

the King of Ch'i, the King of Wei will not dare to maintain possession. 198
Your servant is troubled on Your Lordship's account that the weight of
Ch'i and Ch'in is being used to exclude Ch'u in order to make Your
Lordship have little weight. Comparing the surrender of territory so as to
make peace with Ch'in, is it equal to following Ch'u? If Ch'in presses an
attack on Ch'u and Ch'u turns its army back, the King of Wei is sure to be
afraid. Let Your Lordship take the opportunity to surrender the (lands) North
of the Fên and give them to Ch'in and so make peace. When a friendly
agreement has been made to isolate Ch'i, Ch'in and Ch'u will honour Your
Lordship; Your Lordship will be sure to become Counsellor. It is in your
servant's mind that the King of Ch'in and Ch'u-li Chi desire this. Allow
your servant to speak to them on Your Lordship's behalf."

So he spoke to Ch'u-li-tzū and said: "The attack on P'i-shih is His
Majesty's chief enterprise. Yet it cannot be taken. And because of this the
States make light of Ch'in. Moreover the possession of P'i-shih is
advantageous with a view to an attack on Han and Wei." Ch'u-li-tzū said:
'I have already made peace with Wei. I have no use for it.' He replied: 'Your
servant wishes to express his unworthy mind to Your Lordship. Let not Your
Lordship regard it as an offence. The possession of P'i-shih is a great
advantage to the State and yet it was given to Wei. Your Lordship yourself
in the end decided that it could not be held. Therefore it was given to Wei.
Now Your Lordship's strength is more than sufficient to hold it. Why not
have it?' Ch'u-li-tzū said: 'How?' He said: "What the King of Wei relies on
are Ch'i and Ch'u. Those whom he employs are Lou Pi and Ti Ch'iang. Now the
King of Ch'i is speaking to the King of Wei and saying: 'What Your Majesty's
soldiers are saying is that they wish to attack Ch'i.' So he does not come
to the rescue. The King of Ch'u is angry because Wei does not employ Lou-tzū
but sends Ti Ch'iang to make peace. With a show of resentment he has broken
with it. The King of Wei is afraid because he sees ruin. Ti Ch'iang wishes
to unite Ch'i and Ch'in to exclude Ch'u, and so make Lou Pi of little weight.
Lou Pi wishes to unite Ch'in and Ch'u to exclude Ch'i, and so make Ti Ch'iang
of little weight. Your Lordship's best agreement with Wei and send an
envoy to speak to Lou-tzū and say: 'Can you give me (the lands) North of the
Fên? Allow me to unite with Ch'u, to exclude Ch'i, and give weight to Your
Lordship. This is my affair.' Lou-tzū and the King of Ch'u will certainly
act swiftly. Also say to Ti-tzū: 'Can you give me (the lands) North of the Fên?
I will certainly unite with Ch'i to exclude Ch'u and give weight to Your
Lordship. This is my affair.' Ti Ch'iang and the King of Ch'i will certainly
act swiftly. Thus abroad Your Lordship will get Ch'i and Ch'u in your
service and at home will get Lou Pi and Ti Ch'iang as your supporters. Why
is it not possible to have territory in Ho-tung?"

WEI IV

I)
(Someone) presented a document to the King of Ch'in in which he said: 'Your
servant presumes to hear that Your Majesty's plan is to go forth on an
affair with Liang. The plan, it is to be feared, does not issue from a
considered policy. I wish Your Majesty would give it your mature considera-
tion. Liang is the middle part of Shan-tung. Here is a snake. Strike its tail;
its head comes to the rescue. Strike its head; its tail comes to the rescue.
Strike it in the middle; head and tail both come to the rescue. Now Liang is
the middle of the States. If Ch'in attacks Liang it will be showing the
States that it wants to break the back of Shan-tung. That will be the time
for the head and tail of Shan-tung both to come to the rescue. Shan-tung,
faced with ruin, will be sure to be afraid, being afraid it will be sure to
make a general alliance. Shan-tung is still powerful. Your servant sees that
Ch'in's great grief is certain. It may be stood and waited for. Your servant

presumes to frame a policy for Your Majesty. The best plan is to go forth in the South on an affair with the southern regions, its armies are weak. It is not certain that the States can come to its rescue. Your territory may be greatly extended. The State may be enriched. The armies may be strengthened. As a ruler you may be raised in dignity. Has not Your Majesty heard of T'ang's attack on Chieh? He made trial with the weak House of Mi-hsü for the purpose of instruction in the military art. He got the House of Mi-hsü and then T'ang knew how to subdue Chieh. Now the State of Ch'in and Shan-tung are at enmity, unless you first make trial on (a foe) which is weak for instruction in the military art, your armies will be sure to suffer great injury, the State will certainly be put to great grief.

