么用处，可是又有什  
么办法呢？”

魏延听了有人，对刘备说：“咱们大王真有个福星  
高照的如星，好不好？”

刘备点头说：“对！”

刘备说：“马超兵停置在大王的卧室里，只有马超的  
儿子马超，当初如星的父亲人害死，他要求人上马超上  
战那个仇人，他了三十年都没有得到，后来马超公子马超  
到魏延人，马超说：“马超为了这件事非常感激马超，如  
果公子马超把马超送出来，马超一定会答应。公子马超到  
兵将，马超带马超的兵将，马超带兵和马超作战，这比空平  
去送死不是更好吗？”

King of Wei was adamant in his refusal. Having exhausted all avenues without success, Lord Xinling said to his retainers: "The King is unwilling to send in the troops so I've decided to go to Zhao myself to die with the people there."

Many of his retainers were willing to follow Lord Xinling in Zhao.

Before his departure, Lord Xinling called on Hou Ying, a friend for whom he had the highest regard, to bid him fare-well. Hou Ying said: "Pitching your troops against the Qin army in Zhao is like throwing a chunk of meat to a hungry tiger. You will be needlessly courting your own death."

Lord Xinling said with a sigh: "I am well aware of the futility of it all. But what else can I do?"

Hou Ying said to Lord Xinling after clearing the room, leaving the two of them alone: "Our king has a favorite concubine called Ru Ji, correct?"

Lord Xinling nodded affirmatively: "Correct."

Hou Ying went on: "I understand that the tally that authorizes troop movements is hidden in the King's bedroom and only Ru Ji is able to get her hands on it. Back when Ru Ji's father was murdered, she asked the King to find the murderer but no suspect was apprehended after three years of investigation. It was you who got your retainers to find the killer and avenged Ru Ji, who owes you a debt of gratitude for this assistance. If you ask Ru Ji to steal the tally, she will surely agree. Once you have the tally in hand, you can take it to Jin Xi and take over his command. You can then engage the Qin troops in battle. Wouldn't this be better than going to your death alone?"

伯陵焉听了，如梦初醒。他马上派人去跟如懿高嘉，乞求一口答应。当天半夜，趁着国王熟睡的时候，如懿果然把兵符盗了出来，交给一个心腹，送到伯陵府那儿。

伯陵府拿到兵符，再一次向侯爵告假。侯爵说：“替在外，君命有所不受。万一晋鄙得到兵符，不把兵权交给公子，你打算怎么办？”

伯陵老一楞，皱着眉头得不出来。

侯爵说：“我已经给公子考虑好了。我的朋友朱亥（朱 bāi）是魏国数一数二的大力士，公子可以带他去。到那時候，要是晋鄙能痛痛快快地把兵权交出来最好，要是他推三阻四，就让他滚来对付他。”

伯陵带着朱亥和门客到了都城，见了晋鄙。他假传国王的命令，要晋鄙交出兵权。晋鄙接过兵符，仍旧有点怀疑，说：“这是军机大事，我还要再禀明大王，才能够照办。”

晋鄙的话音刚落，站在伯陵身旁的朱亥大喝一声：“你不听大王命令，想反叛吗？”



Enlightened by Hou Ying's reasoning, Lord Xinning felt as if he'd just come out of a deep sleep; he immediately sent someone to nurse the matter with Ru Ji, who quickly gave her assent. Late that night after the King of Wei was fast asleep, Ru Ji succeeded in getting the tally out quietly and had it brought to Lord Xinning by a trusted subaltern.

After receiving the commander's tally, Lord Xinning called on Hou Ying to bid him farewell a second time. Hou Ying said: "When a general is on the battlefield, he sometimes can ignore the King's orders. What are you going to do if Jin Bi refuses to pass the command to you when presented with the tally?"

Lord Xinning was unprepared for the question and remained speechless with knitted brows.

Hou Ying said: "I've already anticipated this eventuality. My friend Zhu Hai is one of the bravest men in Wei. You can take him with you. If Jin Bi hands over his command immediately, then well and fine, but if he makes any difficulty let Zhu Hai take care of him."

When Lord Xinning arrived in Ye Cheng with his retinue of retainers and Zhu Hai, he went to Jin Bi and conveyed the false order of the King for Jin Bi to hand over his command to him. When Jin Bi examined the tally, he was a little suspicious. He said: "This is a military matter of the highest importance. I have to confirm it with the King before carrying it out."

Scarcely had Jin Bi finished his sentence when Zhu Hai thundered from behind Lord Xinning: "Are you defying the King's orders? Are you rebelling against him?"

