

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

Lordship does not understand. The two princes are indeed already unwilling. If now Your Lordship also speaks of difficulty and makes them afraid, Chao will not be attacked and the policy of us two officers will be hampered. Moreover if only Your Lordship speaks of its ease the affair will be over. When the conflict has begun and weapons have been crossed, the Marquis of T'ien and the Prince of Liang will see their danger and how will they dare to disband their soldiers and not give them to us?' T'ien Pan said: 'Good' and proceeded to encourage the two princes to listen to Hsi Shou. Hsi Shou and T'ien Pan thereupon got the soldiers of Ch'i and Wei. Before the soldiers had crossed the frontiers the Prince of Liang and the Marquis of T'ien were afraid that they might come to be defeated. They raised all their troops to follow them and inflicted a great defeat on the House of Chao.

2)

Hsi Shou had an interview with the Prince of Liang and said: 'Your servant uses to the utmost his strength of body and of mind wishing thereby to extend the territory and to acquire a distinguished reputation for Your Majesty. T'ien Hsü intervenes to defeat your servant. And Your Majesty listens to him, that is why your servant in the end accomplishes nothing. If Hsü goes, your servant will stay at your side. If Hsü stays at your side, your servant asks permission to go.' The King said: 'Hsü is indispensable in my service. If I put him to death or send him away because he is not convenient for you sir, I shall have nothing to say to the world. If I admit him, I can do nothing with my ministers. Now for your sake sir I will keep him out and make him not dare to interfere in your affairs. If he interferes in your affairs, I will put him to death or send him away. How will that do?' Hsi Shou consented. Thereupon he went East, saw T'ien Ying and made an alliance with him, summoned Wên-tzû and made him Counsellor in Wei. He himself was Counsellor in Han.

3)

Su Tai spoke for T'ien Hsü to the King of Wei and said: 'Your servant asks permission to enquire whether Wên is more for Wei or for Ch'i.' The King said: 'He is more for Ch'i.' 'Is Yen more for Wei or for Han?' The King said: 'He is more for Han.' And Su Tai said: 'Yen is about to put Han on his right hand and Wei on his left. Wên is about to put Ch'i on his right hand and Wei on his left. The two men are about to use Your Majesty's State to undertake an enterprize in the world. It is impossible to be neutral. And Your Majesty has no means of hearing about them. Although your Majesty's State is like a leaking vessel you may if you wish follow them gladly. Your Majesty's best plan is to set Hsü at your side to look into what these two men are doing. The two men will say: 'Hsü is not our man. If we do anything which is not to the advantage of Wei, Hsü will certainly do us harm with the King.' The two men will certainly not dare to have any purpose outside (the State). Whether the two men's conduct is to the advantage of Wei or not to its advantage let Your Majesty set Hsü at your side to look closely into it. Your servant thinks that will be good for your affairs.' The King said: 'Good' and in consequence set Hsü at his side.

4)

Shih Chü spoke adversely about Hsi Shou to the King. Hsi Shou wished to put an end to it. He spoke to Chang I and said: 'Allow me to get the King to resign the State to you. The King will be as it were Yao or Shan and you, sir, by not accepting will also be (like) Hsü Yu. I will as a result get the King to give you a town of ten thousand households.' Chang I was pleased. So, he caused Shih Chü to have several interviews with Hsi

Shou. The King heard of it and had no confidence in him. Shih Chu went away without taking his leave.

5) The King of Ch'u attacked Liang in the South. The House of Han in consequence besieged Shé. Ch'êng K'uei spoke on behalf of Hsi Shou to the King of Han and said: 'If you attack Shé vigorously the soldiers of Ch'u will be sure to advance. Wei will not be able to withstand them. They will fold their arms and take orders from Ch'u. The House of Han will certainly be in danger. Therefore Your Majesty's best plan is to release Shé. If Wei has no danger from Han it will be sure to fight with Ch'u. If it fights and is unsuccessful, it will not be able to protect great Liang, how much less to preserve Shé? If it fights and is successful, its soldiers will be worn out. It will be easy for Your Majesty to attack Shé.'