Ch'in in consequence attacked Lan-t'ien, Yen and Ying in the South.

2)

In the eighth year-----spoke to the king of Wei and said: 'Formerly ~~the~~ Ts'ao relied on Ch'i and made light of Chin. Ch'i attacked Li and Chü and the men of Chin destroyed Ts'ao. Ts'eng relied on Ch'i ~~to~~ make light of Yüeh. Ho-tzü of Ch'i created disorder and the men of Yüeh destroyed Ts'eng. Ch'eng relied on Wei ~~to~~ make light of Han, Wei attacked Yü-kuan and the House of Han destroyed Ch'eng. Yuan relied on Ti in Ch'in and made light of Chin. Ti in Ch'in had a very bad harvest and the men of Chin destroyed Yuan. Chung-shan relied on Ch'i and Wei and made light of Chao. Ch'i and Wei attacked Ch'u and Chao destroyed Chung-shan. The cause of the destruction of these five States was in each case what they relied on. Not only was it so with these five States. It has been so with all the States in the world which have been destroyed. The reasons States cannot be relied on are many. Their different kinds cannot be counted. It may be that their governmental instructions are not in good order, those above and those below are not harmonious, and so it cannot be relied upon. It may be that there is anxiety about the nobles and the neighbouring States and so it cannot be relied upon. It may be that the harvest does not ripen, the stores of grain are exhausted, and so it cannot be relied upon. It may be that under the influence of gain it is drawing nigh to calamity. Because of this your servant knows that the States cannot be relied upon for certain. Now Your Majesty relies upon the might of Ch'u and believes the words of the Prince of Ch'un-shên and so is rejecting Ch'in. But what will be long afterwards cannot be known. If there is a change in the Prince of Ch'un-shên ~~then~~ Your Majesty ~~will~~ ~~only~~ suffer ill from Ch'in. Your Majesty has a State of ten thousand chariots and yet you take the mind of one man as your destiny. Your servant regards this as imperfect. I wish Your Majesty would give it your mature consideration.'

3)

The King of Wei asked Chang wao, saying: 'I wish to join Ch'in in an attack upon Han. What about it?' Chang wao replied: 'Will Han sit still and await destruction or will it surrender (territory) and follow the other states?' The King said: 'Han will surrender (territory) and follow the other states.' Chang wao said: 'Does Han feel resentment against Wei or against Ch'in?' The King said: 'It feels resentment against Wei.' Chang wao said: 'Does Han regard Ch'in as powerful or does it regard Wei as powerful?' The King said: 'It regards Ch'in as powerful.' Chang wao said: 'Will Han surrender (territory) and follow the state which it regards as powerful and against which it feels no resentment or will it surrender (territory) and follow the state which it does not regard as powerful and against which it feels resentment?' The King said: 'Han will surrender (territory) and follow that which it regards as powerful and against which it feels no resentment.' Chang wao said: 'Your Majesty yourself understands the business of attacking Han.'

4)

A visitor spoke to Ssu-ma I-chi and said: 'He who after long thought considers that the world may be united is a man who does not know the world. He also who wishes by means of Wei alone to withstand Ch'in is a man who does not know Wei. He ⁵¹⁰ who says that Duke Tzu does not know these two facts does not know Duke Tzu is a man who is. And yet Duke Tzu is forming an alliance of North and South. What is the explanation? If there is an alliance of North and South Duke Tzu will have weight. If there is not an alliance of North and South Duke Tzu will be of slight importance. Duke Tzu dwells on being a man of weight. He is not aiming at the real thing. Why, sir, do you not quickly sell yourself to Ch'in while the ~~States~~ three States are still firm? Ch'in will be sure to accept you. Otherwise those who advocate an alliance of East and West will scheme against you to make an agreement with Ch'in. That is they will take your support and with it support your foes.'