不由晋那分说，宋及叔从袖子里拿出一个四十斤重的大铁锤，向着晋那头重脑砸过去，结束了晋那的生命。

信陵君拿着兵符，对将士宣布一道命令：“父子都在军中的，父亲可以回去，兄弟都在军中的，哥哥可以回去，独子没兄弟的，都回去照顾父母，其余的人都跟我一起救赵国。”

当下，信陵君就选了八万精兵，出发去救邯郸。他亲自指挥将士向秦国的兵营冲杀，秦将王龁没防备魏国的军队会突然进攻，手忙脚乱地抵抗了一阵，渐渐支持不住了。

邯郸城外的平原君见魏国救兵来到，也带着赵国的军队杀出来，两下一夹攻，打得秦军像山崩似地倒了下来。

秦国多少年来，没有打过这么一个大的仗，王龁带兵败退，还有二万多名秦兵被魏兵围困住，投降了。

信陵君救了邯郸，保全了赵国，赵孝成王和平原君十分感谢，亲自到城外迎接他。

楚国春申君带领的救赵的军队，还在武关观望，听到秦国打了败仗，邯郸解了围，就带兵回楚国去了。

Before Jin Ji could protest, Zhu Hai took out a metal rod hidden in his sleeve, probably weighing 20 kilos, with which he hit Jin Ji on the head, killing him.

Holding the commander's tally, Lord Xinling issued an order to the troops: "If both father and son serve in this army, the father can go home now; if brothers serve together, the elder brother can go home. Only sons can go home to care for their parents, since they have no brothers to do it. All the rest will follow me to relieve the siege of Zhou."

Lord Xinling assembled an elite force of eighty thousand men and set out to relieve Handan. He personally led the charges against the Qin troops. Unprepared for this unexpected attack by Wei troops, the Qin general Wang He put up a disorderly resistance but soon began to lose ground.

When he learned that Wei reinforcements had arrived, Lord Pingyuan led Zhao troops out of Handan to join the fray. Attacked from two sides, the Qin troops were routed and collapsed like an avalanche.

This was the first time in many years that the Qin forces had suffered such a humiliating defeat. General Wang He beat a retreat with his troops; twenty thousand Qin troops encircled by the Zhao army surrendered.

Lord Xinling relieved the siege of Handan and saved Zhao. Deeply grateful, King Xiaocheng of Zhao and Lord Pingyuan came out of the city to greet him.

In the meantime Lord Chunsheng of the state of Chu was waiting with his reinforcements in Wuguan and when news of the rout of the Qin forces and the lifting of the siege of Handan reached him, he took his troops home to Chu.

## 28、李斯谏逐客

秦国虽然在邯郸打了一次败仗，但是它的国力还很强。第二年（公元前256年）又进攻韩、赵两国，打了胜仗。后来，索性把挂名的东周王朝也灭掉了。秦昭襄王死去后，他的孙子秦庄襄王即位不到三年也死去，年才十三岁的太子嬴政即位。当时，秦国的朝政大权掌握在相国吕不韦手里。

吕不韦原是阳翟（今河南禹州）地方的一个富商，因为帮助嬴异人取得王位，当上了相国。吕不韦当相国以后，他学孟尝君的样子，收留了大批门客，其中有不少是列国来的。

战国时期有许多学派，纷纷著书立说，历史上把这种情况称做“百家争鸣”。吕不韦自己不会叫书，他组织他的门客一起编写一部书，叫《吕氏春秋》。书写成后，吕不韦还派人

## 28. Li Si Advised against the Expulsion of Foreign-born Officials

Although Qin was dealt a heavy blow at Haddon, it did not make any significant dent in its power and strength. The next year (480 B.C.) it was victorious in its military campaigns against Han and Zhao. It went on to deliver the *ding de yu* to the Eastern Zhou dynasty, which for years had in all intents and purposes ceased to exist except in name. Following the death of King Zhaoxiang of Qin, his grandson King Zhuangxiang also died barely three years after his accession to the throne. His crown prince Yingzheng ascended the throne at the age of 13. In that period real power was vested in the Prime Minister Li Buwei.

Li Buwei was a wealthy merchant in Yingzhai (today's Yuzhou in Henan Province) before becoming prime minister for having helped King Zhuangxiang win the throne. After being named prime minister, Li Buwei followed the example of Meng Jiangjun and took in large numbers of retainers, many of whom had come from other states.

