

discourteous in his treatment of your servant.' Hsi Hsieh said: 'Your servant considers that those who in these times are in charge of affairs are unequal to tradesmen whether travelling or settled.' The Prince of Chien-hsin burst out: 'Do you, sir, degrade those who are in charge of affairs and exalt tradesmen?' He said: 'Not so. A good merchant will not dispute the price with men in buying and selling, but carefully bides his time. When things are cheap he buys. Even though he pays a high price they are still cheap. When things are dear he sells. Even though he sells at a low price they are still dear. Formerly King Wen was imprisoned at Yu-li and King Wu was detained at Yu-men. That in the end he cut off Chou's head and hung it up on a t'ai-pai was King Wu's achievement. Now Your Highness cannot match the Marquis of Wen-hsin in your authority and yet you blame him for lack of courtesy. Your servant presumes in your Highness's interests not to approve.'

19)

Wei Chieh spoke to the prince of Chien-hsin and said: 'There was a man who set a trap and caught a tiger. The tiger was angry, broke off its paw, and went away. It is not the nature of a tiger not to be fond of its paw, but, when it did not for the sake of its paw which was only one inch round do injury to its body which was seven feet long, it acted according to the exigencies of the situation. Now here is a State which is not merely a body seven feet long and Your Highness's person in the estimation of the King is not a paw an inch round. I wish Your Highness would give it your mature consideration.'

20)

Ch'in attacked Chao. The sound of drums and bells was heard in the northern hall. Hsi Pei said: 'Ch'in's attack on Chao ought not to be so urgent as this. This is summoning their soldiers. There must be a great minister who wants to ally with them. If Your Majesty wishes to know who it is, in the morning praise all your ministers and question them. He who first speaks of such an alliance is the man.' The Prince of Chien-hsin was in fact the first to speak of an alliance of East and West.

21)

Li Po, a man of Ch'i, had an interview with King Hsiao-ch'eng. ^{Ch'eng} ~~The King~~ was pleased with him. He made him prefect of Tai, but before he had been long in residence it was announced that he had rebelled. King Hsiao-ch'eng was dining at the time and did not interrupt his meal. Before long, a man came again with the tidings. King Hsiao-ch'eng made no response. Afterwards (Li Po) sent a messenger to say that Ch'i was raising troops to strike at Yen and that, fearing that the blow against Yen was a pretence, and that the soldiers were to be used for a surprise attack against Chao, he had therefore put soldiers in the field in self-readiness. 'Now that Yen and Ch'i have become allies,' (he said) 'your servant asks permission to take advantage of their exhaustion and much territory may be annexed.' From then onwards, those who were engaged in King Hsiao-ch'eng's service abroad had no doubts in their hearts.

CHAO IV

1) (Someone) on behalf of Ch'i presented a document to the King of Chao, saying: 'If your servant has a single interview I can make all the states offer dignities and treasures while Your Majesty remains seated. And your servant presumes to marvel that Your Majesty does not make trial of an interview and use your servant to the utmost. It must be that your assembled ministers, most of them, regard your servant as incompetent and therefore Your Majesty makes difficulty about granting me an interview.'

The reason they regard me as incompetent is no other; it is because they want to use Your Majesty's soldiers to realise their private aims. If not so, it is because they are not disinterested in the matter of alliances. If not so, it is because their understanding is insufficient. If not so, it is because they wish to frighten Your Majesty with the weight of the states and get their way with your Majesty. If your servant gets Ch'i to accord with and serve Your Majesty, Your Majesty can destroy Yen, can destroy Han and Wei, can attack and isolate Ch'in. Your servant considers that if Ch'i offers a title of dignity to Your Majesty, which of the states will dare not to offer a title of dignity to Your Majesty? If your servant gets Ch'i to offer lands to Your Majesty, which of the States will dare not to offer lands to Your Majesty? If your servant gets Ch'i to demand a title for Your Majesty from Yen, Han, and Wei, which will dare to refuse it? Your servant's ability can be seen in advance.

If Ch'i first honours Your Majesty, the States will in consequence all of them honour Your Majesty. If you have not Ch'i, the states are certain all of them to slight Your Majesty. ~~xx~~ Ch'in, for all its might, because it has not Ch'i, will not honour Your Majesty. Yen and Wei, realising that they have not Ch'i, will honour Your Majesty. Now Your Majesty has not Ch'i. Alone, how can you not honour the States? Therefore those who urge Your Majesty not to have Ch'i (as an ally), if their understanding is not insufficient, are disloyal. If not so, it is because they wish to use Your Majesty's soldiers to realise their private aims. If not so, they wish to use the weight of the states to make Your Majesty of slight importance and get their way with Your Majesty. If not so, their rank is high but their ability is low. I desire Your Majesty to consider maturely the dangers of not having Ch'i.