5)

Wei and Ch'in were attacking Ch'u. The King of Wei was unwilling. Lou Huan spoke to the King of Wei and said: 'If Your Majesty does not join Ch'in to attack Ch'u, Ch'u will join Ch'in to attack Your Majesty. Your Majesty's best plan is to get Ch'in and Ch'u to fight, your Majesty will control them both.'

6)

The Marquis of Jang attacked Ta-liang and took possession of Pei-ying, and the King of Wei went in his train. (Someone) spoke to the Marquis of Jang and said: 'Your Highness attacked Ch'u and got Wan and Jang with which you enlarged T'ao. You attacked Ch'i and got Kang and Po with which you enlarged T'ao. You attacked Wei and got Hsu and Yen-ling with which you enlarged T'ao. How is it that the King of Ch'in asked no questions? Because Ta-liang had not been destroyed. If now Ta-liang is destroyed Hsu and Yen-ling are sure to be discussed. If they are discussed Your Highness is sure to be in an embarrassed position. If one plans for Your Highness, not to attack is the more advantageous.'

Pei Kuei spoke to the Prince of Hsin-ch'eng and said: 'It is possible for one who walks by night not to do evil. It is not possible for him to prevent the dogs from barking at him. Therefore it is possible for your servant not to criticize Your Highness to the king but it is not possible to prevent men from criticizing your servant to your Majesty.'

8)

Ch'in attacking Kuan belonging to Han. The King of Wei sent soldiers to its rescue. Chao Chi said: 'Ch'in is a powerful State and the lands of Han and Wei are adjacent to it. If Ch'in does not come forth to attack, that is the end of the matter. Suppose it does come forth to attack, if not against Han, it will certainly be against Wei. Now happily it is against Han. This is Wei's good fortune. If Your Majesty goes to its rescue, that which will be released from attack will certainly be Kuan belonging to Han, that which will attract attack will certainly be Liang belonging to Wei.'

The King of Wei paid no heed. He said: 'If I do not deliver Han, Han will feel resentment against Wei and will make an agreement in the West with Ch'in. If Ch'in and Han unite, Wei will be in danger.' Thereupon he went to its rescue. Ch'in did in fact let Kuan go and attack Wei. The King of Wei was in great fear. He spoke to Chao Chi and said: 'I did not use your policy, sir, and disaster has come. What is to be done?' So Chao Chi had an interview on his behalf with the King of Ch'in and said: 'Your servant has heard concerning what an intelligent ruler listens to that he does not hold fast to his own opinions but acts in accordance with the general judgment. I wish Your Majesty would listen to your servant and

not attack Wei.' The King of Ch'in said: 'Why?' Chao Chi said: 'How is it that in the alliance of North and South in Shan-tung they are sometimes united and sometimes separated?' The King of Ch'in said: 'I do not know.' He said: 'The States unite because your Majesty's policy is ~~known~~ ^{now} known for certain. They separate because Your Majesty's policy is ~~not~~ known for certain. Now you attack Kuan belonging to Han. The State is in danger. But before the affair is concluded you move your troops over to Liang. There is nothing more effective than this to unite the States in an alliance of North and South, because they think that the demands of Ch'in certainly cannot be resisted. Therefore in planning for your Majesty the best policy is to get control of Chao. When Ch'in has got control of Chao, Yen will not dare not to serve Ch'in, Ching and Ch'i will not be able to form an alliance of North and South alone. The States will be rivals in their opposition to Ch'in and so they will be weak.' So the King of Ch'in desisted.

9)

Ch'in and Chao were involved in difficulties and went to war. (Someone) spoke to the King of Wei and said: 'The best plan is to receive Chao and become involved in hostilities with Ch'in. If Your Majesty does not become involved in hostilities with Chao, Chao will not be involved with broken forces and, if you become involved in hostilities with Ch'in, Chao will be sure to fight again. If it fights, it will be sure to give weight to Wei. In that case you will control the affairs of both Ch'in and Chao. If Your Majesty so desire you may receive Ch'i and Chao and attack Ching. If you so desire you may receive Ching and Chao and attack Ch'i. If it be desired that Your Majesty become chief over the East, it may be waited for.'

