

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

West, crosses your arms, and serves as Ch'in's subject, how is that different from the rear of an ox? With Your Majesty's ability, in control of the armies of powerful Han, to have nevertheless the reputation of an ox's rear, your servant presumes in Your Majesty's interests to feel it a disgrace."

The King of Han showed his wrath in his countenance. He bared his arm and laid his hand upon his sword. He looked up to Heaven, heaved a great sigh, and said: 'Although I die I certainly cannot serve Ch'in. Now Your Highness announces to me the instructions of the King of Ch'u. I reverently offer my altars and follow.'

6)
Chang I in the interests of Ch'in was forming an alliance of East and West. He spoke to the King of Han and said: "The Han territory, situated among mountains, is dangerous and bad. What it produces of the five kinds of grain, if it is not wheat, is pulse. What the people eat generally is bean gruel and soup made from the leaves. If for a single year there is no harvest, the people cannot even take their fill of 'grains' and chaff. The territory is not fully nine hundred li square. There is not food enough for two years. I estimate Your Majesty's soldiers altogether at not more than three hundred thousand, including menials and food porters. If you take away those who guard the watch-towers and fortified posts, the soldiers to appear (on the field of battle) are not more than a mere two hundred thousand. The armed men of Ch'in are more than a million. Its chariots are a thousand, its cavalry ten thousand. Its soldiers like grasping tigers, leaping barefoot with head uncovered, holding their chins fast with both hands or brandishing their lances, are more than can be reckoned. The finest of the horses of Ch'in—the host of the western tribes—straining forward and spurning what is behind, their hoofs three hsün apart as they leap, are more than can be numbered. The soldiers of Shan-tung put on their armour and their helmets to join battle. The men of Ch'in cast off their armour, barefoot and stripped they rush to the foe. With the left hand they carry off a man's head. With the right hand they clasp a living captive. The soldiers of Ch'in as compared with the soldiers of Shan-tung are like Mêng Pên as compared with a coward. If they press against each other with the weight of their strength they are like Wu Huo as compared with a little child. To employ in battle soldiers like Mêng Pên and Wu Huo to attack a weak State which does not submit is no different from dropping the whole weight of a thousand chün upon a bird's egg. It will certainly be unfortunate. The nobles do not calculate the weakness of their armies and the poverty of their provisions but listen to the pleasant speech and fine words of those who are forming an alliance of North and South. They unite to flatter each other. All of them say: 'If you listen to our plan you may become a mighty Hegemon.' To have no regard for the long term advantage of the altars but to listen to what is said about the immediate present—there is no misdirection of one's ruler to exceed this. If Your Majesty does not serve Ch'in, Ch'in will send down its armed men to take possession of I-yang and cut off Han's upper territory. If in the East it takes Ch'êng-kao and I-yang, the palace of Hung-t'ai and the park of Sang-lin will not belong to Your Majesty. If Ch'êng-kao is blocked up and the upper territory is cut off, Your Majesty's state will be divided. If first you serve Ch'in you will be at ease. If you do not serve Ch'in you will be in danger. If you create evil and ~~yet~~ desire happiness, if your plans are shallow and ~~yet~~ your resentments are deep, if you withstand Ch'in and accord with Ch'u, although you wish not to perish, you cannot get (your wish). Therefore if one plans on Your Majesty's behalf, your best

policy is to serve Ch'in. There is nothing which Ch'in desires so much as that Ch'u be weak and there is no (State) which is able to weaken Ch'u as Han can. It is not that Han can be stronger than Ch'u. It is because of the nature of its territory. If now Your Majesty faces West and serves Ch'in with a view to attacking Ch'u on behalf of our unworthy town, the King of Ch'in is sure to be pleased. To attack Ch'u and appropriate its lands, to turn aside disaster and please Ch'in--there is no more advantageous policy than this. For this reason the King of Ch'in has sent your servant as his envoy to present a document to Your Majesty's censors, and await your decision."

The King of Han said: "Happily you, my guest, have instructed me. Allow us to be as a division of your State, to build the imperial palace, to offer the Spring and Autumn sacrifices, to be called 'Eastern Barrier' and to present I-yang."