2) Ch'i wished to attack Sung. Ch'in ordered Ch'i Chia to forbid it. But Ch'i delivered Chao and went on to attack Sung. The King of Ch'in was angry and fixed his resentment upon Chao. Li Tui bound the five States by treaty to attack Ch'in. They were unsuccessful. He detained the armies of the states at Ch'eng-kao and made a secret arrangement with Ch'in. He also wished to join Ch'in in an attack on Wei in order to vent his wrath and obtain a fief. The King of Wei was displeased.

A man of Ch'i spoke to the King of Ch'i and said: "Your servant spoke on Your Majesty's behalf to the King of Wei and said: 'The three Chin are all in danger from Ch'in. The present attack on Ch'in is for the sake of Chao. If the five states attack Chao, Chao is sure to be ruined. If Ch'in drives off Li Tui, Li Tui is sure to die. The present assault on Ch'in is in order to save Li-tzu from death. Now Chao is detaining the armed forces of the states at Ch'eng-kao and is secretly selling them to Ch'in. When the bargain has been struck (Li Tui) will get Ch'in to attack Wei in order to get a fief for himself. What is Your Majesty getting by your service of Chao? Moreover Your Majesty has crossed the Chang and done homage in person at Han-tan. Holding Yin and Ch'eng and with your back to Ko and Hsieh, you are a screen for Chao; and yet Chao does nothing for Your Majesty. Now also (Li Tui) enfeoffs his son with Ho-yang and Ku-mieh and gets Ch'in to attack Your Majesty so as to make easy the capture of Yin. Men after this will know whether he is a worthy man or not. If Your Majesty uses half of that by means of which you serve Chao in order to get Ch'i (on your side), will there be any in the world who will dare to plot against Your Majesty? In Your Majesty's service of Ch'i there will not be the disgrace of ~~engaging~~ to do homage, there will not be the expense of surrendering territory. Ch'i because of Your Majesty has emptied the State

before Yen and Chao and has employed its soldiers abroad at a distance of two thousand li. So in the assault on cities and battles in the open it has never failed ~~on~~ Your Majesty's behalf to be the first to undergo arrows and stones. It got two large cities, cut off Ho-tung, and presented all to Your Majesty. From then onwards, when Ch'in attacked Wei, the armed men of Ch'i never failed to come year by year to Your Majesty's frontiers. Allow me to ask whether Your Majesty can recompense Ch'i.

Han Wen dwells in Chao three thousand li away from Ch'i. Your Majesty because of this suspects Ch'i and says that there is a secret (agreement) with Ch'in. Now Your Majesty also cherishes the former Duke of Hsieh as Counsellor, treats Han Hsu well as your most important connection, honours Yu Shang as a distinguished guest. Can Your Majesty really turn round and be suspicious of Ch'i?!

The King of Wei listened to these words and thought of them as stammering speech. His desire to serve Your Majesty is very persistent. He is very resentful of Chao. Your servant desires Your Majesty to listen fully about Wei and not act so as to incur evil from it. Allow your servant on behalf of Your Majesty to push its resentment on to Chao. I wish Your Majesty would secretly honour Chao and not let Ch'in see that Your Majesty is honouring Chao. If Ch'in sees it, it also will honour Chao. If Ch'i and Ch'in both honour Chao your servant certainly sees that yen with Han and Wei will also honour Chao, and all of them will not venture to enter into altercation with Chao. If the five States serve Chao and Chao proceeds to make a friendly agreement with Ch'in it will certainly be more exalted than Your Majesty. Your servant therefore wishes Your Majesty on the one hand to use violence towards the states and ~~yet~~ ^{be} private to speak pleasantly to them all. Let Your Majesty send me to employ Han and Wei along with Yen to use violence towards Chao and send Tan to speak pleasantly to it. Employ Chao to use violence towards Han and Wei and send me to speak pleasantly to it. Employ the three Chin to use violence towards Ch'in and send Shun to speak pleasantly to ~~all~~ all the States to use violence towards Ch'u and send Wei to speak pleasantly to it. Then all the States will press upon Ch'in in Your Majesty's service and not dare to have any private arrangements among themselves. When the alliance is fixed let Your Majesty afterwards make your choice."