6) King Hui of Wei died. The day was fixed for his burial. There was such a great fall of snow that it reached up to the eyes of the oxen. They were breaking down the outer walls of the city and making a road of planks for the funeral. The ministers, many of them, remonstrated with the heir-apparent and said: 'It is snowing heavily like this and yet you go on with the funeral. The people will certainly be embittered and it is to be feared that the official expenses will not be met. We ask you to put it off to another day.' The heir-apparent said: 'For a son because of the toil of the people and the official expenses required not to proceed with the funeral of the king his predecessor is not right. Do not speak about it again.' The ministers all did not dare to speak but they told Hsi Shou about it. Hsi Shou said: 'I have nothing that I can say to him, there is only Hui-tzu who can perhaps. Allow me to inform Hui-tzu.' Hui-tzu said: 'I agree.' He went in his carriage to interview the heir-apparent and said: 'The day is fixed for the funeral?' The heir-apparent said: 'Yes.' Hui-tzu said: 'Formerly King Chi-li was buried at the tail end of Mt Ch'u. The waters of the Luan ate away his grave, so that the front part of the coffin could be seen. King Wên said: 'Ah! The former prince must wish to see once more the ministers and the hundred surnames. That is why he causes the waters of the Luan to make it visible.' Thereupon he brought (the coffin) out and made a canopy for it in the court. The hundred surnames all saw it. After three days he buried him elsewhere. This was King Wên's upright conduct. Now the day is fixed for the funeral, and the snow is so deep that it reaches up to the eyes of the oxen. Travelling is difficult. Can Your Highness be without shame in your desire to go through with the funeral because the day has arrived? I wish Your Highness would change the day. The King your predecessor must desire to wait awhile to support the altars and give rest to the black-haired people. That is why he has caused a heavy fall of snow. Therefore to put it off to another day would be upright conduct like that of King Wên. If you do not do so in these circumstances will it not be because you think it a disgrace to copy the example of King Wên?' The heir-apparent said: 'Very good, I will reverently postpone the date and choose another day.'

Hui-tzu not only got his words put into action. He also caused the heir-apparent of Wei not to bury the king his predecessor and before the burial took occasion to speak of the upright conduct of King Wên. To speak of King Wên's upright conduct so as to make it known throughout the world was that a small achievement?

7)

Five States attacked Ch'in. They had no success and returned. Afterwards Ch'i wished to attack Sung but Ch'in forbade it. Ch'i ordered Sung Kuo to go to Ch'in to ask for an agreement in order to attack Sung. The King of Ch'in consented. The King of Wei was afraid of the agreement between Ch'i and Ch'in and wished to come to terms with Ch'in. (Someone) spoke to the King of Wei and said: "The King of Ch'in spoke to Sung Kuo and said: 'It is the six States who divide the cities of Sung and subdue the might of Sung. It is Ch'u and Wei who avail themselves of the exhaustion of Sung and contend with His Majesty for its possession. Allow me in His Majesty's interests not to forbid Ch'u to attack Wei, so that His Majesty may by himself take possession of Sung. I ask His Majesty in his attack on Sung to use all measures both harsh and mild. In the case of a State like Sung, if he practises deception I shall not regard him as withstanding me, if he kills I shall not regard him as my foe. Let not His Majesty come to terms with it but take its territory. When he has got its territory let him also attack it in force, his aim being simply to use Sung as a bait.'

Your servant has heard these words and takes upon himself to be grieved on Your Majesty's behalf. Ch'in is certain to use these measures with respect to Your Majesty. And it is certain to bring pressure to bear upon Your Majesty in order to demand territory. When it had got the lands it will again attack Your Majesty in force and is certain to say to Your Majesty that you must make light of Ch'i. When the relations between Ch'i and Wei have been fouled it will also receive Ch'i and make further demands on Your Majesty. Ch'in has already used these measures with Ch'u and has already used them with Han. I wish Your Majesty would think deeply about it.