7) King Hsuan spoke to Chiu Liu and said: 'I wish to employ both Kung Chung and Kung Shu. Can it be done?' He replied: 'It cannot. Chin employed six high ministers and the State was divided. Duke Chien employed T'ien Ch'eng and Chien Chih and Duke Chien was murdered. Wei employed both Hsi Shou and Chang I and (the lands) beyond Hsi-ho were lost. If now Your Majesty employs them both, the stronger will plant his faction at home and the weaker will rely on authority from abroad. If ministers either plant their faction at home to usurp their lord's (rule) or make alliances abroad to split up his territory, Your Majesty's territory will certainly be in danger.'

8) Chang I spoke to the King of Ch'i and said: 'Your Majesty's best plan is to support Han P'eng and in association with him drive me out of Wei. Wei will in consequence make Hsi Shou Counsellor. Then by means of Ch'i and Wei get Han P'eng displaced and make Kung Shu Counsellor in order to attack Ch'in. When Kung Chung hears of it he will certainly not enter Ch'i. If Your Lordship is rejected in Wei, you will have nothing to fear.'

9) Chao Hsien of Ch'u was Counsellor in Han, and when Ch'in attacked Han, Han set Chao Hsien aside. Chao Hsien got someone to speak to Kung Shu and say: 'The best policy is to honour Chao Hsien so as to confirm Ch'u. Ch'in will be sure to say: 'Ch'u and Han are in agreement.'

10) Ch'in attacked Hsing. It sent men to demand a passage through the territory of Nan-yang. When Ch'in had made the request it again attacked Hsing. Han therefore surrendered the territory of Nan-yang. Ch'in accepted the territory and again attacked Hsing. Ch'ên Chên spoke to the king of Ch'in and said: 'Because the lie of the land is not advantageous one demands a passage. Because relations are not friendly one requires the surrender (of territory). Now (territory) has been surrendered but relations are not friendly. A passage has been demanded but military operations do not cease. Your servant is afraid that there will be no (State) in Shan-tung which will serve Your Majesty by granting a passage or the surrender of territory. Moreover, if Your Majesty demands a hundred (catties) of gold from San-ch'uan you cannot get it. If you demand a thousand (catties) of gold from Han it will be got ready the next morning. Now Your Majesty attacks Han. That is to consolidate your own palace by breaking off your best alliance. I presume in your Majesty's interests not to approve.'

11) Five States made a treaty and attacked Ch'in. The King of Ch'u was the leader of the alliance of North and South. They were not able to inflict any injury upon Ch'in. The soldiers halted and remained in Ch'eng-~~ka~~ ^{stayed} kao.

Wei Shun spoke to the Prince of Shih-ch'iu and said: 'The five States have halted. They are sure to attack Shih-ch'iu to defray the expenses of the campaign. If Your Highness will put your trust in me, your servant asks permission on Your Highness's behalf to stop the attack of the States upon Shih-ch'iu.' The prince of Shih-ch'iu said: 'Good' and accordingly sent him.

Wei Shun went South, had an interview with the King of Ch'u, and said: 'Your Majesty has bound five States by treaty and gone West to attack Ch'in. You are unable to inflict any injury on Ch'in. And the States because of this make light of Your Majesty and attack weight to Ch'in. Why does Your Majesty therefore make trial of the alliance?' The King of Ch'u said: 'How?' Wei Shun said: 'The States have halted. They are sure to attack Shih-ch'iu to defray the expense of the campaign. Let Your Majesty order them not to attack Shih-ch'iu. If the five States give weight to Your Majesty they will hearken to your Majesty's words and not attack Shih-ch'iu. If they do not give weight to your Majesty they will act contrary to Your Majesty's words and attack Shih-ch'iu. Thus it will certainly be made clear whether Your Majesty is regarded as of little or of great importance.'

The King of Ch'u therefore made trial of the alliance and Shih-ch'iu was preserved.