3)

Ch'i was about to make an attack on Sung and Ch'in was secretly forbidding it. Ch'i therefore wished to join with Chao. Chao would not listen so Ch'i ordered Kung-sun Yen to speak to Li Tui about attacking Sung and settling a fief for himself. ~~Accordingly~~ accordingly spoke to the King of Ch'i and said: "The reason your servant consolidated the three Chin in order to attack Ch'in was not to get advantage for Ch'i from the ruin of Ch'in. I wished thereby to make it attack Sung. But Sung ~~has~~ appointed its heir-apparent as king. Those below were attached to those above them and kept guard firmly. That is why your servant wished your Majesty to return quickly and give rest to your soldiers and people. Now the heir-apparent has fled. The hearts of all those who approved of the heir-apparent are dead. If ~~you~~ ^{we} attack it again, the state is sure to be in confusion and the heir-apparent is abroad. This is indeed the time to take Sung. Your servant has sent Kung-sun Yen on Your Majesty's behalf to speak to the Prince of Peng-yang and say: 'Your Highness is old. Your fief cannot but be settled soon. In thinking of a fief for Your Highness there is no State like Sung. None of the others will do. The men of Ch'in are covetous. Han and Wei are in danger. Yen and Ch'u are remote. The soil of

Chung-shan is poor, there is no place like Yin. If you lose this opportunity you cannot get it again. Sung's offence is heavy. Ch'i's anger is profound. To destroy disorderly Sung, get the great (State of) Ch'i, and settle your own fief, this is the opportunity of a hundred generations. The Prince of Feng-yang covets it greatly. Although he gets a great fief, Ch'i's treatment of him will not be much different. Your servant wishes Your Majesty to make great arrangements for an attack on Sung, but not allow them to get to the point of actual warfare in order to watch the Prince of Feng-yang's response to Your Majesty. **Hang Yin** before him as an enticement. Have Yen in agreement so as to threaten him. And your servant awaits the appointment to a fief of one who is loyal. The affair is sure to be a great success. Your servant also wishes Your Majesty to have lands to offer to the Prince of Hsiang-an in order to support your servant. If Your Majesty does in fact destroy Sung, this is the opportunity to (make use of) the two territories. Why does Your Majesty grudge them? If Your Majesty does not realise your aims in respect of Sung, how can you venture to hope for an allied State? If Your Majesty supports your servant in this way, your servant will bring Yen into accord and keep watch upon Chao. Then Your Majesty can split the world up as easily as bursting a boil."

4)

The five States attacked Ch'in without success. They came to a standstill at Ch'eng-kaio. Chao wanted to make terms with Ch'in. Ch'u with Han and Wei were on the point of agreeing. Ch'i was unwilling. Su Tai spoke to the King of Ch'i and said: "Your servant has already had an interview on Your Majesty's behalf with the Prince of Feng-yang. Your servant spoke to the Prince of Feng-yang and said: 'If the States separate and serve Ch'in, Ch'in will be sure to get possession of Sung, Wei Jan will be sure to envy Your Highness your possession of Yin. If the King of Ch'in is covetous and Wei Jan is envious, Yin cannot be got. If Your Highness does ~~not make terms~~ not make terms, Ch'i will be sure to attack Sung. If Ch'i attacks Sung, Ch'u will be sure to attack Sung, ~~Wei will be sure~~ Wei will be sure to attack Sung, Yen and Chao will help them. If the five States get possession of Sung, it is certain that Yin can be got in less than one or two months. If you get Yin and then make terms, although there are changes in Ch'in, Your Highness will not be in danger. If it cannot be helped and you must make terms, then I wish that the five states would make a firm alliance again. If you wish to get Chao, let Your Lordship as leader along with a great officer of the Han urge the King of Ch'i in the East to be sure not to summon Wen and cause your servant to keep watch over the treaty. If among the allied states there is one which goes back on the treaty, attack it with the four States. If there is none which goes back on the treaty and Ch'in proceeds against the alliance, let the five States stand firm and repel it. Now Han and Wei on the one hand and Ch'i on the other hand are suspicious of each other. If they do not make a firm alliance again and come to an agreement, your servant fears that the allied States will be in great confusion. If Ch'i and Ch'in do not unite again, one of them will be important by itself. Both a renewed agreement and such solitary importance are not profitable for Chao. Moreover if the States separate and serve Ch'in, it will be Ch'in which controls the states. If Ch'in controls the States, what will you have to do with them? Your servant wishes your Highness to think about this in time. If the States contend with Ch'in there are six movements, all of which are unprofitable for Chao. If the States contend with Ch'in, the King of Ch'in may receive in submission the states within the seas, he may unite with himself if those who have turned back on the alliance-

