

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 bones. 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 ~~king~~ 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

flesh.' Tsan replied: 'If he will eat even his son's flesh, whose will he not eat?' When Yo Yang had defeated Chung-shan, Marquis Wen rewarded his services but suspected his intentions.

3)

Hsi-men Pao had been appointed commandant of yeh and was taking his leave of Marquis Wen of wei. Marquis Wen said: 'Go your way, sir. You must accomplish your service and perfect your reputation.' Hsi-men Pao said: 'I venture to ask if there is also an art in accomplishing one's service and perfecting one's reputation?' Marquis Wen said: 'There is. Receive first and cause to be seated the elders of the district or town. When an officer enters ask what he is an officer of worth and, if he is, give him official duties. Seek out those who like to hide men's excellence and make a display of what is evil in them and examine them thoroughly. There are many things which resemble each other but are not the same. Dense weeds when they are young look like growing corn. The bloom of a horse or an ox is like that of a tiger. white bone may be mistaken for ivory. Pebbles resemble jade. These are all things which look like each other but are not the same.'

4)

Marquis Wen made an appointment with a forester to go hunting. On the day which had been fixed he was drinking and making merry. It was raining. Marquis Wen was going out. His attendants said: 'Today you are drinking and making merry. Besides, it is raining. Whither is your Lordship going?' Marquis Wen said: 'I made an appointment with a forester to go hunting. Although I am making merry must I not meet him once at the appointed time?' So he went and dismissed him in person. Wei from that time began to be powerful.

5)

Marquis Wen of Wei was drinking with T'ien Tzu-fang and praised the music. Marquis Wen said: 'The sound of the bells is not as high as that on the left.' T'ien Tzu-fang laughed. Marquis Wen said: 'Why laugh?' Tzu-fang said: 'Your servant has heard that when a prince is intelligent he delights in his officers, but that when he is not intelligent he delights in music. Now Your Highness is discriminating in the matter of sounds. Your servant fears that Your Highness may be deaf to your officers.' Marquis Wen said: 'Good. I reverently hear your commands.'

6)

Marquis Wu of Wei with his great officers was drifting down the western Ho. He remarked on it and said: 'The dangerous places of the rivers and the mountains—are they not indeed firm?' Wang Chung was in attendance on the ying and said: 'These are the means whereby China is powerful. If they are kept in good order, everything is ready for the position of Hegemon.' Wu Ch'i replied: 'Our Prince's words are the way to endanger the State and you, sir, also add to them. That makes the danger more grave.' Marquis Wu was angry and said: 'Can you explain your words, sir?' Wu Ch'i replied: 'The dangerous places of the rivers and mountains are not sufficient for a protection. The function of Hegemon does not follow from these. Of old, the waves of the three riao on the left had the waves of P'eng-li, on the right the waters of Tung-t'ing. 't Wen were on the South and 't Heng on the North. They relied on these dangerous places. Their practice of government was not good and Yu drove them out. Chieh of Hsia's state on the left had the shadows of T'ien-men and on the right the brightness of T'ien-ch'i. Lu-yi was on the North and the I and the Lo came forth on the South. It had these dangerous places. But its practice of government was not good and T'ang attacked it. Chou of Yin's State on the left had Heng-men and on the right the Chang and the Fu. In front it was girded by rivers. behind it was covered by mountains. It had these dangerous places. But its practice of government was not good and King

Wu attacked it. Moreover Your Highness in person led your servants and reduced cities to subjection. It was not that the city walls were not high. It was not that the people were not numerous. But the reason you could annex them was that their government was evil. Looking at it from this point of view, is the difficult and dangerous contour of the land sufficient to make you Hegemon? Marquis Wu said: 'Good. And today I have heard the words of a sage. I entrust the government of Hsi-no solely to you sir.'