That Ch'in ~~is~~ should be on good terms with Wei is a thing unknown. Therefore in making plans for Your Majesty the best is to attack Ch'in, the next is to reject Ch'in, the next after that is to make a firm treaty with it and pretend to come to terms with it as an ally, that neither of you will leave the other. If Ch'in and Ch'i are in agreement the State cannot be carried on. If Your Majesty listens to your servant you will certainly not come to terms with it. Ch'in according to the demands of the situation is attaching weight to Wei. Wei ~~fan~~ clearly understands this. And therefore those who in Your Majesty's interests would injure Ch'in dare not reveal their aims. If the States can be got to attack Ch'in they will secretly urge them on but not dare to make any plans. When they see that the states have injured Ch'in they will be the first to betray the allied states so as to clear themselves. If the States can be got to reject Ch'in they will say that they were under pressure from the allies and could not help themselves. If the states cannot be got (to adopt these policies) they will be the first to go and regard alliance with Ch'in as the best policy, so as to make themselves important. Men like this betray Your Majesty for the sake of gain. And how can they cause the state to escape calamity? Those who can cause the state to escape calamity will

certainly explore these three policies to the full and put into operation the best. If the best is not feasible they will adopt the next. If the next is not feasible they will adopt the worst. If the worst is not feasible they will make it plain that they are not for Ch'in and seek to destroy Ch'in at the risk of their lives. To cause Ch'in to have neither many resentments nor many gains, to end hostilities and create peace so that the States do not betray (Wei) by making an agreement with Ch'in—that is the policy which will preserve the State from calamity. How is your servant sufficient for that? Nevertheless I wish Your Highness would discuss my plan.

Yen and Chi are hostile States. Ch'in is in a brotherly alliance with them both. Your servant thinks that it is very hard to unite hostile States so that they may attack a State which is related to them.

Huang-ti fought in the wilderness of Cho-lu but ~~yet~~ the soldiers of the Western Jung did not come. Yü made an assault on the three Miao but the ~~people~~ of the Eastern Yi did not rise. To employ Yen to attack Ch'in would have been regarded as difficult by Huang-ti but your servant has got the armed men of Yen to come and has raised the troops of Ch'i. Your servant is also everywhere employing the officials of the three Chin, the Prince of Fêng-yang, the Prince of Fêng-ch'ang, Han Wên, Chou Chu, and Han Yü as associates. I have further humbled myself beneath them because I was afraid that they might be suspicious about an attack on Ch'in. I have also made myself personally hateful to Ch'in by bringing them together. He who asked that the tallies of alliance with Ch'in should be burnt ~~was~~ your servant. He who published in ~~revelation~~ the treaty to burn the tallies of alliance was your servant. He who wished to get the five States to make a treaty to close the frontiers to Ch'in was your servant. The Prince of Fêng-yang and Han Yü had already come to an agreement. Su Hsiu and Chu Ying were both in the secret at Han-tan. Your servant also spoke to the King of Ch'i and went forth to defeat it. All the States came to terms and so Su Hsiu was sent to recommend the words of the States and make Ch'i the supreme ally. He asked for soldiers to attack Wei. Your servant also contended with him to the death and a decision was reached. In the West because of Su Hsiu's repeated reports your servant ~~was~~ not ignorant of the weight of Ch'in's authority. But it was for Your Highness's sake that I did this."

8) Wên-tzū of Wei, T'ien Hsü, and Chou Hsiao were on good terms with each other. They wished to implicate Hsi Shou in guilt. Hsi Shou was afraid of them and spoke to the King of Wei, saying: 'What we now fear is Ch'i. Ying-tzū's words have free course with the King of Ch'i. If Your Majesty wishes to get Ch'i why not summon Wên-tzū and make him Counsellor? He will be sure to exert himself to serve Your Majesty by means of Ch'i.' The King said: 'Good'. He therefore summoned Wên-tzū and made him Counsellor. Hsi Shou thus got him to turn against T'ien Hsü and Chou Hsiao.