with their fellows and so get possession of the central States and seek his profit from the three Chin. That is one movement of Ch'in. If Ch'in acts on this policy it will not be profitable for Chao and Your Highness will never get Yin. That is the first. If the States contend with Ch'in, the King of Ch'in may get Han Wen received in Ch'i and the Prince of Ch'eng-yang in Han, he may get Wei Huai made Counsellor in Wei, renew the agreement with (Kung-sun) Yen, and ally the two kings. Men like Wang Pen and Han T'a will all arise and manage affairs. That is another movement of Ch'in. If Ch'in acts on this policy it will not be profitable for Chao and Your Highness also will not get Yin. That is the second. If the States contend with Ch'in, the King of Ch'in may receive Ch'i, may receive Chao- three Powers all in agreement--and so get possession of Wei and demand An-i. That is another movement of Ch'in. If Ch'in acts on this policy, Ch'i and Chao will respond to it, Wei will not wait to be attacked, it will take An-i and put its trust in Ch'in. Ch'in will get the wealth of An-i. It will have Wei for its chief ally. Han will be sure to enter and pay homage. Ch'in will pass through Chao and make an end of An-i. That is another movement of Ch'in. If Ch'in acts on this policy it will not be profitable for Chao and Your Highness will certainly not get Yin. That is the third. If the States contend with Ch'in, Ch'in may confirm its alliance with Yen and Chao so as to attack Ch'i and take Ch'u, it may join with Han Wen to attack Wei. That is another movement of Ch'in. If Ch'in acts on this policy and Yen and Chao respond to it, Yen and Chao will attack Ch'i. When first the soldiers are employed Ch'in will seize the opportunity to take Ch'u and attack Wei. In less than one or two months Wei is certain to be broken. Ch'in will take An-i and block up Nu-chi. T'ai-yuan in Han will be cut off. It will go down to Ch'ih-iao and Nan-yang and attack Wei, cut off Han, and envelope the two Chou. In that case Chao will melt away of itself. For the State to melt away before Ch'in and its army to be divided in Ch'i will not be profitable for Chao and Your Highness will never get Yin. That is the fourth. If the States contend with Ch'in, Ch'in may confirm an alliance with the three Chin and attack Ch'i. When the states have been broken up, their wealth contracted, and their armies divided in the East in Ch'i, Ch'in may lead an army to attack Wei and take An-i. That is another movement of Ch'in. If Ch'in acts on this policy Your Highness may take the lead to rescue Wei. That is, worn out with the attack on Ch'i you will contend in battle with Ch'in. If Your Highness does not go to the rescue, how will Han and Wei avoid an agreement in the West? The State will be (for Ch'in) to decide about and your Highness will never get Yin. That is the fifth. If the States serve Ch'in, Ch'in will practise justice, preserve those that are being ruined, continue the succession of those that are being cut off, strengthen those that are in danger, support those that are weak, and settle princes who have incurred no guilt. It will be sure to raise up Chung-shan and Sheng. If Ch'in raises up Chung-shan and Sheng and Chao and Sung have the like destiny, what leisure will there be to speak of Yin? That is the sixth. Therefore I say that Your Highness must not make terms and then you are sure to get Yin. The prince of Feng-yang said: 'Good'. So he broke off his agreement with Ch'in and received Ch'i and Wei (into alliance) so as to accomplish his appropriation of Yin.

5)
 Lou Huan, being about to go on a mission, was receiving his instructions and taking his leave. He spoke to the King of Chao and said: 'Although your servant uses his strength to the utmost and exhausts his understanding, I shall not appear before your majesty again before I die!

sought the Prince of An-p'ing to command his army. The Prince of Ma-fu spoke to the Prince of P'ing-yüan and said: 'Is the State so very short of men? Your Highness is bringing the prince of An-p'ing and putting him in command and so is cutting off three cities of Chi-tung and fifty seven market-towns to give to Ch'i. If, sir, you go to war like that with an enemy state, it is the way to overthrow the army and ~~put the hegemon~~ ~~and~~ cause the death of its commander and surrender territory to the enemy state. Now Your Highness gives this to Ch'i and seeks the Prince of An-p'ing to command the army. Is the state so very short of men? And why does not Your Highness not put me in command? I formerly incurred guilt and dwelt in Yen. Yen made me the guardian of Shang-ku. I know all about the valleys through which there are roads and the important frontier posts of Yen. Within a hundred days, before the soldiers of the States had assembled, I would have made a move against Yen. Then why does Your Highness seek the prince of An-p'ing to put him in command?'

The Prince of P'ing-yüan said: 'Let it drop, General. Your servant has already spoken about it to my lord. ~~Fortunately~~ My lord ~~has~~ listened to his servant. There is nothing left for you, General, to say.'

The Prince of Ma-fu said: 'Your Highness is mistaken. The reason Your Highness seeks the prince of An-p'ing is that Ch'i with respect to Yen is an 'eat liver wade through blood' enemy. With me it is not so. If the Prince of An-p'ing is stupid he certainly cannot be a match for Yang ~~Shan~~. And if the Prince of An-p'ing is wise he will not be willing to wage war with the men of Yen. The prince of An-p'ing must dwell in one or the other of these two classes. Nevertheless, of the two alternatives there is one. If the Prince of An-p'ing is wise, why should he make Chao powerful? If Chao is powerful, Ch'i will not be Hegemon again. If, now he gets the soldiers of powerful Chao with which to resist the Yen general, wastes the time by holding on for several years, causes the strength of the officers and men who remain to be used up in the ~~strenches~~, the chariots, the armour and the pennants to be broken and worn out, the treasuries and the granaries to be empty, and the two states to be mutually exhausted, and then he ~~leads~~ his soldiers back—there is no clearer way to use up the armies of the two states than this.'