7) Kung-shu Tso of Wei was Wei's general and fought with Han and Chao north of the Kuei. He captured Yo Tsu. The King of Wei was pleased, welcomed him in the suburbs, and rewarded him with a million (mou) of the fields set apart for such a purpose. Kung-shu Tso turned and hastened away. He bowed twice, and declined the gift, saying: 'That which made the soldiers not collapse, but go straight forward without turning to one side, and not avoid the beam when it snapped, was the instruction which remained from Wu Ch'i. Your servant could not do it. To feel in advance the pulse of the dangerous and difficult contour of the land, to decide on preparations for gain and injury, causing the soldiers of the three armies not to be bewildered, was the achievement of Pa Ning and Ts'uan Hsiang. To have hung up the rewards and punishments beforehand causing the people to understand and have confidence in them afterwards was Your Majesty's intelligent rule. To have seen that the enemy could be smitten and have drummed (the soldiers) on without daring to be remiss or weary was your servant's (part). Why does Your Majesty reward your servant just because my right hand was not weary? If you consider that your servant has achieved merit, what merit has your servant?' The King said: 'Good'.

He thereupon sought out the posterity of Wu Ch'i and bestowed on them two hundred thousand (mou) of cultivated fields. To Pa Ning and Ts'uan Hsiang he gave each one hundred thousand (mou) of cultivated fields. The King said: 'Is not Kung-shu a superior man? Having on my behalf overcome a powerful foe he also does not neglect the posterity of a worthy man, nor does he cover up the traces of able officers. How can Kung-shu be without some increase?' Therefore he also added forty thousand to the million (mou) of cultivated fields making one million ~~making~~ one million four hundred thousand. Therefore Lao-tzu said: 'The sagely man stores up nothing. He uses all for others and himself has the more. He gives it to others and himself has all the more! Kung-shu fitted that description.'

8) Kung-shu Tso of Wei was ill. King Hui went to enquire after him. He said: 'You are ill, Kung-shu. When we may no longer avoid (the use of the word 'death!') how about the altars?' Kung-shu Tso replied: 'I have the YU-hsi Kung-sun Yang. I wish that Your Majesty would listen to him in affairs of State. If you cannot listen to him, do not send him beyond the frontiers.' The King did not answer. He went out and spoke to his attendants, saying: 'Is it not sad? Kung-shu is such a worthy man and yet he says that I must listen to Yang in affairs of state. Is it not perverse?'

Kung-shu Tso died. Kung-sun Yang heard of this and when the funeral was over he went West to Ch'in. Duke Hsiao received and employed him. The result was that Ch'in became stronger every day and Wei was daily diminished. This was not due to Kung-shu's perverseness. It was due to King Hui's perverseness. The real harm of perverseness is in regarding as perverse what is not perverse.