12)

Chêng Ch'iang conveyed eight hundred (catties) of silver into Ch'in with which to ask that it would attack Han. Ling Hsiang spoke to Chêng Ch'iang and said: 'Your Lordship by means of eight hundred (catties) of silver is asking for an attack to be made on an allied State. Ch'in is sure not to listen to Your Lordship. Your Lordship's best plan is to make the King of Ch'in suspicious of Kung Shu.' Chêng Ch'iang said: 'How?' He said: 'Kung Shu's attack on Ch'u was because Chi Shê was maintained there. Therefore he said that the first (attack) should be on Ch'u. Now he has ordered the king of Ch'u to equip Chi Shê with a hundred carriages, to take up his abode in Yang-ti, and has ordered Chao Hsien to turn round and dwell with him. This has been known for more than ten days. And Chi Shê is Kung Shu's enemy while Chao Hsien is Kung Shu's man, when the King of Ch'in hears of it he will be sure to suspect that Kung Shu is for Ch'u.'

13)

When Chêng Ch'iang made Chang I flee from Ch'in he said: 'I's messenger will be sure to go to Ch'u.' He therefore spoke to the T'ai-tsai and said: 'Let Your Lordship detain I's messenger. Allow me to go West and plot against I in Ch'in.' Therefore he took the opportunity to go West and asked the King of Ch'in, saying: 'Chang I has sent a messenger to present the lands of Shang-yung. Therefore your servant has been sent to wait upon the King of Ch'in and to bow acknowledgments to him.' The King of Ch'in was angry. Chang I fled.

14)

In the campaign of I-yang, Yang Ta spoke to Kung-sun Hsien and said: 'Allow me to attack western Chou for Your Lordship with fifty thousand men. If I get it we may use the nine tripods to put down Kan Mou. If I do not, Ch'in will attack western Chou. The States will hate it and certainly come to Han's rescue ~~when~~ then the affairs of Mou will be ruined.'

15)

Ch'in besieged I-yang. Yu T'êng spoke to Kung Chung and said: 'Why does not Your Lordship give Lin, Li-shih, and Ch'i to Chao so as to fulfil your promise of lands? Then Lou Huan is sure to be defeated. If the soldiers of Han and Chao are assembled to threaten Wei, Lou Pi is sure to be defeated. If Han and Chao are united, Wei will be sure to rebel against Ch'in and

Kan Mou will certainly be defeated. If Ch'eng-yang is used to strengthen
Ch'in, Ch'in is sure to be defeated. You may wait for Ch'in's
assured defeat. If Ch'in loses Wei, P'yang will certainly not be taken.

Because of I-yang, Kung Chung was at enmity with Kan Mou. Afterwards
Ch'in restored Wu-sui to Han. When this had been done, the King of Ch'in
did indeed suspect that Kan Mou had used Wu-sui to undo his enmity with
Kung Chung. Tu Liao spoke for Kan Mou to the King of Ch'in and said: 'P'eng
wishes to avail himself of Mou to serve Your Majesty.' The King of Ch'in
was very angry with Kan Mou. Ch'u-li Chi was in consequence very pleased
with Tu Liao.

18)
Ch'in and Han fought at Cho-tse. The House of Han was hard pressed. Kung
Chung P'eng spoke to the King of Han and said: 'The States in alliance with
you cannot be relied upon. Now the desire in the heart of Ch'in is to
attack Ch'u. Your Majesty's best plan is by means of Chang I to make
peace with Ch'in, to bribe it with a city of repute, and join it in an
attack upon Ch'u. That is a policy whereby you will get two things in
exchange for one.'