In this campaign, they hung up their cauldrons to cook their food and got three cities, the largest of which did not exceed a hundred chih, exactly as Ma Fu had said.

8) Three States attacked Ch'in. Chao attacked Chung-shan and took Fu-liu. In five years it got a secure hold on the Hu-t'o. ~~Jung~~ Kuo and Sung T'u, men of Ch'i, spoke to Ch'ou Ho and said: 'The best plan is to return all the newly acquired lands of Chung-shan and Chung-shan because of this to speak to Ch'i, saying: 'The four States are about to borrow a way in Uei to pass by the road of which Chang-tzu is in charge.' When Ch'i hears this it will be sure to offer Ku. "

9) Chao, wishing to attack Ch'i, made Chao Chuang form an alliance of North and South. Ch'i asked permission to offer lands. Chao in consequence degraded Chao Chuang. Ch'i Ming spoke to the King of Chao and said: 'Ch'i was afraid of an agreement between those who advocated an alliance of North and South and therefore offered lands. Now that it hears that Chao Chuang has been degraded and Chang Ch'in is honoured, Ch'i will certainly not offer lands.' The King of Chao said: 'Good', and summoned Chao Chuang and gave him honour.

10) Ti Chang came from Liang. He was on very good terms with the King of Chao.

The King of Chao thrice invited him to become Counsellor. Ti Chang refused to accept the office. T'ien Ssu spoke to Pillar of the state Han Hsiang and said: 'Allow your servant to kill him for you, sir. If the visitor dies, the King is sure to be angry and punish the Prince of Chien-hsin. If the Prince of Chien-hsin dies, Your Highness is certain to become Counsellor. If the Prince of Chien-hsin does not die, you will thereby form a connection with him which will never wear out. So you will gain the gratitude of the Prince of Chien-hsin.'

11)
Feng Chi spoke to the King of Chao on behalf of the prince of Lu-ling and said: 'It is because of Yen that Your Majesty is expelling the Prince of Lu-ling.' The King said: 'I give weight to neither Yen nor Ch'in.' He replied: 'The King of Ch'in spoke about Yu Ch'ing but Your Majesty did not expel him. Now ~~that~~ Yen once speaks about the prince of Lu-ling ~~and~~ Your Majesty expels him. That is, Your Majesty makes light of powerful Ch'in and gives weight to Yen which is weak.' The King said: 'I am not acting because of Yen. I was myself already about to expel him.' 'In that case Your Majesty is expelling the Prince of Lu-ling and is not doing it because of Yen. Your action is the expulsion of a beloved younger brother and you have the support of neither Yen nor Ch'in. Your servant presumes in Your Majesty's interests not to approve of it.'

12)
Feng Chi asked for an interview with the king of Chao. The officer of introduction brought brought him into the King's presence. Feng chi clasped his hands and bowed his head, wishing to speak but not daring to do so. The king asked his reason. He replied: 'There was a visitor who got an interview for someone with Fu-tzu, and afterwards asked his faults. Fu-tzu said: 'Your Lordship's guest had only three faults. He looked towards me and smiled, that was rude familiarity. In his conversation he did not refer to his teacher. That was insubordination. His connection with me was slight but he talked to me of deep matters. That was irregularity.' The visitor said: 'Not so. To look towards a man and smile is affability. To talk without referring to one's teacher is speech about ordinary matters. With slight connection to talk of deep matters is loyalty. Yao of old gave an interview to Shun in the midst of the grass and reeds. He spread his mat in the channelled fields and took shade under the mulberry trees. He transferred him from that obscurity and gave him the world. I Yin carried his stands and dishes on his back and so made contact with T'ang. His name was not well known and yet he received the rank of (one of) the Three Dukes. If he whose connection is slight may not talk of deep matters, the world would not have been transmitted (to Shun) and the rank of (one of) the Three Dukes would not have been obtained (by I Yin).' "

The King of Chao said: 'Very good.' Feng Chi said: 'How your servant from abroad has but a slight connection with you and yet I wish to talk of deep matters. May I?' The King said: 'Allow me to receive your instructions.' Thereupon Feng Chi talked.