9) Su-tzu in the interests of Chao was forming an alliance of North and

South. He spoke to the King of Wei and said: "Your Majesty's territory in the South has the Hung waterway and the Lu of Ch'ên. On the South it has Hsü, Yen, K'un-yang, Shao-ling, Wu-yang, and Hsi-ch'i. In the East it has the Hwai, the Ying, the I, and the Huang, Chu-tsao, Hai-yen, and Wu-hsü. In the West there is the boundary of the Long Wall. In the North there are Ho-ua, Chüan, yen, and Suan-tsao. Your territory is a thousand li square. Although your territory is called small, your cultivated fields with their cottages and hamlets have left no land for fodder and pasture for cattle and horses. The multitude of the people, the numbers of the carts and horses are day and night on the move without ceasing, so that they are no different from the host of three armies. As your servant presumes to calculate it, Your Majesty's State is not inferior to Ch'u. But the advocates of an alliance of East and west scheme for Your Majesty to make an alliance abroad with the powerful tigerlike and wolflike Ch'in to encroach upon the world. When suddenly the state is in trouble they will not suffer its disaster. To lay hold on the influence of powerful Ch'in so as to bring pressure to bear on their lord at home—there is no offence to this. Moreover Wei is the most powerful State in the world. Your Majesty is the worthiest ruler in the world. But now you have it in mind to face West and serve Ch'in, take the title of 'Eastern Barrier', build the imperial palace, receive the hat and girdle, and offer the Spring and Autumn sacrifices. Your servant presumes on Your Majesty's behalf to think it a disgrace. Your servant has heard that King Kou-chien of Yueh with three thousand scattered soldiers captured Fu-ch'ai at Kan-sui, that King Wu with three thousand soldiers and three hundred armoured chariots beheaded Chou in the open country of Mu. Was it that their soldiers were numerous? It was really because they were able to arouse their awe-inspiring majesty. Now I presume to hear that Your Majesty's soldiers are more than two hundred thousand 'Warriors', two hundred thousand 'Blus Turbans', two hundred thousand 'vigorous smiters', one hundred thousand menials, six hundred chariots, five thousand cavalry. This is far beyond what King Kou-chien of Yueh and King Wu had. And now you are under the pressure of what your evil ministers are saying and wish to serve as the subject of Ch'in. If you serve Ch'in you must surrender territory and give hostages. Therefore no soldiers will have been employed but the State will have been diminished. All those of your ministers who speak of serving Ch'in are traitorous ministers, they are not loyal ministers. For a minister to surrender his lord's territory, by means of foreign alliances to steal for himself a shortlived merit, and have no regard for the consequences, to break up the ducal family and establish his own house, to lay hold abroad of the influence of powerful Ch'in and bring pressure to bear on his lord at home, and ask you to surrender territory—I wish Your Majesty would give ~~matter~~ it your mature consideration. The Book of Chou says:

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'Spreading continuously and not interrupted,
 When they have spread all over, what will you do?
 If it is not plucked up when it is slight as a hair,
 It will make the handle of an axe.
 If beforehand plans are not settled,
 Afterwards there is great evil.
 Then what will you do?'

If Your Majesty can really listen to your servant, if the six States are cordially united in an alliance of North and South with a single heart and joint strength, there will certainly be no trouble from the might of Ch'in. Therefore the King of Chao, our unworthy town, has sent

your servant as his envoy to present this ignorant policy and offer a clear-sighted alliance. It is for Your Majesty to summon it."

The King of Wei said: "I am incompetent. I have not had the opportunity to hear intelligent instruction. Now Your Highness summons me with the King of Chao's invitation. I reverently follow with my State".