10)

In the campaign of Ch'ang-p'ing the Prince of P'ing-tu spoke to the King of Wei and said: 'Why does not Your Majesty form an alliance of North and South?' The King of Wei said: 'Ch'in has promised me Yüan-yung.' The Prince of P'ing-tu said: 'Your servant thinks that Yüan-yung is an empty surrender of territory.' The King of Wei said: 'What do you mean?' The Prince of P'ing-tu said: 'Ch'in and Chao have long been at grips beneath Ch'ang-p'ing without coming to a decision. If the States unite with Ch'in there will be no Chao. If they unite with Chao there will be no Ch'in. Ch'in is afraid that Your Majesty may change and therefore uses Yüan-yung as a bait for Your Majesty. If Ch'in overcomes Chao in battle dare Your Majesty claim the surrender of Yüan-yung?' The King said: 'I dare not.' 'If Ch'in does not overcome Chao in battle can your Majesty order ~~Chao~~ Han to give up Yüan-yung which has been surrendered to you?' The King said: 'I cannot!' Therefore Your servant says that Yüan-yung is an empty surrender of territory.' The King of Wei said: 'Good.'

11)

Lou Wu was making a treaty between Ch'in and Wei. Being about to get the King of Ch'in to come to a meeting on the frontier, he spoke to the King of Wei and said: 'If you meet and there is no assistant, Ch'in will be sure to appoint an assistant. If you do not obey him, your relations with Ch'in will be bad. If you do obey him, the ministers of succeeding Kings will all make it their business to serve him among the nobles who can issue commands to their King. Moreover to meet with Ch'in and act as Ch'in's assistant is to be without (the support of) Ch'i. Ch'in will be sure to make light of Your Majesty's power. If there is anyone who (can) get Ch'i (to join you), your best plan is make him assistant. Ch'i will certainly be pleased. In that case you will meet Ch'in with one who (can) get (the support of) Ch'i. Ch'in will be sure to give weight to Your Majesty'

12)

Jui Sung wished to break off relations between Ch'in and Chao. He therefore got the House of Wei to take back from Ch'in the lands given for the upkeep of the Queen-Mother of Ch'in. Jui Sung spoke to the King of Ch'in and said: "Wei entrusted the State to Your Majesty but Your Majesty would not accept it. Therefore it entrusted the State to Chao. Li Ho has spoken to your servant and said: 'You said, sir, that you had nothing to do with Ch'in and yet you maintain the Queen-Mother of Ch'in with lands. That is deceiving me.' Therefore our unworthy town has taken them back." The King of Ch'in was wroth and proceeded to break with Chao.

He spoke on behalf of Wei to the King of Ch'u and said: "If you ask from Ch'in an attack on Wei, Ch'in will certainly not listen to Your Majesty. That is, your understanding will (have shown itself to) be limited with respect to Ch'in and your relations with respect to Wei will be estranged. If there is resentment between Ch'u and Wei, Ch'in will be of weight. Therefore your Majesty's best plan is to follow the States and proceed to attack Ch'i and give convenient lands to Wei. Your soldiers will not suffer injury. Your alliance will not be changed, what you desire you are sure to get."

13)

When Kuan Pi caused Ti Ch'iang to be concerned in the affairs of Ch'in, he spoke to the King of Wei and said: "My relations with Ch'iang are like those of a man of Chin with a man of Ch'u. A man of Chin, seeing a man of Ch'u in a hurry, girded on his sword and slowed him down. The man of Ch'u disliked being slowed down by him and went the faster. When you ordered me to enter the ambassador's lodging in Ch'in, the lodging was insufficient for my accommodation. When Ch'iang entered there was no shelter for him in Ch'in. Ch'iang is Your Majesty's minister of high rank and yet Ch'in has treated him as badly as this. How can it be tolerated?"