In the Warring States Period many schools of thought vied with each other in publishing books and spreading their ideas. This is what historians call the "competition of a hundred schools of thought." Not good at writing books, Li Buwei

把它挂在咸阳市门上，还发布告示，说谁能对这部书提出意见，不论增个字或者删掉个字，就赏金千两。这一来，他的名气就更响了。

秦王政年纪渐渐大起来，在他二十二岁那年，宫里发生一起叛乱，幸而吕不韦不帮，秦王政觉得吕不韦碍事，把吕不韦免了职，后来又发现吕不韦势力不小，就逼他自杀。

吕不韦一倒台，秦国一些贵族、大臣就议论起来，说别国的人跑到秦国来，都是为他们本国打算，有的说不定是来当间谍的，他们请秦王政把客卿统统撵出秦国。

秦王政接受这个意见，就下了一道逐客令，大小官员，凡不是秦国人，都得离开秦国。

有个楚国来的客卿李斯，原是著名儒家学派的代表韩非的学生，他来到秦国，被吕不韦留下来当了客卿，这一回，李斯也挨到被驱逐的份儿，心里挺不服气。离开咸阳的时候，他上了一道奏事给秦王。

李斯在奏章上说：“从榆枲穆公用了百里奚，重叔，当了霸主；秦孝公用了商鞅，变法图强，惠文王用了张仪，拆散了六国联盟，昭襄王用了范雎，提高了朝廷的威望，这四位

enlisted the help of his retainers in compiling a book titled *Lu's Spring and Autumn Annals*. After the completion of the tome, Lu had it exhibited at the main gate of Xianyang with a bulletin saying that whoever offered suggestions on the text, even if for the addition or deletion of a few words would be awarded one thousand *liang* of gold. This made his fame grow.

When King Zheng of Qin reached 22, there was a palace coup involving Lü Buwei. Finding Lu a liability, the King of Qin removed him from his post. When the King realized that Lu still possessed considerable influence, he ordered him to kill himself.

In the wake of Lu's demise, members of the nobility and ministers started to make the case that people came to Qin from other states mainly with the interests of those states in mind and might even be spies. They urged King Zheng of Qin to expel all non-nativeborn officials from the country.

Taking their advice, the King of Qin issued an order that all government officials regardless of their rank in the bureaucracy who did not originate in Qin must leave the country.

An official who had come from Chu by the name of Li Si was a student of a famous Confucianist Xun Kuang. He was taken in by Lü Buwei when he arrived in Qin. Li Si did not take his own expulsion well. When he left Xianyang, he presented a memorial to the King of Qin.

Li Si said in the memorial: "Bringing Bai Li Xi and Han Shu into his government, Duke Mu of Qin became a hegemon. Duke Xiao of Qin entrusted to Shang Yang the responsibility of making Qin a powerful state. King Huiwen dismantled the interstate alliances with the help of Zhang Yi. Under King

君主，都是依靠客卿建立了功业。现在到大王手里，却把外来的人才都禁止，这不是帮助敌国增加实力吗？”

秦王政觉得李斯说得有道理，连忙打发人把李斯从半路上接回来，恢复他的官职，还取消了逐客令。

秦王政用李斯当谋士后，一面加强对各国的攻势，一面派人到列国游说诸侯，还用反间、收买等手段，配合武力进攻。韩王安看到这形势，害怕起来，派公子韩非到秦国来求和，表示愿意做秦国的属国。

韩非也是韩国的学生，跟李斯同学。他在韩国看到国家一天天削弱，几次上书向韩王进谏，韩王就是不理他。韩非回韩国后，没被重用，就关起门来写了一部书，叫《韩非子》。他在书中主张君主应该集中权力，加强法治。这部书传到秦国，秦王政看到了十分赞赏，说：“如果我能和这个人见见面，该多好啊。”

这一回，韩非受韩王委派来到秦国，看到秦国的强大，上书给秦王，表示愿为秦国统一天下出力。这份奏章一送上去，秦王还没考虑重用韩非，李斯倒先着急起来，怕韩非夺了他



Zhaoliang, the prestige of the Qin court grew further because he placed his trust in Fan Sui. All four monarchs achieved greatness as a result of enlisting the services of non-native-born talents. When your Majesty expels foreign born talents, you are just helping enemy states build up their strength."

Persuaded of the validity of the case made by 11 Si, the King of Qin immediately sent people to bring him back and reinstated him. The expulsion order was rescinded.

With 11 Si advising him, King Zheng of Qin stepped up attacks against other states and sent out envoys to lobby the leaders of various feudal states. He supplemented military operations with covert activities to sow discord and buy support in enemy camp. Unsettled by what was going on, King An of Han sent prince Han Fei to Qin to sue for peace and offer to become Qin's vassal state.

Han Fei, like 11 Si, was a student of Xun Kuang's. Witnessing the steady decline of Han, he often volunteered advice to the King of Han but was ignored. Although he was an erudite scholar, he remained in the political wilderness so he devoted himself to the writing of a book titled *Hanfeizi* in which he advocated concentration of power in the monarch and the rule of law. When the book was brought to Qin, King Zheng of Qin read it and liked it very much. He said, "Wouldn't it be wonderful if I could meet the author?"