10) Chang I was forming an alliance of East and West on behalf of Ch'in. He spoke to the King of Wei and said: "The territory of Wei does not reach a thousand li square, its soldiers do not exceed three hundred thousand men. The land is flat on all four sides. The Nobles have access to it from every direction. Roads pass through it like spokes meeting in an axle. There are no obstacles from famous mountains or great rivers. From Cheng to Liang it is not more than a hundred li. From Ch'ên to Liang it is two hundred odd li. Horses galloping and men running get to Liang before they are tired. On the South the frontier adjoins Ch'u, on the West Han, on the North Chao, and on the East Ch'i. Soldiers to garrison it on each of the four sides, to guard barrier towers at proper intervals, and transport stacks of grain, would not be under a hundred thousand. The lie of the land in Wei is such that it is certain to be a battlefield. If Wei in the South joins with Ch'u and does not join with Ch'i, Ch'i will attack it on the East. If in the East it joins with Ch'i and does not join with Chao, Chao will attack it in the North. If it is not in agreement with Han, Han will attack it in the West. If it has not friendly relations with Ch'u, Ch'u will attack it in the South. That is what is called a road splitting off into four or five directions. Moreover the nobles who are forming the alliance of North and South do it to ~~prevent~~ give peace to their altars, to honour their lords, make powerful their soldiers and make their names illustrious. Those who agree in such an alliance bind the States in a brotherly union. They slaughter a white horse and make a treaty by the waters of the Huan in order to confirm each other. If, related to each other like brethren of the same parents, they still have disputes over finance and wish to rely on deceit and intrigue, hesitating about the remnants of Su Ch'in's policy, it is also clear that they cannot succeed. If Your Majesty does not serve Ch'in, Ch'in will send soldiers down to attack Ho-wai, destroy Chuan, yen, and Suan-tsao of yen, plunder Wei and take Chin-yang. Then Chao will not go South. If Chao does not go South, Wei will not go North. If Wei does not go North the path towards an alliance of North and South will be interrupted. If the path towards a policy of alliance between North and South is interrupted, Your Majesty's State, though it wishes to be free from danger, will not be able to obtain (its desire). Ch'in will lay hold on Han and attack Wei. Han, being forced by Ch'in, will not dare to disobey. When Ch'in and Han form a single state, the ruin of Wei may be stood and waited for. This is why your servant ~~framing a policy for Your Majesty~~ is troubled on Your Majesty's account. In framing a policy for Your Majesty the best plan is to serve Ch'in. If you serve Ch'in, Ch'u and Han will certainly not dare to move. With no trouble from Ch'u and Han Your Majesty may sleep soundly. The State will certainly have no occasion for sorrow. Moreover there is no State which Ch'in wishes to weaken as it does Ch'u. And there is no other State which can weaken Ch'u as can Wei. Although Ch'u has a name for wealth and greatness in reality it is empty. Although its soldiers are numerous they run away lightly and are easily put to flight. They dare not stand firm in battle. If the soldiers of Wei face South and make an attack, they are certain to overcome Ch'u. To diminish Ch'u and increase Wei, to attack Ch'u and meet the wishes of Ch'in, at home to transfer ~~disasters~~ elsewhere and give rest to the state - that is a good undertaking. If Your Majesty does not listen to your servant, Ch'in's armed men will go forth

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and make an attack in the East. Even though you wish to serve Ch'in you will not obtain your desire. Moreover those who advocate the alliance of North and South utter many brave words but few that can be believed. Having talked round the king of one of the States, when they go forth they ride in his carriage. Having completed a treaty with one of the States, they take the foundation of an enfeoffed noble. That is why among the wandering scholars throughout the world there is none who does not night and day wring his hands, glare with his eyes, and gnash his teeth, as he speaks of the advantages of the alliance of North and South, in order to talk the rulers round. The rulers review their speeches, are led away by their words, how can they but be dazzled? Your servant has heard: 'A pile of feathers will sink a ship. A collection of eight things will snap an axle. Many mouths will melt metal.' Therefore I wish Your Majesty to give this your mature consideration."

The King of Wei said: 'I am dull and stupid. My former policy was an error. Allow me to be called the Eastern barrier, to build the imperial palace, to receive the cap and girdle, to offer the Spring and Autumn sacrifices, and to present Ho-wai.'

11)

Ch'i and Wei made a treaty and attacked Ch'u. Wei sent Tung Ch'ing as a hostage to Ch'i. Ch'u made an assault on Ch'i and inflicted a great defeat, but Wei did not come to the rescue. T'ien Ying was angry and was about to put Tung Ch'ing to death. Kan I spoke on Tung Ch'ing's behalf to T'ien Ying and said: 'That Ch'u, having made an assault on Ch'i and inflicted a great defeat, does not venture to penetrate into it deeply is because it thinks Wei is going to let it get into Ch'i and then smite it in the rear. Now you put Tung Ch'ing to death. That is to make it plain to Ch'u that you are without Wei. Wei will be angry and make an agreement with Ch'u. Ch'i will certainly be in danger. The best plan is to honour Tung Ch'ing so as to keep on good terms with Wei and make it suspected by Ch'u.'