9) The King of Wei sent Hui Shih to Ch'u and Hsi Shou to Ch'i. He made the number of their carriages equal. The reason he made them equal was ~~that~~ he was going to decide about an alliance. The King of Ch'u heard of it. Hui Shih therefore ordered a man to go first to Ch'u and say: 'The King of Wei has ordered ~~his soldiers to go to Ch'u and Hsi Shou to go to Ch'i~~ Hsi Shou to go to Ch'i and Hui Shih to go to Ch'u. He has made their equipments equal because he is going to decide about an alliance.' The King of Ch'u heard of it and accordingly welcomed Hui Shih in the suburbs.

10) King Hui of Wei raised a host within the frontier, put the heir-apparent Shên in command and was attacking Ch'i. A visitor spoke to the tutor of the kung-tzū Li, and said: 'Why not get the kung-tzū to weep before the Queen-Mother to stop the heir-apparent from going? If the affair succeeds you will have firmly planted your claim upon his gratitude. If it does not succeed (your charge) will become king. The heir-apparent is but young. He is not practised in arms. T'ien Pan is a veteran general and Shêng-tzū employs armies well. The war is certain to be unsuccessful. If it is unsuccessful he is certain to be taken prisoner. If the kung-tzū contends about this matter with the King and the King listens to the kung-tzū, the kung-tzū will certainly receive a fief. If he does not listen to the kung-tzū, the heir-apparent is sure to be defeated. If he is defeated, the kung-tzū is sure to be made the heir. If he is appointed he will certainly become King.'

11)

Ch'i and wei fought at Ma-ling. Ch'i won a great victory over Wei, slew the heir-apparent Shên, and overthrew the army of a hundred thousand men. The King of wei summoned Hui Shih and informed him, saying: 'Ch'i is my enemy. I feel a resentment against it which I shall not forget until I die. Although my State is small I have a constant desire to raise all my troops and attack it. What about it?' He replied: 'It cannot be done. Your servant has heard that he who ~~reigns~~ reigns as King uses the right measures and he who is Hegemon understands policy. Now what Your Majesty has informed your servant is remote from fight measures and far removed from sound policy. Your Majesty indeed first brought your resentment to bear upon Chao and afterwards you went to war with Ch'i. Now you have been unsuccessful in battle. The State has no preparations for a defensive war and Your Majesty wishes to raise all your troops and attack Ch'i. This is not what your servant would say. If Your Majesty does wish to recompense Ch'i, then your best plan is, because of that wish, to change your robes and make your humble obeisance at the court of Ch'i. The King of Ch'u is sure to be angry. Let Your Majesty send a man to travel (between the States) and involve them in conflict. Then Ch'u will certainly attack Ch'i. If Ch'u after it has been rested is used to attack Ch'i in its exhausted condition it is sure to be taken by Ch'u. That is, Your Majesty will have used Ch'u to destroy Ch'i.'

The King of Wei said: 'Good' and sent an envoy to report to Ch'i that he wished to be maintained as a servant in that court. T'ien Ying consented. Chang Ch'ou said: 'Not so. If we had fought against Wei and been unsuccessful and yet had got it to pay homage at our court, had united with Wei and subdued Ch'u, that would have been a great victory. Now we have triumphed over Wei in war, we have overthrown an army of a hundred thousand men, have taken prisoner the heir-apparent Shên, have made Wei, a State of ten thousand chariots, our servant, and humiliated Ch'in and Ch'u. This means that it has decided on violent opposition. Moreover the King of Ch'u as a man likes to employ soldiers and has a strong desire for fame. It will certainly be Ch'u which in the end brings trouble upon Ch'i.'