When Han Fei arrived in Qin at the behest of the King of Han and saw with his own eyes how strong Qin was, he presented a memorial to the King of Qin offering his services to help Qin unite all the states into one big country. After the memorial was presented 11 Si became anxious even though

的地位。他在秦王面前说：“韩非是韩国的公子，大王兼开诸侯，韩非肯定为韩国打算。如果让他回国，也是个后患，不如找个罪名把他杀了。”

秦王政听了这话，有点犹疑，下令先把韩非扣押起来，准备审问。韩非进了监狱，想辩白也没机会。李斯却给他送来了毒药，韩非只好服药自杀了。

秦王政扣押了韩非，也有点后悔，打发人把韩非放出来，可是已经晚了。秦王政十分懊恼。正在这时候，有个魏国人跑到秦国来，秦王政找他一谈，觉得他是个难得的人才，就任用他为秦国尉。后来人们称他尉缭。

the King of Qin hadn't given any thought to bringing Han Fei into his government. Ji Si was afraid that Han Fei might upstage him. He said to the King of Qin: "Han Fei is a prince of Han. While your Majesty is committed to annexing the dual states, Han Fei is bound to defend Han's interests. If you allow him to go back to Han, he will pose a future threat. It would be more prudent to have him killed on a pretext."

King Zheng of Qin was undecided at Ji Si's advice. He ordered the detention of Han Fei with the intention of questioning him. Before he could protest his innocence, Han Fei was thrown in jail. Ji Si sent someone with poison to his cell and Han Fei had no choice but to kill himself with it.

By the time King Zheng of Qin began to have second thoughts about jailing Han Fei and ordered the release of Han Fei it was already too late. King Zheng of Qin was very upset about the incident. There was a man called Zhao from Wei, who happened to be in Qin at the time. In a conversation with him, King Zheng of Qin found him to possess unusual talents and named him Wei Commandant, ancient military title of Qin. He became popularly known as Wei Zhao Commandant Zhao.

## 29、荆轲刺秦王

秦王政重用尉缭，一心想统一中原，不断向各国进攻。他拆散了燕国和赵国的联盟，使燕国丢了好几座城。

燕国的太子丹原来留在秦国当人质，他见秦王政决心兼并列国，又夺去了秦国的土地，就偷偷地逃回燕国。他恨透了秦国，一心要替燕国报仇。但他既不操练兵马，也不打算联络诸侯共同抗秦，却把燕国的命运寄托在刺客身上。他把家产全拿出来，找可能刺秦王政的人。

后来，太子丹物色到了一个很有本领的勇士，名叫荆轲。他把荆轲收在门下当上宾，把自己的车马给荆轲坐，自己的饭食、衣服让荆轲一起享用。荆轲当然很感激太子丹。

公元前230年，秦国灭了韩国，过了两年，秦国大将王翦（音jiǎn）占领了赵国都城邯郸，一直向北进军，逼近了燕国。

## 29. Jin Ke's Attempt on the Life of the King of Qin

King Zheng of Qin placed great trust in Wei Liao and pressed his military campaigns against other states in his relentless quest for a grand unified state on the Central Plain. He achieved the dismantlement of the Yan Zhao Alliance and took several cities from Yan.

Dan, the crown prince of Yan, was retained in Qin as a hostage. As he realized King Zheng's determination to annex the dual states and when he saw Yan land taken by Qin, he sneaked back to Yan, inspired by a visceral hatred for Qin and bent on revenge. But he chose not to achieve his purpose by beefing up his country's military preparedness or building up alliances against Qin but rather placed the fate of Yan in the hands of assassins. He offered all his family fortunes for someone to assassinate King Zheng of Qin.

Prince Dan finally recruited a formidable warrior by the name of Jin Ke, whom he invited into his household as a valued guest with the privilege of the use of his own carriage. He even shared his food and clothing with Jin Ke, who naturally felt deeply indebted to Prince Dan.

In 270 B.C. Qin eliminated Han from the political map. Two years later General Wang Jian of Qin occupied Haidu, the capital of Zhao and led his troops on a northward drive toward Yan.

燕太子丹十分焦急，就去找荆轲。太子丹说：“拿兵力去对付秦国，简直像拿鸡蛋去碰石头，要联合各国合纵抗秦，看来也办不到了，我想，请一位勇士，打扮成使者去见秦王，接近秦王身边，逼他退还诸侯的土地。秦王要是答应了最好，要是不答应，就把他刺死。您看行不行？”

荆轲说：“行是行，但要接近秦王身边，必须得先叫他相信我们是向他求和去的。听说秦王早就想杀燕国是肥沃的土地督亢（在河北涿州、高碑店、霸州一带），还有秦国将军樊于期，现在流亡在燕国，秦王正在悬赏通缉他。我要是能拿着樊将军的头和督亢的地图去献给秦王，他一定会接见我，这样，我就可以对付他了。”

太子丹感到为难，说：“督亢的地图好办，樊将军受秦国迫害来投奔我，我怎么忍心伤害他呢？”