12)

Su Ch'in was held in Wei. He wished to get away and go to Han. The House of Wei closed the frontiers so that there was no way through. Ch'u sent Su Li to speak on his behalf to the king of Wei and say: 'Ch'i asked permission to enfeoff the Prince of Ching-yang with lands from Sung, but Ch'in would not accept them. It was not that Ch'in did not regard it as profitable to have Ch'i and get lands belonging to Sung. But the reason it did not accept was that it did not trust the King of Ch'i and Su Ch'in. Now Ch'in sees that, the disagreement between Ch'i and Wei being as great as this, Ch'i will certainly not deceive Ch'in, and Ch'in trusts Ch'i. If Ch'i and Ch'in are in agreement and the Prince of Ching-yang has the Sung lands, it will not be to the advantage of Wei. Therefore Your Majesty's best plan is to return Su Ch'in to the East. Ch'in will certainly be suspicious of Ch'i and not listen to it. If Ch'i and Ch'in are in disagreement, the world will have no cause for sorrow, the attack on Ch'i will succeed and your territory will be extended.'

13)

Ch'ên Chên was on a mission for Ch'in to Ch'i. Passing through Wei he asked for an interview with Hsi Shou. Hsi Shou excused himself to Ch'ên Chên. Ch'ên Chên said: 'I have come on business. If Your Lordship does not give me an interview I shall go on my way. I cannot wait for another day.' So Hsi Shou gave him an interview. Ch'ên Chên said: 'Does Your Lordship dislike business? How is it that you eat and drink and yet do nothing?' Hsi Shou said: 'I am incompetent. I cannot

get anything to do. How should I dislike business?' Ch'ên Chên said: 'Allow me to shift the business of the world upon to Your Lordship.' Hsi Shou said: 'How?' Ch'ên Chên said: 'The King of Wei is sending Li Ts'ung with a hundred carriages on a mission to Ch'u. Your Lordship may intervene and make him suspected. Let Your Lordship speak to the King of Wei and say: 'Your servant has an old connection with Yen and Chao. They have frequently sent messengers to summon me saying: 'When you are disengaged you must certainly come.' Now your servant is disengaged. Allow me to pay a visit and go. I shall not be long- five or ten days.' The King will certainly have no excuse to detain Your Lordship. When Your Lordship has got permission, speak about it yourself at court, saying: 'I am on an urgent mission to Yen and Chao. Make haste to yoke the carriages and get ready the luggage.' "

Hsi Shou said: 'So be it.' He had an audience of the King of Wei. The King consented, whereupon he spoke plainly about a mission to Yen and Chao. The guests from the States heard him and all sent messengers to inform their kings, saying: 'Li Ts'ung with a hundred carriages is going on a mission to Ch'u. Hsi Shou also with thirty carriages is going on a mission to Yen and Chao.' The King of Ch'i heard of it and was afraid that he might be behind all the rest in getting Wei, so he entrusted his affairs to Hsi Shou. When Hsi Shou was given charge of the affairs of Ch'i the King of Wei stopped him from going. When Yen and Chao heard of it they also entrusted their affairs to Hsi Shou. When the King of Ch'u heard of it he said: 'Li Ts'ung is making a treaty with me. Now Yen, Ch'i, and Chao all give Hsi Shou control of their affairs. Hsi Shou is sure to desire me. I desire him.' So he turned his back on Li Ts'ung and put Hsi Shou in control of his affairs. The King of Wei said: 'The reason I did not employ Hsi Shou was that I thought him unsuitable. Now four States have entrusted their affairs to him. I also will put him in charge of affairs.' Hsi Shou thereupon ruled over the affairs of the States and was again Counsellor in Wei.

14)

Chang I spoke evil of Ch'ên Chên to the King of Wei, saying: 'Chên is serving Ch'u well. He is seeking territory for it very energetically. Tso Hua spoke to Ch'ên Chên and said: '(Chang) I is on good terms with the King of Wei. The King of Wei is very fond of him. Although Your Lordship speak to him a hundred times he still will not listen. Your best plan is to make I's words the substance of a report to the King of Ch'u.' Ch'ên Chên said: 'Good! So he sent a messenger to speak first to the King of Ch'u.