13)
A visitor had an interview with the king of Chao and said: 'Your servant hears that Your Majesty is getting a man to buy horses. Is that so?' The King said: 'It is.' 'Why have you not yet sent him?' The King said: 'I have not got a good judge of horses.' He replied: 'Why does not your Majesty send the Prince of Chien-hsin?' The King said: 'The Prince of Chien-hsin has the affairs of the state. Besides, he is not a judge of horses.' He said: 'Why does not Your Majesty send the Lady Chi?' The King said: 'The

Lady Chi is a woman. She is no judge of horses.' He replied: 'If you buy a horse and it is good what benefit is it to the State?' The King said: 'It is no benefit to the State.' 'If you buy a horse and it is bad what danger is it to the state?' The King said: 'It is no danger to the state.' He replied: 'Then if you buy a horse, whether it is good or bad, it is no danger or benefit to the State, and yet to buy a horse Your Majesty must wait for a competent man. Now in the government of the world, if your appointments are mistaken, the states is empty with none to continue the population, the altars are without their sacrifices; and yet Your Majesty does not wait for a competent man, but gives it to the prince of Chien-hsin. Why is that?'

Before the king of Chao had answered, the visitor said: "In the rules of Yen Kuo there are what are called 'the ulcers on the mulberry tree'. Does Your Majesty know about them?" The King said: "I have not heard of them." "What are called the ulcers on the mulberry tree are the sycophants who ~~are~~ in close attendance on you as well as the actors and beautiful girls of whom you are fond. These are all come to take advantage of Your Majesty when you are confused with wine and ask what they want from Your Majesty. That is, they can get it within and then the great ministers pervert the laws for them without. So the sun and moon shine brightly outside but those who rob you are inside. You make careful preparations ~~xx~~ against those whom you hate but disaster lies in those of whom you are fond."

14)
 Ch'in attacked Wei and obtained Ning-i. The nobles all offered their congratulations. The King of Chao sent to offer his congratulations. (The messenger) came back three times without having been able to obtain an audience. The King of Chao was grieved about it. He spoke to his attendants and said: 'Ch'in by means of its might has obtained Ning-i so as to control Ch'i and Chao. The nobles have all offered their congratulations. I have sent to offer my congratulations but (my messenger) alone has not obtained an audience. This certainly means that it is going to bring its troops to bear upon me. What is to be done about it?' His attendants said: 'That your messenger has gone three times without obtaining an audience must be because he whom you have sent is not the proper man.' They said: 'Liang I is an officer skilful in argument. Your Majesty may make trial of him as an envoy.' Liang I received his commission and went. When he got to Ch'in he presented a document to the King of Ch'in, saying: 'Your Majesty has extended your territory at Ning-i. The nobles have all offered their congratulations. The poor prince of our mean town also presumed to felicitate your success. He did not venture to dwell at ease but sent his humble servant to present his gifts. Three times the messenger arrived at the royal palace but did not obtain an audience. If he has not offended, I wish Your Majesty not to break off his happiness. If he has offended, I wish for an opportunity to enquire about it.' The King of Ch'in sent a messenger with the announcement: 'As for my treatment of Chao, I accept the letters and presents of all the states, great or small, which ~~they~~ ^{they} follow my words. If they do not follow my words, their messengers go back.' Liang I replied: 'Your humble servant came indeed because he wished to obey the will of your great State. How dare we create difficulties for Your Majesty? If there are any orders for us, allow us to receive them and carry them out in the West. There is nothing about which we dare to hesitate.'

Thereupon the King of Ch'in gave an interview to the envoy and said: 'Chao Pao and the Prince of P'ing-yuan have often ridiculed me. If Chao can put these two men to death, that will do. If it cannot put them to

The Prince of

death, allow me now to lead the nobles to receive your commands beneath the walls of Han-tan.' Liang I said: "Chao Pao and the Prince of P'ing-yia are own brothers to our unworthy prince by the same mother, just as Your Majesty has the Princes of She-yang and Ching-yang. Your Majesty is heard of among the nobles because of your rule in the spirit of filial piety. Garments fitting the person, viands tasting pleasant to the mouth, you have never failed to share with the Princes of She-yang and Ching-yang. The carriages, horses, and garments of the prince of She-yang and Ching-yang are not different from Your Majesty's garments and equipage. Your servant has heard: 'Overturn nests and break the eggs and phoenixes will not fly around. Cut open wombs and push the young and the auspicious animal will not come.' If now your servant receives Your Majesty's order and goes back with his report and the prince of our unworthy town in his fear does not dare not to act upon it, will it not grieve the hearts of the Princes of She-yang and the Prince of Ching-yang?"

The King of Ch'in said: 'So be it. Do not let them have part in the government.' Liang I said: 'The prince of our unworthy town has younger brothers by the same mother as himself whom he has not been able to instruct and so has incurred the resentment of your great State. He asks permission to degrade them and not let them have anything to do with the business of government so as to accord with your great State.' So the King of Ch'in was pleased, received his presents, and entertained him liberally.