荆轲知道太子丹心里不忍，就私下去找樊于期，对樊于期说：“我有一个主意，能帮助燕国解除祸患，还能替将军报仇，可就是说不出口。”

樊于期连忙说：“什么主意，你快说啊！”

荆轲说：“我决定去行刺，怕的就是见不到秦王的面。现在秦王正在悬赏通缉你，如果我能够带着你的头颅去献给他，他一定会接见我。”

In a panic, Crown Prince Dan of Yan sent his Jiu Ke and said to him: "Pitching our forces against Qin is tantamount to fighting rocks with eggs. Seeking an alliance with other states to oppose Qin also doesn't seem a viable option now. My idea is to send a warrior disguised as an envoy to see the King of Qin, get close to him and force him to return the land he annexed from various states. If he agrees, well and fine. If not, he will be killed. Do you find it feasible?"

Jiu Ke replied: "It is feasible. But to get close to the King of Qin, he must first be convinced of our desire for peace. I understand that the King of Qin has long coveted Dukang (in the vicinity of today's Zhuozhou, Gaobeidian and Gu'an in Hebei Province), which has some of the most fertile land in Yan, and then there is this General Fan Yuqi of Qin now in exile in Yan with a big reward on his head put out by the King of Qin. If I can take General Fan's head and the map of Dukang to the King of Qin, I'm sure he will see me. I will then be able to deal with him."

The crown prince was in a dilemma, saying: "The map of Dukang is easy. General Fan has come to us to seek asylum from the persecution of Qin. I can't bring myself to hurt him."

Knowing that Prince Dan had no heart to do it, Jiu Ke went to see Fan Yuqi in private and said to him: "I have an idea which can help Yan out of its dire plight and accomplish your revenge, but I don't know how to put it to you."

Fan Yuqi said eagerly: "What is your idea? Tell me!"

Jiu Ke said: "I've decided to assassinate the King of Qin but the hard part is getting close enough to him. Since he has put a price on your head, I'm sure he will see me if I offer your head to him."

太子丹说：“好，你就拿去吧！”说着，就拔出宝剑，抹脖子自杀了。

太子丹事前准备了一把锋利的匕首，叫工匠用剧毒煮过。谁只要被这把匕首刺出一滴血，就会立刻气绝身死。他把这把匕首送给荆轲，作为行刺的武器。又派了个年才十三岁的勇士秦舞阳，做荆轲的副手。

公元前227年，荆轲从燕国出发到咸阳去。太子丹和少数宾客穿上白衣白帽，到易水（在今河北易县）边送别。临行的时候，荆轲给大家唱了一首歌：

风萧萧兮易水寒，  
壮士一去兮不复还。

大家听了他那悲壮的歌声，都伤心得流下眼泪。荆轲拉着秦舞阳跳上车，头也不回地走了。

荆轲到了咸阳，秦王政一听燕国派使者把秦王刺的头颅和督亢的地图都送来了，十分高兴，就命令在咸阳宫接见荆轲。

朝见的仪式开始了。荆轲捧着装了秦王头颅的盒子，秦舞阳捧着督亢的地图，一步步走上秦国朝堂的台阶。

秦舞阳一见秦国朝堂那副威严样子，不由得害怕得发起抖来。



Fan Yuqi said: "Fine! Take it with you!" Without hesitation he unsheathed his sword and slit his own throat.

Prince Dan had a sharp dagger holed in polsoer by his craftsmen. Whoever was stabbed by the dagger would die on the spot. He gave the dagger to Jin Ke to be used for the assassination. He also assigned a 13 year old warrior called Qin Wuyang as Jin Ke's helper.

In 227 B.C. Jin Ke set off from Yan for Xianyang. Prince Dan and a few others, dressed in white hat and white clothes, saw them off by the Yi River (near today's Yi County in Hebei Province). Before his departure, Jin Ke sang a song to those present:

*Hard doth the wind blow,*

*Frigid doth the Yi flow*

*My hawk I now turn*

*Never to return.*

Valiant yet tragic, the song brought tears to the eyes of all those who were present. Jin Ke heaved Qin Wuyang onto the carriage and departed without once looking back.

When King Zheng of Qin was told that Jin Ke, the envoy of Yan, had arrived with both Fan Yuqi's head and the map of Dukang, he was elated and consented to receive Jin Ke in Xianyang Palace.

When the reception started, Jin Ke holding the box that contained Fan Yuqi's head and Qin Wuyang holding the map of Dukang walked up the steps leading to the royal council hall.

Awed by the imposing surroundings, Qin Wuyang started to shake involuntarily with fright.

