

So he went into the great hall and carried away the chi-tz'u records, and, travelling with them on the Chiang, fled to the midst of Yun-meng. When King Chao returned to Ying, the five officers had lost the laws, the hundred surnames were in confusion. Meng Ku presented the records, the five officers got the laws, and the hundred surnames were well governed. Thus Meng Ku's merits were many. It was as if he had established the State. He was enfeoffed as a Holder of a Jade Emblem with the lands of six hundred cultivated fields. Meng Ku was angry and said: 'I am not the servant of a man. I am the servant of the altars. If the altars have their sacrifices need I fear that there is no prince?' So he abandoned himself to the midst of Mt Mo and until now he has not ventured forth. Therefore he who grieved for the Altars without the encouragement of rank or emoluments was Meng Ku."

Then the King sighed and said: 'These were men of former times. <sup>How</sup> Can there be such among the men of today?' The mo-ao Tzu-hua replied: 'Formerly your predecessor King Ling was fond of slender waists. The officers of Ch'u restricted themselves in the matter of food, they could stand only when leaning on some support, and could get up only when they had something on which to stay. Food is desirable, but they controlled themselves and it did not enter their mouths. Death is hateful, but they flew nigh to it and did not try to avoid it. I have heard that if the Prince is fond of archery, his ministers wear the archer's ring and pad. Your majesty yourself is not fond (of virtue). If Your Majesty ~~was~~ really fond of virtue, these five ministers could all be got and brought to you.'

CH'U 11

1)  
 Ti Ch'iang, the Counsellor of Wei, died. Someone spoke on behalf of Kan Mou to the King of Ch'i and said: 'He who is likely to be made Counsellor in Wei is the Kung-tzu Ching. If Ching becomes Counsellor in Wei, the relations between Wei and Ch'in are sure to be good. If relations are perfected between Ch'in and Wei, Ch'u will be made light of. Therefore Your Majesty's best plan is to make an agreement with Ch'i to appoint Kan Mou as Counsellor in Wei. The King of Ch'i likes to overtop men in reputation. If now by means of his Introducer of Envoys you make a request concerning the Counsellor of Wei, Ch'i is sure to be pleased. If the Wei pay no heed, their relations with Ch'i will become bad. If the relations between Ch'i and Wei are bad, they are sure to be rivals in the service of Ch'u. If the Wei do pay heed, Kan Mou and Ch'u-li Chi are mortal enemies and so the relations between Wei and Ch'in are sure to be bad. And they will both give weight to Ch'u.'

2)  
 Ch'i and Ch'in made an alliance to attack Ch'u. Ch'u ordered Ching Ts'ui to bribe Ch'i with six cities, and offer the heir-apparent as a hostage. Chao Sui spoke to Ching Ts'ui and said: 'Ch'in is afraid and is making use of Ching Li and Su Li to offer lands to Ch'u. If Your Lordship gives away lands to get Ch'i on your side, and (Ching) Li and (Su) Li use the lands which have been received to get Ch'in, Your Lordship's undertaking is sure to be defeated. Your Lordship's best plan is to bribe Ching Li and Su Li heavily and get them to go to Ch'in. Ch'i will be afraid; it will certainly not ask for lands and yet will make an agreement with Ch'u. If Ch'i makes no demands it will be Your Lordship who has brought about the alliance.'

3)  
 Shu Shih attacked Ch'u. Ch'u ordered Chao Shu to occupy Han-chung with an army of a hundred thousand men. Chao Sui won a victory over Ch'in at

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Ch'ung-ch'iu. Su Li spoke to Chao Shu, the Duke of Yüan, and said: "Because the King wishes Chao Sui to seize the opportunity against Ch'in he will certainly divide Your Lordship's army to increase his. When Ch'in knows that Your Lordship's army has been divided it will certainly come out at Han-chung. Allow me on Your Lordship's behalf to get Hsin Jung to speak to the King and say: 'The army of Ch'in has also come out at Han-chung.' Then Your Lordship's army will be intact."