15)

Chang I wished to reduce Ch'ên Chên to extremity. He caused the King of Wei to summon him and make him Counsellor, intending when he came to put him in fetters. When he was about to go, his son Ch'ên Ying stopped his father from going and said: 'Deep things cannot but be looked into. When Chêng Chiang came out from Ch'in he spoke to me and gave me to understand. Because Wei wishes to break with Ch'u and Ch'i it will be sure to receive you, sire, honourably. Those in Ying who are not on good terms with you and wish you to go will be sure to urge the king to increase the number of your chariots. When you reach Sung plead illness on the way and do not go.' He sent a messenger to speak to the King of Ch'i and say: 'The reason Wei is receiving me is that it wishes to break with Ch'i and Ch'u.' The King of Ch'i said: 'Come, sir, to the East. Do not go to Wei but come to see me. Allow me to bestow a fief upon you.' So he received him with the carriage of the Marquis of Lou.

16)

Chang I fled to Wei. Wei was about to welcome him. Chang Niu remonstrated with the King and wanted him not to be received. He did not get his way with the King. Chang Niu retired. Again he remonstrated with the King and said: 'And has Your Majesty heard how an old concubine serves the wife her mistress? When her children have grown up and her beauty has withered she is married again to someone else and that is the end of her. Now I serve Your Majesty as an old concubine serves the wife her mistress.' So the King of Wei did not receive Chang I.

17)

Chang I wished to bring Wei into agreement with Ch'in and Han and attack Ch'i and Ch'u. Hui Shih wished to bring Wei into agreement with Ch'i and Ch'u so as to put a stop to military operations. In the royal residence men were mostly for Chang-tzu. Hui-tzu spoke to the King and said: 'Even in a small matter those who are for and those who are against are exactly half and half. How much more in a great matter? To bring Wei into agreement with Ch'in and Han and attack Ch'i and Ch'u is a great matter. And yet all Your Majesty's ministers are for it. I do not know whether this approval is as clear as this and the ministers' understanding of policy is as unanimous as this. If this approval is not as clear as this and the ministers' understanding of policy is also not entirely unanimous, it is that a half is being blocked up. That is what is called bringing pressure to bear upon the King and losing the half.'

18)

Chang I by means of Ch'in became Counsellor in Wei. Ch'i and Ch'u were angry and wished to attack Wei. Yung Chu spoke to Chang-tzu and said: 'The reason Wei has made Your Lordship Counsellor is that with your Lordship as counsellor the state may have rest and the hundred surnames may suffer no evil. Now Your Lordship is Counsellor and yet Wei is being invaded. That is, Wei's policy is mistaken. ~~Ch'i and Ch'u~~ are attacking Wei. Your Lordship is sure to be in danger.'

Chang-tzu said: 'Then what is to be done?' Yung Chu said: 'Allow me to get Ch'i and Ch'u to cease from their attack.' Yung Chu spoke to the princes of Ch'i and Ch'u and said: 'Have Your Majesties heard of Chang I's treaty with the King of Ch'in? He said: 'If Your Majesty makes me Counsellor in Wei, Ch'i and Ch'u in their hatred of me will be sure to attack Wei. If Wei is victorious in the war, the armies of Ch'i and Ch'u will be broken and I shall get firm possession of Wei. If Wei is not victorious, it will be sure to serve Ch'in in order to maintain its State, it will be sure to cut off lands to bribe your Majesty. If they wish to renew the attack, in their exhausted condition they will be unable to withstand Ch'in.' This is how (Chang) I has made a secret alliance with ~~Ch'i~~ the King of Ch'in. Now I am Counsellor in Wei and if you attack it you will make I's policy ~~to~~ succeed with Ch'in; it is not the way to reduce I to extremity.' The Kings of Ch'i and Ch'u said: 'Good' and speedily released Wei from attack.