The King of Han said: 'Good' and gave warning that Kung Chung was about
to go to the West on a journey to Ch'in make terms with. When the King of
Ch'u heard of it he was very much afraid. He summoned Ch'ên Chên and
informed him. Ch'ên Chên said: 'Ch'in has long wished to attack us. Now it
has also got from Han a town of repute with its armed men. Ch'in and Han
are uniting their armies and facing South. This is what Ch'in has
sacrificed and prayed for in its temples. Now it has got it. The State of
Ch'u is sure to be attacked. If Your Majesty will listen to your servant,
warn all within the frontiers about it. Enlist soldiers saying that you are
going for the rescue of Han. Cause your war-chariots to fill the roadways.
Send forth a trustworthy minister, making his chariages many and his presents
weighty. Make (Han) believe that you are going to deliver it. Even if Han
cannot listen to us, it will certainly be grateful to Your Majesty, it will
certainly not come like a flight of wild geese. In that case Ch'in and Han
will not be in agreement. Although an army comes, the State of Ch'u will not
be greatly distressed. If it can listen to us and break off its agreement
towards Han, Ch'in is sure to be very angry and bear great resentment
towards Han. Han, getting succour from Ch'u, will certainly make light of
Ch'in. If it makes light of Ch'in, its response to Ch'in will certainly not
be respectful. In that case, because of hostilities between Ch'in and Han,
we shall avoid danger to the state of Ch'u.'

The King of Ch'u was very pleased and issued a warning to all
within the frontiers. He enlisted an army saying that it was for the relief
of Han. He sent forth a trustworthy minister, making his carriages
numerous and his presents weighty, to speak to the King of Han and say:

Although our unworthy town is small, we have raised all (our soldiers). We
wish your great State to proceed to do as you wish towards Ch'in. Our
unworthy town will follow Han to the death with Ch'u.' The King of Han was
very pleased and stopped Kung Chung. Kung Chung said: 'Not so. It is Ch'in
which is really attacking us. It is Ch'u which is pretending to deliver us. If
you rely on Ch'u's vain pretence and break lightly with your powerful
enemy Ch'in, you will certainly become the laughing-stock of the world.
Moreover, Ch'u and Han are not brother States. They have also not bound
themselves in an alliance and schemed to attack Ch'in. Ch'in wishes to
attack Ch'u. Ch'u in consequence raises troops saying that they are for the
deliverance of Han. This is certainly Ch'ên Chên's stratagem. Moreover, Your
Majesty has already sent a messenger to make announcement to Ch'in. If now
I do not go it will be deceiving Ch'in. If you make light of the evil from
the might of Ch'in and put faith in Ch'u's scheming minister, Your Majesty

will be sure to regret it.'

The King of Han paid no heed and proceeded to break off his agreement with Ch'in. Ch'in was in consequence very wroth and raised troops which fought with the House of Han at An-mén. Relief from Ch'u did not arrive. The House of Han suffered a great defeat.

The soldiers of the House of Han were not few and weak. The people were not stupid and ignorant. That the soldiers were captured by Ch'in and the wise men became the laughing-stock of Ch'u was because too much heed was paid to Ch'én Chén and Han P'êng's advice was neglected.

17)

Yen Lü (wished for) an interview with Kung Chung. Kung Chung would not see him. Yen Lü spoke to Kung Chung's internuncius and said: "It must be that Kung Chung regards me as harmful and therefore will not see me. Kung Chung is fond of women. I say: 'be fond of your officials.' Kung Chung is stingy with his wealth. I say: 'scatter it abroad.' Kung Chung has no (rule of) conduct. I say: 'Be fond of justice.' From henceforth I will simply speak to him the direct truth."

Kung Chung's internuncius informed Kung Chung of this. Kung Chung arose in haste and saw him.

18)

Kung Chung of Han sent Su Tai to speak to Hsiang Shou and say: 'A wild beast at bay overturns the chariot. Your Lordship smashes Han and disgraces Kung Chung. Kung Chung takes the state and returns to the service of Ch'in, thinking that he himself will certainly be appointed to a fief. Now Your Lordship gives Chieh-k'ou to Ch'u and enfeoffs its 'Lesser Director' with Kuei-yang. If Ch'in and Ch'u unite and attack Han again, Han is sure to be ruined. Kung Chung will lead his own retainers in person to fight against Ch'in. I wish Your Lordship would give this your mature consideration.'