The four States attacked Ch'u. Ch'u ordered Chao Sui to take command and resist Ch'in. The King of Ch'u wished to strike at Ch'in. Chao Sui was not willing. Huan Tsang spoke on behalf of Chao Sui to the King of Ch'u and said: 'If Sui defeats Ch'in in battle, the three States will hate that Ch'u should be strong. They will be afraid that Ch'in will turn and obey Ch'u. And so they will be sure to make a deep attack on Ch'u in order to strengthen Ch'in. The King of Ch'in, angry that he has been defeated in battle, will be sure to raise all his troops and strike at Ch'u. Thus Your Majesty and Ch'in will both be exhausted and will thereby profit the three States. If (Sui) does not defeat Ch'in in battle, Ch'in will move its army forward and attack you. Your best plan is to increase Chao Sui's army and order him to make a show to Ch'in of being certainly about to give battle. The King of Ch'in will hate to be ~~worn out~~ and in that condition rule

along with Ch'u

over the States. Ch'in can be got to your side by the surrender of a little territory. If Ch'in and Ch'u are in agreement, Yen, Chao, and Wei dare not but obey. The three states may be settled.'

4)  
King Huai of Ch'u arrested Chang I and wished to put him to death. Chin Shang spoke on I's behalf to the King of Ch'u and said: 'The King of Ch'in is sure to be angry that you have arrested Chang-I. When the States see that Ch'u has not (the friendship of) Ch'in, Ch'u is sure to be lightly esteemed.' He also spoke to Cheng Hsiu, the King's favourite wife and said: 'And do you yourself know, madam, that you are about to be humiliated by the King?' Cheng Hsiu said: 'How?' Shang said: 'Chang I is the loyal, trusted, and meritorious minister of the King of Ch'in. Now Ch'u has arrested him. The King of Ch'in wishes to release him. The King of Ch'in has a lady of whom he is fond and who is beautiful. He is also selecting in his palace handsome, delightful, and skilled musicians as pleasing retinue. He is furnishing her with gold, pieces of jade, and precious vessels. He is providing six Districts of Shang-yung as sources of revenue for her. He wishes because of Chang I to present her to the King of Ch'u. The King of Ch'u is sure to be fond of the lady from Ch'in. Relying on the might of Ch'in for her importance, presuming on the valuables and lands for her support, her position will be that of the King's wife ruling over Ch'u. The King, beguiled with pleasure, will be sure to give her very high dignity and love her dearly and forget you. You madam, will be increasingly humiliated and as the days go by kept more and more at a distance.' Cheng Hsiu said: 'I wish to entrust the matter to Your Lordship. What is to be done?' He said: 'Why, madam, do you not quickly say to the King that he should release Chang-tzu? If Chang-tzu obtains his release he will be everlastingly grateful to you, the lady from Ch'in is certain not to come, and Ch'in will be sure to honour you. At home you will assume the chief dignity in Ch'u and abroad you will unite Ch'in in alliance. You will cultivate Chang-tzu in your service and your descendants will certainly be the heirs of Ch'u. That is not a common gain.' Cheng Hsiu hastened to speak to the King of Ch'u that he

should release Chang-tzu.

5) The King of Ch'u was about to release Chang-tzu but was afraid that he would deceive him. Chin Shang spoke to the King of Ch'u and said: 'Allow your servant to follow him. If (Chang) I serves Your Majesty ill, allow your servant to ~~kill~~ him.'

A small official of Ch'u, who was an enemy of Chin Shang, spoke to Chang Mao and said: 'Because of Chang I's understanding and his employment by both Ch'in and Ch'u Your Highness is sure to be reduced to extremities. Your Highness's best plan is to send me ~~secretly~~ to intercept Chin Shang secretly and slay him. The King of Ch'u is sure to be very angry with (Chang) I. If (Chang) I is reduced to extremities, you sir will become important. If there is difficulty between Ch'u and Ch'in, Wei will be free from troubles.' Chang Mao and other men to intercept Chin Shang and slay him. The king of Ch'u was very angry with Ch'in. Their armies engaged in battle. Ch'in and Ch'u became rivals in the service of Wei. Chang Mao did become very important.