19)

Chang I wished to be Counsellor in both Ch'in and Wei. He therefore spoke to the King of Wei and said: 'I am asking to employ Ch'in in an attack on San-ch'uan. If Your Majesty takes the opportunity to make a treaty with Nan-yang, the House of Han will be ruined.' Ssu Yen spoke to Chao Hsien and said: 'Why does not Your Lordship use Ch'u to help I ~~and~~ ~~seeking~~ to be Counsellor in Wei? Han, being afraid of ruin, will be sure to come South to Ch'u. If I becomes Counsellor in both Ch'in and Wei, Your Lordship will also be sure to become Counsellor in both Ch'u and Han.'

20)

The King of Wei was about to make Chang I Counsellor. Hsi Shou thought it

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was not to his advantage so he caused someone to speak to Han Kung-shu and say: "Chang I has already brought Ch'in and Wei into agreement. What he says is: 'If Wei attacks Nan-yang and Ch'in attacks San-ch'uan, the House of Han is sure to be ruined.' Moreover, the reason the king of Wei honours Chang-tzu is that he wishes to get territory. Then Nan-yang in Han will be taken. Why, sir, do you not give way a little and attribute the merit to me? Then the alliance between Ch'in and Wei can be overthrown. In this case Wei will be sure to plot against Ch'in and cast off I, receive Han, and make me Counsellor." Kung-shu believed this to be so and accordingly attributed the merit to Hsi Shou. He was in fact made Counsellor in Wei.

21) Ch'u promised Wei six cities if it would unite in an attack on Ch'i and establish Yen. Chang I wished to defeat (the project). He spoke to the King of Wei and said: "Ch'i fears an agreement between the three States. It will be sure to give back its lands to Yen and submit to Ch'u. Ch'u will be sure to listen to it and will not give Wei the six cities. Thus Your Majesty's policy will fail with respect to Ch'u and you will plant resentment in Ch'i and Ch'in. Ch'i will proceed to attack Chao, capture Ch'eng-ch'iu, and take the lands which have been overrun. Hsu and Tun-ch'iu will be in danger. Ch'u will smash Nan-yang, Chiu-i, and Wei-p'ei. Hsu and Yen-ling will be in danger. What Your Majesty will get will be Hsin-kuan, but the road to it will be controlled by Sung and Wei. If the enterprize fails you will be pursued by Chao. If it succeeds the trophies will belong to Sung and Wei."

The King of Wei paid no heed. Chang I informed Kung Chung. He got him on the ground of famine to urge upon the king of Han to advance towards Ho-wai. The king of Wei was afraid. He enquired of Chang-tzu. Chang-tzu said: "Ch'in wishes to deliver Ch'i. Han wishes to attack Nan-yang. If Ch'in and Han come to an agreement the desire to attack Nan-yang will ~~still~~ be no different. Moreover if one prognosticates concerning Your Majesty about a meeting, Your Majesty will not go to a meeting. The prognostication concerning Ch'in and Han is decided."

The King of Wei thereupon attached high value to a meeting with Ch'in. He put faith in Han, enlarged Wei, delivered Chao, dismissed the men from Ch'u, and hurried to beneath P'ei. The affair of an attack on Ch'i was thereupon defeated.

22) In the campaign of Hsu-chou, Hsi Shou spoke to the King of Liang and said: "Why not openly join Ch'i but secretly be in alliance with Ch'u? Both States relying on Your Majesty, Ch'i and Ch'u are sure to go to war. If Ch'i overcomes Ch'u in battle and you take the opportunity of helping it, you will certainly take (lands) beyond Fang-ch'eng. If Ch'u overcomes Ch'i in battle and you take the opportunity of helping it, in that case the heir-apparent will be avenged."