Hsiang Shou said: "It is not in order to oppose Han that I am uniting Ch'in and Ch'u. Announce this for me, sir, to Kung Chung and say: 'The relations between Ch'in and Han may be made harmonious.' " He replied: "I wish to return answer to Your Lordship. The proverb says: 'He who honours him by whom he may be honoured will be honoured.' Now the King is not as fond of and familiar with Your Lordship as he is with respect to Kung-sun Ho. He does not consider that Your Lordship in understanding and ability is equal to Kan Mou. Now these two men neither of them get to be personally engaged in affairs, but Your Lordship alone with the King rules over State decisions. That is because there is something he has failed (to realize). Kung-sun Ho is in collusion with Han and Kan Mou is in collusion with Wei. Therefore the King does not trust them. Now Ch'in and Ch'u are rivals for power and Your Lordship is in collusion with Ch'u. That is following the same course as Kung-sun Ho and Kan Mou. How is Your Lordship different from them? Men all talk of Ch'u's many changes (of policy) and yet Your Lordship insists on this. That is, you honour yourself. Your Lordship's best plan is to consult with the King about its changes and to be on good terms with Han so as to be ready against it. If so, there will be no evil effects. The House of Han first followed Kung-sun Ho in matters of state and afterwards entrusted the State to Kan Mou. Han is thus Your Lordship's enemy. If now Your Lordship talks of being on good terms with Han so as to be ready against Ch'u, it means that you do not shun your foe in your actions abroad." Hsiang Shou said: 'I very much desire an agreement with Han.' He replied: 'Kan Mou promised Wu-sui to Kung Chung and returned the people of I-yang. It is very difficult now for Your Lordship's retainers to take them.' Hsiang-tzu said: 'Then what is to be done? Wu-sui can never be got.' He replied: 'Why does not Your Lordship ~~demand King's children~~ by means of Ch'in

demand Ying-ch'uan for Han from Ch'u? It is a dependency of Han. If Your Lordship asks for and gets it, your commands will have free course in Ch'u and by means of its lands you will win gratitude from Han. If Your Lordship asks for but does not get it, the resentment between Han and Ch'u will not be resolved and they will both run to Ch'in. Ch'in and Ch'u are rivals for power and, if Your Lordship blames Ch'u and so gets Han, that will be to Ch'in's advantage.' Hsiang-tzu said: 'How?' He replied: 'This is a good deed. Kan Mou wishes to get Ch'i by means of Wei. Kung-sun Ho wishes to get Ch'i by means of Han. Now Your Lordship takes I-yang as your achievement, receives Ch'u and Han and gives them rest, and punishes the offence of Ch'i and Wei. Kung-sun Ho and Kan Mou will have nothing they can do.'

19) Someone spoke to Kung Chung and said: 'If he who listens listens to the State, he is not certain to listen to the truth. Therefore the former Kings listened to the common words in the market-place. I wish Your Lordship would listen to your servant's words. Your Lordship is seeking neutrality with respect to Ch'in, but you cannot get it, you are treating Kung-sun Ho well so as to make it difficult for Kan Mou. You are urging on the soldiers of Ch'i to bring Wei to a standstill. Ch'u and Chao are both Your Lordship's enemies. Your servant is afraid that the State will have trouble because of this. I wish Your Lordship would again seek neutrality with respect to Ch'in.'