T'ien Ying paid no heed. He proceeded to receive the King of Wei and together with him paid homage to the Marquis of Ch'i two or three times. The House of Chao loathed it. The King of Ch'u was angry. He took command in person and made an attack on Ch'i. Chao responded to him. They inflicted a great defeat on Ch'i at Hsu-chou.

12)

Hui Shih for the sake of relations between Han and Wei sent the heir-apparent King as a hostage to Ch'i. The King wished to see him. Chu Ts'ang spoke to the King and said: 'Why not plead illness? Allow your servant to speak to Ying-tzū and say: 'The King of Wei is advanced in years. Now he is ill. The best plan is for your Lordship to return the heir-apparent so as to win his gratitude. Otherwise, as the kung-tzū Kao is in Ch'u, Ch'u will restore him and set him on the throne. In that case Ch'i will be holding a worthless hostage as well as doing what is not right.'

13)

T'ien Hsü was in honour with the King of Wei. Hui-tzū said: 'You must be on good terms, sir, with those about him. Take now the willow-if you plant it on its side it will live, if you plant it upside down it will live, if you break it off and plant it-if will also live. But if you cause ten men to plant willows and one man to pull them out, there will be no willows alive. Therefore if you use as many as

ten men to plant easily living things ^{they} will yet not overcome one man. Why is that? Because it is difficult to plant but easy to take away. Now although, sir, you plant yourself with the King, those who wish to get rid of you are nevertheless many. You will certainly be in danger.' 14)

T'ien Hsü died. Chao Yü spoke to Su Tai and said: 'T'ien Hsü is dead. I am afraid that Chang I or the Duke of Hsieh or Hsi Shou, one of them, will become Counsellor in Wei.' Tai said: 'That being so, whom does Your Highness think most to your advantage as Counsellor?' Chao Yü said: 'I wish the heir-apparent himself to be Counsellor.' Tai said: 'Allow me to go North for Your Highness and have an interview with the King of Liang. I will certainly get him made Counsellor.' Chao Yü said: 'What will you do?' Tai said: 'Suppose that Your Highness is the King of Liang. Allow me to speak to Your Highness.' Chao Yü said: 'What then?' He replied: 'I come from Ch'u. Chao Yü is very sad. I said: 'Why is Your Highness sad?' He said: 'T'ien Hsü is dead. I am afraid that Chang I, the Duke of Hsieh, or Hsi Shou, one of them, will become Counsellor in Wei.' I said: 'Be not sad. The King of Liang is a superior ruler. He is certain not to make Chang I his Counsellor. If Chang I is Counsellor in Wei he will be sure to put Ch'in on his right hand and Wei on his left. If the Duke of Hsieh is Counsellor in Wei he will be sure to put Ch'i on his right hand and Wei on his left. If Hsi Shou is Counsellor in Wei ~~he will be~~ he will be sure to put Han on his right hand and Wei on his left. The King of Liang is a superior ruler. He will certainly not make any of them his Counsellor.' ~~He said:~~ I say: 'The best plan is for the heir-apparent himself to be Counsellor. These three men, all considering that the heir-apparent will not be Counsellor permanently, will endeavour to put their States at the service of Wei in their desire to get the Counsellor's official seal. Seeing that Wei is so powerful, if it has three states of ten thousand chariots each to help it, it is sure to be at ease. Therefore I say that the best plan is for the heir-apparent himself to become Counsellor.' "

Thereupon he went North and had an interview with the King of Liang and held this language with him. The heir-apparent in consequence was himself made Counsellor.