6)

Ch'in defeated Ch'u at Han-chung. The King of Ch'u entered Ch'in. The King of Ch'in detained him. Yu T'ung spoke on behalf of Ch'u to the King of Ch'in and said: 'If Your Majesty keeps the King of Ch'u in your grasp and joins with the States to attack Ch'u, that will be an offence against morality. If you do not join with the States and attack ~~it~~ ~~along with~~ them, you will lose your gains. Your Majesty's best plan is to make a treaty with him and send him back. The King of Ch'u, being afraid, will certainly not dare to revolt against the treaty. If he does revolt against the treaty and Your Majesty in consequence joins with the three States to attack him, that will be right.'

7)

At the time when King Hsiang of Ch'u was heir-apparent he was sent as a hostage to Ch'i. King Huai died. The heir-apparent took his leave of the King of Ch'i and was going back. The king of Ch'i detained him, (saying): 'Give me five hundred li of the lands in the East and I will send you back. If you do not give them to me, you will not be able to go back.' The heir-apparent said: 'Your servant has a tutor. Allow me to withdraw and ask him.' His tutor Shen-tzu said: 'Offer the lands to him. That will be for your own ~~sake~~. If you graze the lands and do not attend your father's funeral, it will not be right.' The heir-apparent went in and reported to the king, saying: 'I respectfully offer five hundred li of territory.' The King of Ch'i sent the heir-apparent back.

When the heir-apparent had returned and had ascended the throne as King, Ch'i sent hither an envoy with fifty chariots to take the lands in the East from Ch'u. The King of Ch'u informed Shen-tzu, saying: 'An envoy has come from Ch'i to demand the lands in the East. What is to be done?' Shen-tzu said: 'When Your Majesty receives your ministers at court tomorrow, make them all offer their advice.'

~~The~~ 'Chief Pillar of the State, Tzu-liang, came in for an interview. The king said: 'That I obtained my request to come back and superintend (my father's) burial, meet again ~~my~~ ministers and return to the altars of the soil and grain is because I promised five hundred li of lands in the East to Ch'i. Ch'i has sent an envoy to ask for the lands. What is to be done?' Tzu-liang said: 'Your Majesty cannot but give them. Your Majesty has already uttered the royal word making a promise to the powerful State of Ch'i with its ten thousand chariots; and not to give them would be to prove untrustworthy. Afterwards you would not be able to unite the nobles in alliance. I ask you to give them and later attack it.'

If you give them, that will be good faith. If you attack it, that will be warlike valour. Therefore your servant says, Give them.'

Tzu-liang went out. Chao Ch'ang came in for an interview. The King said: 'Ch'i has sent to demand five hundred li of lands in the East. What is to be done?' Chao Ch'ang said: 'They ought not to be given. (A State of ) ten thousand chariots is (so called) because its territory is large enough to maintain ten thousand chariots. If now you give away five hundred li of the lands in the East, you are giving away half the fighting capacity of the State. To have the title of ten thousand chariots and yet be without the use of one thousand chariots ought not to be. Therefore your servant says, Do not give them!'

Chao Ch'ang went out. Ching Li came in for an interview. The King said: 'Ch'in has sent to demand five hundred li of the lands in the East. What is to be done?' Ching Li said: 'They ought not to be given. Nevertheless, Ch'u cannot keep them by itself. Your Majesty has already uttered the royal word, making a promise to the powerful State of Ch'i with its ten thousand chariots, and if you do not give them you will bear the reproach of unrighteousness throughout the world. And Ch'u cannot keep them by itself. Your servant asks that help be sought in the West from Ch'in.'

Ching Li went out. Shen-tzu came in. The King told Shen-tzu about the advice of the three great officers, saying: 'Tzu-liang saw me and said: 'You cannot but give them. Give them and later attack it.' Ch'ang saw me and said: 'They ought not to be given. I ask you to keep them.' Li saw me and said: 'They ought not to be given. Nevertheless Ch'u cannot keep them by itself. Your servant asks that help be sought from Ch'in.' Of the three ministers' plans whose am I to employ?' Shen-tzu replied: 'Let Your Majesty use them all.' The King flushed up with anger and said: 'What do you say?' Shen-tzu said: 'Allow your servant to verify what I have said and Your Majesty will also see that it is indeed so. Let Your Majesty send 'Chief Pillar of the State', Tzu-liang, with fifty chariots to the North to present the five hundred li of territory to Ch'i. The day after you have sent Tzu-liang, despatch Chao Ch'ang as Commander-in-Chief and order him to go and keep guard over the lands in the East. The day after you have despatched Chao Ch'ang, despatch Ching Li with fifty chariots to the West to ask help from Ch'in.' The King said: 'Good,' and despatched Tzu-liang to the North to present the lands to Ch'i. The day after he had despatched Tzu-liang, he appointed Chao Ch'ang to be Commander-in-Chief, and sent him to keep guard over the lands in the East. He also despatched Ching Li to the West to ask help from Ch'in.'