15)

Chao sent Yao Chia to make a treaty with Han and Wei. Han and Wei sent him back. Chia Mao spoke for Yao Chia to the King of Chao and said: 'Chia is Your Majesty's loyal servant. Han and Wei want to get him. That is why they have sent him back. They are going to get Your Majesty to expel him. And then they themselves will receive him. Now Your Majesty expels him. That is, Han and Wei obtain their desire and Your Majesty's loyal servant is held guilty. Therefore Your Majesty's best man is not to expel him, thus manifesting your Majesty's virtue and breaking off Han and Wei's (plan to) summon him.'

16) Wei defeated Ch'u at Mt Hsing and captured T'ang Hing. The King of Ch'u was afraid and ordered Chao Ying to take the heir-apparent and hand him over as a pledge of agreement to the Duke of Hsieh. The father-lord wished to defeat this so he united with Ch'in and sought an alliance with Ch'u and Sung, making Ch'ou Ho Counsellor in Sung and Lou Huan Counsellor in Ch'in. The King of Ch'u was allied with Chao and Sung. The agreement between Ch'i and Wei was in the end defeated.

17)

Ch'in summoned the Marquis of Ch'un-p'ing and took the opportunity to detain him. Shih Chun spoke for him to the Marquis of Wen-hsin and said: 'The Marquis of Ch'un-p'ing is a man of whom the King of Chao is very fond, but the senior secretaries are very jealous of him, so they schemed together and said: 'If the Marquis of Ch'un-p'ing goes into Ch'in, Ch'in is sure to detain him.' Therefore they schemed to get him into Ch'in. Now Your Highness is detaining him. That is, you cut off relations with Chao to no purpose and the senior secretaries' plan succeeds. Therefore the best plan is for Your Highness to send the Marquis of Ch'un-p'ing away but detain the Marquis of P'ing-tu. As for the Marquis of Ch'un-p'ing, his words have free course with the King of Chao. He will be sure to surrender (lands) on a generous scale from Chao to serve Your Highness and ransom the Marquis of P'ing-tu.'

The Marquis of Wen-hsin said: 'Good'. So he treated him kindly and sent him away.

18)

The Queen-Mother of Chao had recently taken charge of affairs when Ch'iu launched an urgent attack upon it. The House of Chao sought succour from Ch'i. Ch'i said: 'On the express condition that you give the Prince of Ch'ang-an as hostage our soldiers will go forth.' The Queen-Mother was unwilling. The great ministers remonstrated strongly. The Queen-Mother said clearly to her attendants: 'If anyone speaks again about sending the Prince of Ch'ang-an as a hostage, old woman as I am, I will certainly spit in his face.' Ch'u Lung, the Tutor of the Left, desired an interview with the Queen-Mother. The Queen-Mother was full of wrath as she bowed to him. He came in and advanced slowly. When he came up to her he excused himself, saying: 'Your old servant suffers in his feet. I could not walk quickly. I have not been able to have an interview for a long while. I presume to forgive myself. And yet I am afraid that Your Majesty suffers from some weakness. Therefore I desire to see you.' The Queen-Mother said: 'I am an old woman. I rely on a carriage to get about.' He said: 'Does your daily appetite remain good?' She said: 'I rely upon rice gruel.' He said: 'Your old servant now has very little desire to eat. But I force myself to walk every day three or four li. That increases slightly my taste for food and agrees with my body.' The Queen-Mother said: 'I am an old woman. I cannot.' The Queen-Mother's countenance relaxed slightly. His Lordship the Tutor of the Left said: 'Your old servant's mean offspring Shu-ch'i is very young and incompetent and your servant is failing. I presume to be fond of him and have compassion upon him. I wish to make it possible for him to make up the number of the black uniforms to guard the royal palace. Blind to death I let you hear of this.' The Queen-Mother said: 'I respectfully consent. How old is he?' He replied: 'Fifteen years. Although he is young, I wish before I fill the ditch to entrust him to you.' The Queen-Mother said: 'Do men also love and feel compassion for their young sons?' He replied: 'More than women.' The Queen-Mother laughed and said: 'A woman's love is very different.' He replied: 'Your old servant presumes to think that you, madam, love the Queen of Yen more than you love the prince of Ch'ang-an.' She said: 'Your Highness is mistaken. I do not love her as much as the Prince of Ch'ang-an.' His Lordship the Tutor of the Left said: 'When parents love their children, they make plans for them which are deep and far-reaching. When you, madam, escorted the Queen of Yen, you grasped her heels and wept over them bitterly—thinking how far away she was going and lamenting it. When she had gone you did not cease to think of her. When you offered sacrifice you were sure to pray for her, saying in your prayer: "May she on no account be sent back." Was it not that your plans were far-reaching, that she might have sons and grandsons succeeding each other as kings?' The Queen-Mother said: 'Yes.' His Lordship the Tutor of the Left said: 'If now we go back three generations up to the time that Chao became Chao, of those of the sons and grandsons of the kings of Chao who were made Marquises—are there any whose succession remains?' She said: 'There is none.' He said: 'Not only Chao, in all the states are there any who remain?' She said: 'I, old woman, have not heard of any.' Thus, those whose evil has been near at hand suffered in their own persons, of those of whom it was distant the sons and grandsons suffered. Is it that the sons and grandsons of rulers are necessarily not good? Their position was one of dignity but they had no achievements to their credit. Their emoluments were liberal but they had undergone no meritorious toils. And they clasped to themselves their many treasures. Now you, madam, have made the position of the prince of Ch'ang-an one of dignity and you have enfeoffed him with rich and fertile lands and given him many treasures, but until now you have not made him render any service to the state. One morning, the mountain will