15)
Ch'in summoned the Prince of Hsin-an who was Counsellor in Wei. The Prince of Hsin-an did not wish to go. Su Tai spoke for him to the King of Ch'in and said: 'Your servant has heard that loyal men do not necessarily form parties and that those who form parties are not necessarily loyal. Now your servant wishes in Your Majesty's interests to set forth my ignorant opinion. I am afraid that I may be disloyal to the inferior officers and incur for myself the penalty of the waist or the neck. I wish Your Majesty to look into it. Now Your Majesty is ordering a man to take in hand the affairs of Wei in order to perfect your relationships with it. Your servant is afraid that your relationships with Wei will become increasingly doubtful and that your intercourse with Chao will be blocked up. Your servant is also afraid that Chao may become increasingly powerful. The King of Wei is fond of and accustomed to Hsin Wei of very much, so. He has great faith in his understanding and ability and employs him ^{his} fear and dislike of the majestic and exalted (State of) Ch'in are manifest. If now Your Majesty sends a man into Wei but he is not employed, Your Majesty's sending of the man into Wei will be of no advantage. If he is employed, (the King of) Wei must leave him of whom he is fond and to whom he is accustomed and employ him whom he fears and dislikes. This is why the King of Wei is not at ease. To leave the affairs of (a State of) ten thousand chariots and withdraw this

is what Hsin of Wei finds it difficult to do. If you make a man's prince dwell where he is not at ease and make a man's minister do what he cannot do and in this way form close relationships, it will be hard for them to last long. Your servant is therefore afraid that your relationships with Wei will become increasingly doubtful. Moreover, if Hsin of Wei leaves his functions, the advisers of Chao will be sure to say: 'If we are set aside by Ch'in, Ch'in will be sure to cause those of whom it is fond and whom it trusts to be employed in Chao. That is, Chao will be preserved but we shall be ruined, Chao will be at ease but we shall be in danger.' Then those above will have the spirit to fight in the field and those below will have the heart to put up a firm defence. Your servant therefore is afraid that Chao will become increasingly powerful. Does Your Majesty wish to perfect your relationships with Wei and cause Chao to have but little heart? Your best plan is to employ Hsin of Wei and give him an honoured name. If Hsin of Wei serves Your Majesty, the State will be at ease and your reputation will be exalted. If he leaves Your Majesty, the State will be in danger and your authority will be slight. So then, if Hsin of Wei serves Your Majesty, on the one hand what he does for his lord will be loyal and on the other hand what he does as from himself will be generous. His service of Your Majesty is sure to be perfect. Those who are employed in the affairs of Chao are sure to say: 'The famous plan to which the House of Wei belongs is not more exalted than ours. The produce of its soil is not more abundant than ours. Hsin of Wei is using Han and Wei in the service of Ch'in. Ch'in is very good to him. The States have rest. He himself takes a dignified position. Now we are involved in difficulty with Ch'in. Its soldiers are summoned like arrows to a target. The State dwells in a shorn and difficult condition. That is not a successful policy. To be implicated in resentment abroad and give rise to troubles at home, to dwell personally in a region of death and ruin, is not to perfect our affairs.' They will be grieved because of their former ~~conduct~~ acts and regret their past conduct. With a view to their own advantage they will be sure to surrender much territory and abase themselves before Your Majesty. Then Your Majesty simply letting fall the skirts of your robe will obtain much territory and your gains will be great. That is what Yao and Shun sought for but could not get. Your servant wishes Your Majesty would look closely into it."

18)

Ch'in and Ch'u attacked Wei. They were besieging P'i-shih. (Someone) spoke for Wei to the King of Ch'u and said: 'That Ch'in and Ch'u should overcome Wei is the King of Wei's fear. When he sees that he is being ruined he will be sure to make an agreement with Ch'in. Why does not Your Majesty turn back on Ch'in and join with the King of Wei? The King of Wei will be pleased and will be sure to send you the heir-apparent. Ch'in, bearing to ~~attack and conquer~~ lose of Ch'u, will be sure to present cities and lands to Your Majesty. Your Majesty may even join it again to attack Wei.'