When Tzu-liang arrived in Ch'i, Ch'i sent men with armour to receive the lands in the East. Chao Ch'ang answered the messenger from Ch'i, saying: 'I have been appointed over the lands in the East and I will defend them to the uttermost. I have assembled everyone five feet in height up to sixty years of age, more than three hundred thousand men. With worn-out armour and blunt weapons I am willing to await the dust beneath you.' The King of Ch'i spoke to Tzu-liang and said: 'You, sir, come to present lands. Now Ch'ang is keeping guard over them. How is that?' Tzu-liang said: 'Your servant received orders in person from the the King of our humble town. It is Ch'ang who is acting on his own authority. Let Your Majesty attack him.'

The King of Ch'i raised troops on a large scale to attack the

lands in the East and assail Chao Ch'ang. But before they had crossed the border, Ch'in threatened Yu-jang in Ch'i with five hundred thousand men, saying: 'To hinder the heir-apparent and not let him go was inhumane. To wish also to rob him of lands in the East to the extent of five hundred li is unjust. If you withdraw your armed men-- good. If not, I wish to await battle.'

The King of Ch'i was afraid and asked Tzū-liang to go South and speak to Ch'u that in the West it should cause Ch'in to release Ch'i from its danger. The troops in the end were not employed and the lands in the East were restored in their entirety.

8)

Hu O spoke to Su-tzū and said: 'When Ch'in was detaining the King of Ch'u, it was Your Lordship who endangered the heir-apparent. Now the King of Ch'u is returning. The heir-apparent is going South. Your Lordship is sure to be in danger. Your Lordship's best plan is to get someone to speak to the heir-apparent and say: 'Su-tzū knows that Your Highness feels resentment against him and so he will be sure to endeavour to do what is not to Your Highness's advantage. The best plan for Your Highness is to get on good terms with Su-tzū. And Su-tzū will be sure to bring about Your Highness's entry.' "

So Su-tzū got someone to speak to the heir-apparent. The heir-apparent again asked that he might be on good terms with Su-tzū.

CH'U 111.

1)

Su-tzū spoke to the King of Ch'u and said: 'A benevolent man with respect to the people loves them from his heart and serves them with good words; A filial son in respect to his parents loves them from his heart and serves them with his wealth. A loyal minister with respect to his prince must bring forward worthy men to ~~assist~~ him. Now Your Majesty's great ministers, your fathers and brethren, rely upon their habit of injuring men of worth. They impose heavy taxes on the ministers and the hundred families. They make Your Majesty hateful to the people. They are not loyal ministers. The great ministers publish abroad Your Majesty's faults to the hundred families. They bribe the nobles heavily with Your Majesty's lands. That is why they keep in the background those whom Your Majesty loves. Again they are not loyal ministers. Because of this the state is in danger. Your servant wishes you not to listen to your ministers when they speak evil of each other, to be careful with regard to the great ministers, your fathers and brethren, to employ those of whom the people approve, and to regulate your personal appetites, in order to give to the hundred families. In the case of ministers there is nothing more difficult than to bring forward men of worth without envy. To die for a lord is easy. In the affair of Ch'ui-sha those who died were numbered by the thousand. To suffer disgrace for a lord is easy. From the ling-vin downwards those who serve Your Majesty are numbered by the thousand. But as for bringing forward men of worth without envy I have not seen a single man. Therefore an intelligent lord in his observation of his ministers will ~~make~~ point of knowing whether they are bringing forward men of worth without envy. Men of worth in the service of their lord will also ~~make~~ point of bringing forward men of worth without envy. The difficulty about bringing forward men of worth is that when men of worth are employed they themselves are set on one side, when they are in honour they themselves are humbled. Therefore men make a difficulty of it.'