23) Ch'in defeated Eastern Chou, fought with Wei at I-ch'ueh, and slew Hsi Wu. Wei had ordered Kung-sun Yen to remain at the frontier ready to take advantage of a victory. He asked permission to make terms with Ch'in by means of humble speech and the surrender of lands. Someone spoke on behalf of Tu Lu to the King of Wei and said: "Your servant does not know how much territory Yen is giving up in submission to Ch'in but your servant can help it and still cause the king of Ch'in to make terms with Your Majesty." The King said: "How so?" He replied: "Your Majesty's best plan is to bestow upon Tu Lu a marquisate of the interior and send him to Chao. Let Your Majesty make his mission important and give him generous emoluments, then spread abroad the report: 'We hear that Chou and Wei have ordered Tu Lu to give the Prince of Feng-yang charge of the

surrender of lands by Wei in submission to Ch'in. 'The prince of Chou, Tu Lü, and the Prince of Fêng-yang are mortal enemies of the Marquis of Jang. Now he who is making the agreement is Tu Lü, he who is in charge of the surrender of territory is the prince of Fêng-yang. The Queen-Mother, fearing that the transaction will not have its origin with the Marquis of Jang and wishing to defeat it, will be sure to ask permission to come to an agreement with Your Majesty with the surrender of only a little territory and it will be a gain to both Eastern Chou and Wei. "

24)

The King of Ch'i was about to give interviews to the Counsellors of Yen, Chao, and Ch'u in Wei, to make a treaty excluding Wei. The King of Wei was alarmed, fearing that they were scheming to make an attack on Wei. He informed Kung-sun Yen. Kung-sun Yen said: 'Let Your Majesty give me a hundred (catties) of gold and allow your servant to defeat them.' The King equipped carriages for him and gave him a hundred (catties) of gold. Hsi Shou anticipated the day of the King of Ch'i's arrival and with fifty carriages reached Wei before him. By means of the hundred (catties) of gold he asked permission to interview the King of Ch'i first and obtained an interview. Thereupon he sat a long while at his ease, chatting in a leisurely manner about the mutual resentments of the three States. It was said to the King of Ch'i: 'Your Majesty is making a treaty with the three States excluding Wei. Wei has sent Kung-sun Yen hither. Now you hold a long conversation with him. That is, Your Majesty is scheming against the three States.' The King of Ch'i said: 'The King of Wei heard that I was coming. He has sent Kung-sun Yen to thank me for my trouble. I have had no speech with him.' The Counsellors of the three States had no confidence in the meeting with the King of Ch'i. The business of the meeting was defeated.

25)

Wei sent Kung-sun Yen to ask for an agreement with Ch'in. Chi Wu-ku'ei in his instructions to him said: 'Do not surrender much territory.' He said: 'If the agreement is completed, I shall assuredly have the weight of Ch'in with which to meet the King. If the agreement is not completed, there will certainly be no one afterwards who can bring Wei into harmony with Ch'in.'

26)

Kung-sun Yen was commander of the forces for Wei. He was not on good terms with its Counsellor T'ien Hsü. Chi-tzu spoke for Yen to the King of Liang and said: 'Has Your Majesty alone not seen oxen in the shafts with a swift horse on each side. ~~Both oxen and horses die but cannot fulfil their function.~~ They cannot go a hundred paces. Now Your Majesty considers that Yen may be employed as commander-in-chief and therefore makes use of him. And yet you listen to your Counsellor's policy. That is yoking oxen with a swift horse on each side. Both oxen and horses die but cannot fulfil their function. Your Majesty's State is sure to suffer injury. I wish Your Majesty would look into it.'

WEI 11

1)

Hsi Shou and T'ien Pan wanted to get the soldiers of Ch'i and Wei for an attack on Chao. The prince of Liang and the Marquis of T'ien were unwilling. Hsi Shou said: 'I ask that the States send out fifty thousand men and in not more than five months Chao will be broken.' T'ien Pan said: 'The State of him who makes use lightly of his soldiers is easily endangered. The person of him who makes use easily of his plans is easily reduced to extremities. Your Lordship speaks too easily of breaking Chao. I fear that evil will follow.' Hsi Shou said: 'Your