The King of Ch'u said: 'Good!' and so he turned back on Ch'in and joined Wei. Wei sent the heir-apparent to Ch'u. Ch'in was afraid, promised Ch'u cities and lands, and wished to join it in a renewed attack on Wei. Ch'u-li Chi was angry and wished to join Wei in an attack on Ch'u. He was afraid that, because the heir-apparent was in Ch'u, Wei would not be willing. (Someone) spoke for Chi to the King of Ch'u and said: "Chi, your servant abroad, has sent me, your servant, to introduce him, saying: 'The King of our unworthy town wishes to present cities and lands but because the heir-apparent of Wei is still in Ch'u, he has not ventured to do so. If Your Majesty sends away the heir-apparent of Wei, your servant

asks permission to present them and again confirm the alliance of Ch'in and Ch'u so as to press the attack on Wei.'

The King of Ch'u said: 'So be it', and sent away the heir-apparent of Wei. Then Ch'in made an agreement with Wei to attack Ch'u.

17)

P'ang Ts'ung was being sent with the heir-apparent as a hostage to Han-tan. He spoke to the King of Wei and said: 'If now one man said that there was a tiger in the market-place, would Your Majesty believe it?' The King said: 'No.' 'If two men said that there was a tiger in the market-place, would Your Majesty believe it?' The King said: 'I should be suspicious.' 'If three men said that there was a tiger in the market-place, would Your Majesty believe it?' The King said: 'I should believe it.' P'ang Ts'ung said: 'It is clear that there is no tiger in the market-place, and yet three men's words would make a tiger. Now Han-tan is further away than the market-place from Ta-liang and those who criticize your servant are more than three men. I wish Your Majesty would look into it.' The King said: 'I myself know about it.' Thereupon he took his ~~departure~~ and slenderous speeches first came forward. Afterwards, when the heir-apparent ceased to be a hostage, he (P'ang Ts'ung) as a matter of fact did not get an interview.

18)

King Wei-ying of Liang was feasting the nobles at Fan-t'ai. When they were merry with wine he invited the Prince of Lu to raise his cup. The Prince of Lu got up, withdrew from his place and, choosing his words, said: "In ancient times the daughter of the Emperor ordered I-ti to make wine and it was excellent. He presented it to Yü. Yü drank and it was sweet to his taste, whereupon he kept I-ti at a distance and abstained from good wine, saying: 'In a later generation there is sure to be someone who will ~~lose his State~~ because of wine.' Duke Huan of Ch'i in the middle of the night took no delight in his food, I-ya thereupon fried and roasted, blended the five flavours, and presented it. Duke Huan ate to repletion and did not wake until dawn. He said: 'In a later generation there is sure to be someone who will lose his State because of flavours.' Duke Wen of Chin got possession of Nan-chih Wei. For three days he ~~gave~~ gave no attention to the court, whereupon he removed Nan-chih Wei and kept her far off, saying: 'In a later generation there is sure to be someone who will lose his State because of his love of beauty.' The King of Ch'u ascended the Ch'iang-tower, and looked towards Mt P'eng. On his left was a great river and on his right was a lake. He strolled about looking down on them, in his delight forgetful of death, whereupon he made a vow concerning the Ch'iang tower that he would not ascend it, saying: 'In a later generation there is sure to be someone who will lose his State because of lofty towers and artificial ponds.' Now in Your Majesty's cup is the wine of I-ti. Your Majesty's flavours are the blending of I-ya. On the right you have Pai-T'ai and on the left you have Lü Hsü- the beauty of Nan-chih Wei. In front is the Chia-~~deceit~~ and behind is the Lan-~~deceit~~ the delights of the Ch'iang-tower. If you had one of these it would be sufficient to lose your State. Now Your Majesty has all four. May you be unwarmed?" The King of Liang approved again and again.

WEI 111

1) Chao and Ch'in made a treaty and were attacking Wei. The King of Wei was distressed about it. Wang Mao said: "Let not Your Majesty be troubled. Allow me to send Chang I to speak to the King of Chao and say: 'Yeh is a place which it indeed seems I may not have. Now Your Majesty receives Ch'in and