The Prince of Ch'êng-yang wanted to bring Han and Wei into obedience to Ch'in. The King of Wei did not think it to his advantage. Pei Kuei spoke to the King of Wei and said: "Your Majesty's best plan is to send a man secretly to speak to the Prince of Ch'êng-yang and say: 'If Your Highness enters Ch'in, Ch'in will be sure to detain you, and so get the surrender of much territory from Han. If Han does not obey, Ch'in will be sure to detain your Highness and attack Han. Therefore Your Highness's best plan is to resist from your journey and ask for a hostage from Ch'in. The Prince of Ch'êng-yang will be sure not to enter Ch'in. Ch'in and Han will not dare to make an agreement. Then Your Majesty will have weight.'"

14)

Ch'in took Ning-i. The King of Wei ordered a man to speak to the King of Ch'in and say: "If Your Majesty will restore Ning-i, I ask to be the first of the States to make terms." Wei Jan said: "Let Your Majesty pay no heed. The King of Wei sees that the States cannot be relied upon. Therefore he wishes to be the first to make terms. He who has lost Ning ought to surrender two Ning's in order to seek terms. How can he who has got Ning return it?"

15)

Ch'in made an end of Han-tan, attacked Wei, and took Ning-i. Wu Ch'ing was afraid that the King of Wei would make terms with Ch'in. He spoke to the King of Wei and said: "Does Your Majesty know why Ch'in has attacked you? The States all say: 'The King is ~~an~~ close ~~xxxxx~~.' Your Majesty is not ~~an~~ close ~~xxxxx~~ with Ch'in. Ch'in is distant from you. They all say: 'The King is weak.' Your Majesty does not think that the two Chou are weak. That men of Ch'in left Han-tan, crossed over ~~xxxxx~~ the two Chou, and attacked Your Majesty was because they thought that your Majesty was easy to control. And does Your Majesty understand that weakness invited attack?"

16)

The king of Wei wished to attack Han-tan. Chi Liang heard of it and turned back in the middle of his journey. He did not straighten out the creases in his garments or remove the dust from his head, but went forward to appear before the king and said: "As your servant was now coming I saw a man on the main road just as he was turning his face to the North and laying hold of his carriage. He informed your servant saying: 'I wish to go to Ch'u.' Your servant said: 'If, sir, you are going to Ch'u what are you doing with your face to the North?' He said: 'My horses are excellent.' Your servant said: 'Although your horses are excellent this is not the road to Ch'u.' He said: 'My means are abundant.' your servant said: 'Although your means are abundant this is not the road to Ch'u.' He said: 'My driver is good.' The better these all were the further he would be from Ch'u. Now Your Majesty on the one hand wishes to become Hegemon. On the other hand you wish to expand among the States. If you rely on the greatness of Your Majesty's state, the spirit and keenness of your soldiers, and attack Han-tan in order to extend your territory and exalt your reputation, the more Your Majesty moves the further you will be from the Hegemony. It is like travelling northwards to get to Ch'u."

17)

Chou Hsiao spoke to Kung T'o and said: "Speak, sir, on my behalf to the King of Ch'i and say: 'Hsiao wishes to become your servant abroad' and get Ch'i to employ me in Wei." Kung T'o said: "That cannot be. It is showing Ch'i that you are of little importance. Ch'i will not employ one who is of no importance in Wei to injure one who is important in Wei. Therefore Your Lordship's best plan is to show that you have weight with the Duke of Wei and say: 'Allow your servant to get Wei to hearken to what Your Majesty desires in Wei.' Ch'i will certainly employ Your Lordship. Thus Your Lordship will have weight in Ch'i and by means of Ch'i will have weight in Wei."

18)

Chou Chu was on good terms with Ch'i. Ti Ch'iang was on good terms with Ch'u. The two men wished to injure Chang I in Wei. Chang-tzu heard of it, so he made his man an official in attendance on those who had interviews so as to spy upon them. So they did not dare to injure Chang-tzu.

29)

Chou Chu went into Ch'i. The King of Ch'in was angry. He ordered Yao Chia to upbraid the King of Wei. The King of Wei spoke for him to the King of Ch'in and said: "The means whereby Wei had maintained communication with the other States on Your Majesty's behalf is the employment of Chou Chu. Now Chou Chu has fled from me and gone into Ch'i. Ch'i has no communication with the other states. Our unworthy town also in serving Your Majesty has no entanglements with Ch'i. If your great State wishes to hasten military operations all that is necessary is to urge on Chao."