collapse. How will the prince of Ch'ang-an be able to entrust himself to Chao? Your old servant considers that your plans, madam, for the Prince of Ch'ang-an are short-sighted. Therefore I think that your love for him is not like that for the queen of Yen. The queen mother said: 'I agree. Let Your Highness please yourself what is to be done with him.'

Thereupon she equipped a hundred carriages for the Prince of Ch'ang-an and sent him as a hostage to Ch'i. Then the soldiers of Ch'i came forth. T'ai I heard of it and said: 'A ruler's son is of his own flesh and bone. Yet even he cannot rely upon dignity without meritorious service and emoluments without toilsome achievements, to protect his weight of gold and precious stones. And how much less one who is another's servant?' (19)

Ch'in sent Wang Chien to attack Chao. Chao sent Li Yu and Ssu-ma Shang to withstand him. Li Yu several times broke and put to flight the army of Ch'in and slew the Ch'in general Huan Ch'i. Wang Chien hated him and gave ~~him~~ to the king of Chao's favourite ministers such as Kuo K'ai to get them to take the opportunity to say: 'Li Yu and Ssu-ma Shang wish to join Ch'in and turn against Chao so as to get large fiefs in Ch'in.' The king of Chao suspected them and sent Chao Ts'ung and Yen Chu to replace them as generals. He beheaded Li Yu and degraded Ssu-ma Shang. After three months Wang Chien took the opportunity to make a vigorous attack and inflict a smashing blow on Chao. He slew Chao Ts'ung, captured Ch'ien the King of Chao, together with his general Yen Chu, and proceeded to destroy Chao.

WEI I

1) Chih Po demanded lands from Wei Huan-tzu. Wei Huan-tzu did not give them. Jen Chang said: 'Why not give them?' Huan-tzu said: 'He demanded lands without cause. That is why I did not give them.' Jen Chang said: 'He demands lands without cause. The neighbouring States are sure to be afraid. His great desires are insatiable. The world is sure to fear. If Your Highness gives him lands, Chih Po is sure to become arrogant. He is arrogant and makes light of his foes. The neighbouring States fear and are kindly disposed to each other. If with armies that are kindly disposed to each other you await a State which makes light of its foes, the destiny of the Chih ~~State~~ will not last long. The Book of the Chou says: 'When you want to defeat them you must for a while assist them. If you want to take them you must for a while give to them.' The best plan for Your Highness is to give ~~tax~~ them so as to make Chih Po arrogant. Why does Your Highness let go making use of the world to plot against the House of Chih and only make our State the House of Chih's chopping-block?' The prince said: 'Good' and gave him a town of ten thousand households. Chih Po was very pleased. He went on to demand Ts'ai and Kao-liang from Chao. Chao did not give them, so he besieged Chin-yang. Han and Wei rebelled without, the House of Chao responded to them within, whereupon the House of Chih was ruined.

Relations were difficult between Han and Chao. Han demanded soldiers from Wei, saying: 'We wish to borrow troops to attack Chao.' Marquis Wen of Wei said: 'We and Chao are brethren. We dare not obey.' Chao also demanded soldiers to attack Han. Marquis Wen said: 'We and Han are brethren, we dare not obey.' The two States did not get soldiers, and went back in anger. Afterwards they heard what Marquis Wen had said about being on good terms with them and they both paid homage to Wei.

2) Yo Yang was leading an army for Wei and attacking Chung-shan. His son was in Chung-shan. The prince of Chung-shan boiled his son and sent him the soup. Yo Yang sat beneath a canopy and drank a whole cupful. Marquis Wen spoke to Tu-shih Tsan and said: 'Yo Yang for my sake has eaten his son's