秦王政左右的侍卫一见，吆喝了一声，说：“使者下马变了脸色？”

荆轲回头一看，果然见秦舞阳的脸又青又白，就赔笑对秦王说：“荆野的人，从来没见过大王的威严，免不了有点害怕，请大王原谅。”

秦王政毕竟有点怀疑，对荆轲说：“叫秦舞阳把地图给你，你一个人上来吧。”

荆轲从秦舞阳手里接过地图，捧着本席上去，献给秦王政，秦王政打开水匣，果然是樊于期的头颅。秦王政又叫荆轲拿地图来，荆轲把一卷地图慢慢打开，到地图全都打开时，荆轲预先卷在地图里的一把匕首就露出来了。

秦王政一见，惊得跳了起来。

荆轲连忙抓起匕首，左手拉住秦王政的袖子，右手把匕首向秦王政胸口直扎过去。

秦王政慌忙地向后一转身，把那只袖子挣断了，他跳过去旁边的屏风，刚要往外跑，荆轲拿着匕首追了上来，秦王政一见跑不了，就绕着朝堂上的大铜柱子跑。荆轲紧紧地逼着，两个人像走马灯似地直转悠。

旁边虽然有许多官员，但是都手无寸铁，台阶下的武士，

When the guards flanking the King saw this change, they shouted: "Why has the envoy gone pale?"

When Jin Ke turned his head and realized Qin Wuyang had indeed turned livid, he said to the King of Qin with a laugh: "He's a country boy who has never before seen such royal pomp and circumstance. It's only natural that he was scared a bit. Please forgive him."

His suspicions having been aroused, King Zheng said to Jin Ke: "Take the map from Qin Wuyang and come forward alone."

Taking the map from Qin Wuyang, Jin Ke went up to the King of Qin and presented both the map and the box to him. The King opened the wooden box and saw that the head indeed was that of Fan Yuqi. The King then asked to see the map. Slowly Jin Ke unfolded the map and when it was completely laid open, the dagger hidden by Jin Ke in the map came into view.

When King Zheng of Qin saw it, he jumped back in fright.

Grasping the dagger with his right hand and grabbing the King's sleeve with his left, Jin Ke plunged the knife straight at the chest of the king.

King Zheng of Qin turned around so violently that the sleeve was torn off. He ran past the nearby screen and was on the point of heading toward the exit when Jin Ke, dagger in hand, caught up with him. Sensing his assassin closing in on him fast, he ran circles around a massive bronze pillar, with Jin Ke in hot pursuit, like two persons on a merry-go-round.

Not one of the many officials present was armed and guards below were forbidden by the regulations of the Qin

按秦国的规矩，没有秦王命令是不准上殿的，大家都急得六神无主，也没有人召台下的武士。

官员中有个伺候秦王政的医生，急中生智，拿起手里的药袋对准荆轲扔了过去，荆轲片手一摆，那只药袋就飞到一边去了。

就在这一眨眼的工夫，秦王趁势朝一拳，拔出宝剑，砍断了荆轲的左腿。

荆轲站立不住，倒在地上，他拿匕首直向秦王砍过去，秦王政往右边闪一闪，那把匕首就从他耳边飞过去，打在桐柱子上，“啪”的一声，直进火风儿。

秦王政见荆轲手里没有武器，又上前向荆轲砍了几剑，荆轲身上受了八处剑伤，自己知道已经头败，苦笑着说：“我没有个帮手，本来是想先逼你退还秦国的土地。”

这时候，侍从的武士已经一起赶上殿来，结束了荆轲的生命，台阶下的那个荆脚用，也早就给武士们杀了。

court to come up without the order of the king. In the pell-mell no one had the presence of mind to summon the guards.

In the heat of the moment a doctor that attended to the health of the King had a sudden inspiration: he hurled the medicine bag he was holding at Jin Ke, who parried it with one hand and sent it flying in another direction.

But in that split second King Zheng of Qin had an opportunity to take a step toward Jin Ke, pull out his sword and cut off Jin Ke's left leg.

Losing his balance, Jin Ke fell to the ground but immediately threw his dagger at the King. The latter dodged to one side and the dagger struck a bronze pillar with a bang sending off sparks.

When the King of Qin saw that Jin Ke no longer had a weapon in his hands, he stabbed him a few more times. With eight stab wounds, Jin Ke knew he had failed. He said with a wry laugh: "I hadn't acted earlier because I wanted to force you to return land you took from Yan."

By that time the royal guards had been summoned onto the council floor and they delivered the coup *de grace* to Jin Ke. Qin Wuyang who stayed below had been killed by the guards much earlier.