20)

Ch'in and Wei were allied States. Ch'i and Ch'u made a treaty and wished to attack Wei. Wei sent messengers to ask for succour from Ch'in. They went in a continuous stream. The relief from Ch'in was not forthcoming. Among the men of Wei was a certain T'ang Chu more than ninety years old. He spoke to the King of Wei and said: "your old servant asks permission to go forth and speak to Ch'in in the West. May I?" The King of Wei said: "I respectfully consent." Thereupon he equipped carriages and sent him. T'ang Chu had an interview with the King of Ch'in. The King of Ch'in said: "You, an aged gentleman, in spite of great weariness, have come as far as this. You have undergone much hardship. Several requests for succour

have come from Wei. I know Wei's urgent case.' T'ang Chu replied: 'That Your Majesty already knows Wei's urgent case and yet succour does not arrive is because Your Majesty's servants who frame your policy are incompetent. Moreover Wei is a State of ten thousand chariots. That it is called the Eastern Barrier, accepts the hat and girdle, and provides the Spring and Autumn sacrifices is because it considers that the might of Ch'in makes it worth having as an ally. Now the soldiers of ch'i and ch'u are already in the suburbs of Wei. Your Majesty's succour does not arrive. Wei is in an urgent case. If then it surrenders territory and makes a treaty with ch'i and ch'u, although Your Majesty wishes to deliver it, will you be in time? That is to lose Wei with its ten thousand chariots and make your two enemies ch'i and ch'u powerful. I presume to think that the ministers who frame Your Majesty's policy are incompetent.'

The King of Ch'in sighed as he sadly awoke to the facts. He hastily sent forth soldiers to travel day and night to Wei. Ch'i and Ch'u heard of it and led their soldiers away. That the House of Wei was fully restored was because of what T'ang Chu had said.

21)

The Prince of Hsin-ling slew Chin P'i, relieved Han-tan, broke up the men of Ch'in, and settled the State of Chao. The King of Chao went to the suburbs in person to welcome him. T'ang Chu spoke to the Prince of Hsin-ling and said: 'your servant has heard it said that there are some things which may not be known and there are some things which may not but be known. There are those which may not be forgotten and there are those which may not but be forgotten.' The prince of Hsin-ling said: 'What do you mean?' He replied: 'If men hate me it may not but be known. If I hate men it may not be got to be known. If men do me a favour it may not be forgotten. If I do a favour to men it may not but be forgotten. Now Your Highness has slain Chin P'i, relieved Han-tan, broken up the men of Ch'in, and settled the state of Chao. This is a great favour. Now the King of Chao comes in person to the suburbs to welcome you. As soon as you see the King of Chao your servant wishes Your Highness to forget it.'

The Prince of Hsin-ling said: '(I) Wu Chi respectfully receive your instruction.'

22)

Wei attacked Kuan but did not subdue it. It was a son of So Kao, a man of An-ling, who was in charge of Kuan. The Prince of Hsin-ling sent a messenger to speak to the Prince of An-ling and say: 'If Your Highness sends So Kao I will appoint him as one of the five 'great officers' making him a staff-bearing official.' The Prince of An-ling said: 'An-ling is but a small State. It cannot for certain give orders to its people. Let the messenger himself go and make the request.' He caused the messenger to be directed to So Kao's abode, to repeat his commission from the Prince of Hsin-ling. So Kao said: 'His Highness bestows favour upon me because he is going to send me to attack Kuan. If a father is employed to attack what his son is defending men will laugh greatly. If he submits to your servant he will be rebelling against his lord and for a father to teach his son to rebel is not pleasing to His Highness. I venture to bow twice and decline.'

The messenger reported this to the Prince of Hsin-ling. The prince of Hsin-ling was very wroth. He despatched an important messenger to An-ling to say: 'The territory of An-ling is as it were a part of Wei. Now I am attacking Kuan and it does not submit. The army of Ch'in will come upon me and the altars will be in danger. certainly. I wish Your

Highness to bind So Kao alive and send him to me. If Your Highness does not send him, I will send out a hundred thousand armed men against the city of An-ling.' The prince of An-ling said: 'The Prince my predecessor, Marquis Ch'êng, received an announcement from King Hsiang to guard this territory. He received in his hand the constitution of a great prefecture. The first paragraph of the constitution said: 'If a son kills his father, if a minister kills his prince, there is a fixed penalty without pardon.' Even though there is a great pardon in the State, he who has surrendered a city or slain a son may not share in it. Now So Kao is respectfully letting go a great position in order to maintain in its integrity the relation between a father and his son, and yet Your Highness says: 'you must send him to me alive.' That is to make me transgress the announcement of King Hsiang and destroy the constitution of a great prefecture. Although it means death I never dare do it.'

So Kao heard of it and said: 'The Prince of Hsin-ling as a man is obstinate and self-opinated. If this report is sent back, it will certainly ~~bring evil upon the State~~ bring evil upon the State. I have already maintained my integrity as not transgressing what is right in a minister. Can I cause my prince to have trouble with wei?' So he went to the messenger's lodging, cut his throat, and died.

When the prince of Hsin-ling heard of So Kao's death he put on white mourning garments and withdrew from his lodging. He sent a messenger to excuse himself to the Prince of An-ling and say: 'I am a small man, restricted in my thoughts. I spoke in error to Your Highness. I venture to bow twice in obtain release from my guilt.'

23)

The King of wei and the Prince of Lung-yang were fishing in the same boat with rod and line. The Prince of Lung-yang got more than ten fish and his tears flowed. The King said: 'Are you uneasy about something? If so, why not tell me?' He replied: 'Your servant does not venture to be uneasy.' The King said: 'Then why do you weep?' He said: 'Your servant is a fish which Your Majesty has got.' The King said: 'What do you mean?' He replied: 'When your servant first got a fish I was very pleased. Afterwards I got fish that were still greater. Now your servant only wants to throw away the fish which I caught before. Now, in spite of your servant's evil, I have got the position of dusting Your Majesty's pillow and mat. Now your servant's rank has reached that of a Prince among men. I make men ~~happy~~ in the palace. I make men get out of my way on the road. And within the four seas there are very many excellent men. When they hear of the favour that your servant has obtained with Your Majesty, they will certainly pluck up their skirts and hasten to Your Majesty. And your servant is like the fish which I got before. Your servant also will be cast aside. How can your servant not weep?'

The King of wei said: 'You are mistaken. If you have this in your mind why not tell me?' Thereupon he published an order within the four borders saying: 'If there is anyone who dares to speak of an excellent man his family will be exterminated.'

From this it may be seen that the slanders and obstruction of men who have familiar access is secure, and their union for self-protection is perfect. If now from a distance of more than a thousand li I wish to advance an excellent man, how can I be sure that he whom I introduce will be sure to find favour? If he does find favour how can I be sure of making use of him? And the men who have familiar access unite to vent their resentment on me. I see that there is evil. I have not seen that there is happiness. I see that there is resentment. I have not seen

that there is gratitude. That is not a plan which makes use of one's understanding.

24)

Ch'in was pressing an attack upon Wei. Someone spoke to the King of Wei and said: 'To abandon it is not as easy as to use it. To die for it is not as easy as to abandon it. To be able to abandon it but not able to use it, to be able to die for it but not able to abandon it--this is man's great mistake. Now Your Majesty has lost several hundred li of territory. You have lost several tens of cities. And yet the danger to the State has not been relaxed. That is, Your Majesty is abandoning it and not making use of it. Now the might of Ch'in has no match in the world and the weakness of Wei is excessive. And yet Your Majesty with this pits yourself against Ch'in. Your Majesty also is able to die for it but is not able to abandon it. This is a serious mistake. If now Your Majesty can use your servant's policy the land you will lose will not be enough to injure the State, your personal humiliation will not be enough to cause you bitterness, your danger will be relaxed and your resentment will be avenged. Within the four borders of Ch'in, from those who administer the laws down to those who draw the hearse, they are all certainly saying: 'Are you for the House of Lao? Are you for the House of Lü?' Whether, below, you go to the village gates or, above, you go to the halls and temples, it is like this. Let Your Majesty now surrender lands to bribe Ch'in and ascribe the merit to Lao Ai. Humble yourself to honour Ch'in as if because of Lao Ai. If Your Majesty assists Lao Ai with your State, Lao Ai will thereby be victorious. If Your Majesty assists Lao Ai with your State, the Queen-Mother will be grateful to Your Majesty down to the marrow of her bones. Your Majesty's alliance will be far and away the best in the world. Ch'in and Wei have been in alliance a hundred times and a hundred times they have deceived each other. If now by means of the House of Lao you come to be on good terms with Ch'in and your alliance is the best in the world, who in the world will not abandon the House of Lü and follow the House of Lao? The world will certainly forsake the House of Lü and follow the House of Lao. Then Your Majesty's resentment will be avenged.'