## 30、秦王灭六国

秦王政杀了荆轲，当下就命令大将王翦统兵攻打燕国，燕太子丹带兵抵抗，哪里是秦军对手，马上给秦军打得稀里哗啦。燕王喜和太子丹逃到辽东，秦王政又派兵追击，非把太子丹抓住不肯罢休，燕王喜逼得没有办法，只好杀了太子丹，向秦国谢罪求和。

秦王政又向赵国讨王璧，尉缭说：“韩国已经被咱们兼并，赵国只剩下一座代城（今河北蔚县），秦王已逃到辽东，他们那快完了，目前天降，不如先去收服南方的魏国和楚国。”

秦王政听从尉缭的计策，就派王翦的儿子王贲（音 bān）带兵十万人先攻魏国，魏王使人向齐国求救，齐王没有理他。

公元前225年，王贲灭了魏国，把魏王和大臣都抓住，押到咸阳。

接着，秦王政就打算去打楚国，他召集将领们议论了一下，先问青年将领李信，打楚国要多少人马，李信说：“不过二十万吧。”

## 30. The King of Qin Conquered the Six States

After killing Jui Ke, King Zheng of Qin immediately ordered his general Wang Jian to step up attacks against Yan. The crown prince of Yan led his troops in fight off the invaders but, no match to the Qin army, his troops were routed. King Xi of Yan and Prince Dan fled to辽东. But King Zheng of Qin, determined to capture Prince Dan, sent troops after them. Left with no choice, King Xi of Yan had Prince Dan killed and formally apologized to Qin before suing for peace.

When asked by King Zheng for advice, Wei Liao said, "Han has been annexed by us. Zhao has been reduced to only one city, the city of Dazheng (today's Wei County in Hebei Province), and the King of Yan has fled to辽东. They are all on their last legs. With the weather turning colder, we'd better turn our attention to the taking of Wei and Chu in the south."

Following the advice of Wei Liao, King Zheng sent Wang Ben, son of Wang Jian, with one hundred thousand men to attack Wei. When Wei solicited Qin's help, King Jian of Qin rebuffed him.

In 225 B.C., Wang Ben conquered Wei and transferred the captured king and ministers to Xianyang.

King Zheng planned to attack Chu next. He summoned his generals for consultation. When the young general Li Xin was first asked how many troops it would take to attack Chu, he replied, "Fewer than two hundred thousand."

他又问老将军王翳。王翳回答说：“韩国是个大国，用二十万人去打韩国是不够的。依照我的估计，非六十万不可。”

秦王政很不高兴，说：“王将军老了，怎么这样胆小？我听说李将军说得好。”就派李将军带兵二十万往南去。

王翳见秦王不听从他的意见，就告病回老家去了。

李将军带了二十万人马到了韩国，不出王翳所料，打了个大败仗，兵士死伤无数，将领也死了七十，只好逃了回来。

秦王政大怒，把李将军革了职，亲自跑到王翳的家乡，请他出来带兵，说：“上国是我错了，没听将军的话，李将军果然挨事。这回非请将军出马不可。”

王翳说：“大王一定要我带兵，还是非六十万人不可。韩国地广人多，他们要发动一百万人马也不难，我说我们要出兵六十万，还怕不太够呢。再要少，那就不行了。”

秦王政听他说：“这回听将军的啦！”就地下四十万兵马。出兵那天，还亲自到神上的王墓摆酒送行。



The King then asked the veteran general Wang Jian the same question and the latter replied "Chu is a large state. It will take more than two hundred thousand to attack it. I figure that six hundred thousand is the minimum."

King Zheng was very unhappy with the answer, saying "General Wang is getting on in age. How can you be so pusillanimous? I think General Li was right." So he dispatched Li Xin with two hundred thousand men on the southern expedition.

Seeing his advice was no longer valued by the King of Qin, Wang Jian excused himself on account of sickness and returned to his home town.

As expected by Wang Jian, when Li Xin arrived with his two hundred thousand men in Chu, he was dealt a disastrous defeat and his army was decimated. Countless soldiers died in the battle and he lost seven generals. He escaped with his remnant troops back to Qin.

In a fury King Zheng fired Li Xin and went to Wang Jian's home town to personally invite him back to command his troops, saying "I was wrong not to have listened to you. If Li Xin bungled the job, I must ask you to take the command this time."

Wang Jian said: "If your Majesty insists that I command the troops, I insist that it takes six hundred thousand men. Chu is a large populous country and could easily mobilize a million men. Six hundred thousand is the absolute minimum and I may need more."

King Zheng said ingratiatingly "Whatever you say, my general." And he gave Wang Jian six hundred thousand men. On the day of the troops' departure, he personally attended a send off banquet at Baxiang in honor of Wang Jian.