25)

The King of Ch'in sent a messenger to speak to the Prince of An-ling and say: 'I wish to exchange five hundred li of territory for An-ling. I hope the Prince of An-ling will agree to my request.' The Prince of An-ling said: 'Your Majesty adds to your graciousness, exchanging what is great for what is small. You are very kind. Nevertheless, I received the territory from the former King. I wish to guard it to the end. I dare not make the exchange.'

The King of Ch'in was displeased. So the Prince of An-ling sent T'ang Chü on a mission to Ch'in. The King of Ch'in spoke to T'ang Chü and said: 'I was giving five hundred li of territory in exchange for An-ling. The Prince of An-ling would not listen to me. Why was that? Moreover Ch'in has destroyed Han and ruined Wei. And because His Highness has been left with fifty li of territory he considers himself to be superior. Therefore he pays no attention. Now I ask permission to extend his lands with territory ten times as large, and yet His Highness resists me. He is despising me.' T'ang Chü replied: 'No, it is not so. The prince of An-ling received the territory from the former King and keeps guard over it. He would not dare to exchange it for a thousand li. How would he for only five hundred?' The King of Ch'in was annoyed and angry. He spoke to T'ang Chü and said: 'And has Your Lordship heard of the wrath of the Son of Heaven?' T'ang Chü replied: 'Your servant has not heard'. The King of Ch'in said: 'The wrath of

the Son of Heaven lays low a million corpses and makes blood to flow for a thousand li. T'ang Chi said: 'Has Your Majesty heard of the wrath of a commoner?' The King of Ch'in said: 'The wrath of a commoner makes him take off his cap, walk barefoot, and knock the earth with his head.' T'ang Chi said: 'This is the wrath of a serving-man, not the wrath of a scholar. When Chuan Chu stabbed King Liao a comet covered the moon. When Nieh Cheng stabbed Han K'uei a white rainbow went through the sun. When Yao Li stabbed Ch'ing Chi green falcons fought above the palace. All these three were common scholars. While they were cherishing their wrath and before it had come forth, portents descended from the sky. And your servant will make a fourth. If (I) a scholar must be wroth, the corpses of two men will lie low and their blood flow five paces. This is the day for the world to put on mourning.' He drew his sword and arose. The King of Ch'in with confused countenance knelt at length and excused himself, saying: 'Be seated sir, why come to this? I understand. That after Han and Wei have been ruined the Prince of An-ling is left with fifty li of territory is solely because of you.'

HAN li.

1) The three Chin had already broken up the House of Chih and were about to divide its lands. Tuan Kuei spoke to the King of Han and said: 'In the division of the lands you must take Ch'eng-~~ko~~^{hao}.' The King of Han said: 'Ch'eng-~~ko~~^{hao} is a land of rocky torrents. I have no use for it.' Tuan Kuai said: 'Not so. Your servant has heard that to wield the authority of a thousand li with (territory) one li in extent is the profit of that territory, to smash three armies with a host of ten thousand men is something unexpected. If Your Majesty uses your servant's words Han will be sure to take Cheng.' The King said: 'Good' and in consequence took Ch'eng-~~ko~~^{hao}. When Han took Cheng it was in fact from Ch'eng-~~ko~~^{hao} that it began to be great.

2) Ch'eng Wu came from Chao. He spoke to Shen Pu-hai in Han and said: 'If, sir, by means of Han make me important in Chao I ask permission by means of Chao to make you important in Han. In that case, sir, you will have two Hans and I shall have two Chao.''

3) When Wei besieged Han-tan, Shen Pu-hai was beginning this connection with the King of Han, but he did not know what the King desired. He was afraid