王翦大军浩浩荡荡向楚国进攻，楚国也出动支调兵力抵抗。

王翦了解方，要兵士修筑壁垒，不让出战，楚国大将项燕一再挑战，他也不去理睬。

过了一段时间，项燕想：“王翦原来是上这儿驻防的。”他就不怎么把秦国的军队放在心上，没想到在准备不防备的时候，秦军突然发起攻势，六十万人马像排山倒海似地冲杀过去，楚国的将士好像在罗网被人家当头一棍子，晕头转向地抵抗了一阵，各自逃命。楚国的兵马越打越少，地方丢失越多，秦军一直打到寿春（今安徽寿县西），俘虏了楚王负刍。

项燕得知楚王被俘的消息，渡过长江，继续抵抗。王翦造了不少战船，训练了水军，黄江追击。项燕觉得大势已去，叹了口气，拔剑自杀。

王翦灭楚之后，回到咸阳，由他的儿子王贲接管灭六国，再去收拾燕国。燕国本来已经十分虚弱，哪里抵抗得住秦军的进攻，公元前 222 年，王翦灭掉燕国，还攻占了赵国最后留下的代城。

到这时候，剩下的只有一个齐国啦，齐国大臣早已被杀

Wang Jian led his huge army in a large scale attack against Chu and Chu mobilized all its fighting forces in resistance.

When Wang Jian inspected the frontline he ordered the troops to build defensive works and refrain from engaging enemy forces. He ignored repeated challenges of Yan's General Xiang Yan for a battle.

As this went on, Xiang Yan began to think: "It seems Wang Jian is here to set up defenses." He gradually lowered his guard against the Qin troops. And when Xiang Yan least expected it, the six hundred thousand Qin troops unleashed an overwhelming attack. The Chu troops received, as it were, a blow on their head when they were not yet fully awake; they put up a desultory fight in a disconnected state for a short while before dispersing in defeat and retreat. Chu was now losing more and more men as well as more and more territory. The Qin army pressed on to Shouchun (west of today's Shou County in Anhui Province) and captured King Fu Jiu of Chu.

After learning of his King's capture, Xiang Yan crossed the Yangtze River with troops, ready to continue the resistance. Wang Jian, who had built many battleships and trained his river navy, led his troops in pursuit across the river. Realizing that the situation could no longer be salvaged, Xiang Yan killed himself with his sword.

After Wang Jian conquered Chu, he returned to Kunyang, and his son Wang Ben took over his command and led an expedition to deal with Yan. Already very weak, Yan could hardly head off the Qin army's advance. In 222 B.C. Wang Ben conquered Yan and took the last remaining Zhou city of Duzheng.

By this time only Qi was left of all the warring states to be dealt

国重金收买过去，齐王婴向来是不敢得罪秦国的，每因遭到诸侯向他求教，他总是拒绝，他自以为齐国离秦遥远，只要死心塌地听秦国的话，就不用担心秦国的进攻。到了其他五国——被秦国吞并，他才着急起来，派兵去守西面的边界，可是已经晚了。

公元前221年，E齐恃了几十万秦兵像泰山压顶一样，从秦国南部直扑临淄。这时候，齐王婴才觉得自己势孤力单，可是其他诸侯国已经完了，往哪儿去讨救兵呢？没过几天，秦军就进了临淄，齐王婴没说的，投降了。

六国诸侯只想保持自己的地位，彼此之间互相攻打，想拿别国的土地来补偿自己的损失，企图维持小规模割据的局面，给秦国以各个击破的机会。秦国当时不但在政治上，经济上和军事上占了优势，更重要的是符合统一的历史趋势，所以在不到十年的时间，把六国一个一个灭掉了。

自从公元前475年进入战国时期起，各诸侯国经过二百五十多年的纷争，终于结束了长期的诸侯割据的局面，建立了一个统一的多民族的封建国家——秦王朝。

with. The ministers of Qi had long been bought off by Qin and King Jian of Qi had never been one to antagonize Qin, invariably rebuffing all requests by other states for help against Qin. He had assumed that being at a great distance from Qin, Qi didn't need to worry about an attack by Qin as long as Qi humored Qin's every whim. Only after the annexation of the other five states by Qin one after another did he begin to feel nervous and order his western defenses beefed up. But it was already too late.

In 221 B.C. Wang Ben led hundreds of thousands of Qin troops in a march through the south of Yan and swooped down toward Linzi with overwhelming force. It was then that King Jian of Qi realized his vulnerability and aloneness, but with the other states gone, to whom was he going to turn for help? In a matter of days, the Qin army entered Linzi and King Jian of Qi surrendered without a protest.

The six ducal states intent on maintaining their respective position fought each other in order to grab land from other states to make up for their own losses. Their attempt to maintain the status quo of small spheres of influence afforded Qin an opportunity to destroy them one by one. Qin not only seized political, economic and military advantages but more importantly conformed to the historical tide of consolidation and unification. That is why it was able to conquer the six states in less than ten years.

The more than two hundred fifty years of strife among the ducal states starting from 475 B.C. when the Warring States Period commenced finally put an end to the division of China into ducal fiefdoms and led to the founding of a unified, multi-ethnic feudal state—the Qin dynasty.

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