Kung Chung said: 'How?' He replied: 'The King of Ch'in thinks that Kung-sun Ho is in collusion with Your Lordship and so does not listen to him. Kan Mou is not on good terms with Your Lordship and so does not speak on Your Lordship's behalf. Why does not Your Lordship avail yourself of Hsing Yuan to have speech with the King of Ch'in? Hsing Yuan is impartial as a minister of the King of Ch'in. Allow your servant to speak to the King of Ch'in for Your Lordship and say: 'which is the more profitable for Ch'in—that Ch'i and Wei be united or that they be separated? Which will make Ch'in the more powerful—that Ch'i and Wei be divided or that they be united?' The King of Ch'in is sure to say: 'If Ch'i and Wei are separated, Ch'in will be important; if they are united, Ch'in will be unimportant. If Ch'i and Wei are divided, Ch'in will be powerful; if they are united, Ch'in will be weak.' Then your servant will say: 'Now Your Majesty listens to Kung-sun Ho and employs the armies of Han and Ch'in in response to Ch'i and attacks Wei. Wei dare not fight. It gives back territory and makes an agreement with Ch'i. That is, Ch'in is unimportant. Your servant thinks that Kung-sun Ho is disloyal. Now Your Majesty listens to Kan Mou and employs the armies of Han and Ch'in to uphold Wei and attack Ch'i. Ch'i dare not fight. Without being asked it surrenders territory and makes an agreement with Wei. That is, Ch'in is unimportant. Your servant thinks that Kan Mou is disloyal. Therefore Your Majesty's best plan is to get Han to be neutral, so as to attack Ch'i. The King of Ch'i encourages Wei by speaking of going to its rescue. Ch'i and Wei cannot listen to each other. They are sure to separate their allied forces. If then Your Majesty's desire is to get Kung-sun Ho trusted in Ch'i, take Nan-yang for Han and return it in exchange for Ku-ch'uan. This is what King Hui wants. If Your Majesty's desire is to make Kan Mou trusted in Wei, employ the soldiers of Han and Ch'in to uphold Wei and resist Ch'i. This is what King Wu wants. Your servant thinks that to get Han to be neutral so as to encourage Ch'i is to cause Ch'in to be in a position of very great urgency. Kung-sun Ho is in collusion with Ch'i and is unwilling to speak. Kan Mou is not of great importance and dare not make announcement. These two men are the cause of great evil to Your Majesty. I wish Your Majesty would give it your mature consideration.' "

20)

When Kung Chung of Han was Counsellor, the relations between Ch'i and Ch'u were good. Ch'in had a meeting with Wei and (discussed) whether to be on good terms with Ch'i or to break with it. The King of Ch'u sent Ching Li to Ch'in. Li was present at the meeting of Ch'in and Wei. The King of Ch'u was angry with Ching Li. He was afraid Ch'i would think that Ch'u was a party to the meeting because it had a secret arrangement with Ch'in and Wei. And he blamed Ching Li.

(Someone) spoke for him to the King of Ch'u and said: 'your servant offers congratulations that Li was present at the meeting. The meeting of Ch'in and Wei was in order to bring about an agreement between Ch'i and Ch'in and to break off Ch'i from Ch'u. Now that Li has been present at the meeting Ch'i has no reason to believe that Wei was making an agreement between it and Ch'in with a view to an attack on Ch'u. Ch'i also fears that Ch'u has a secret arrangement with Ch'in and Wei. It will be sure to give weight to Ch'u. Therefore Li's presence at the meeting was a great help to Your Majesty. Now if Li had not been present at the meeting it would have been manifest that Wei was breaking off Ch'i from Ch'u. If Ch'i believed it, it would be sure to make light of Your Majesty therefore Your Majesty's best plan is not to blame Ching Li in order to show Ch'i that you have (the support of) Ch'in and Wei. Ch'i will be sure to give weight to Ch'u and moreover you will cause Ch'in and Wei to be suspected by Ch'i.'

The King said: 'So be it' and therefore did not blame him but promoted him.

21)

The King said: "Formerly, sir, you said: 'The States are unprincipled.' Now, sir, you say: 'And now there is an attack on Yen.' How is that?" He replied: 'If now I say that a horse is very strong, it is. If I say that it can carry a thousand chun, it is not so. How is that? A thousand chun is not within the capacity of a horse. If now I say that Ch'u is powerful and great, it is. As for crossing over Chao and Wei and engaging its soldiers in battle with Yen, is that within the capacity of Ch'u? And if it is not within the capacity of Ch'u and yet Ch'u does it, that is to wear Ch'u out. A powerful Ch'u or a worn-out Ch'u - which is the more advantageous for Your Majesty?'

22)

Someone spoke to the King of Wei: 'Let Your Majesty issue a warning within the four borders to the effect that those of your followers shall die whose preparations are not complete within ten days. Then let Your Majesty take their streamers and tie them on boats. Your servant will go for Your Majesty to Ch'u. Let Your Majesty await your servant's return and then set out.'

The prince of Ch'un-shên heard of it and spoke to the envoy, saying: 'Go back, sir, for me. Do not have an interview with the King. Within ten days a host of several tens of thousands will be ordered to cross the Wei frontier.' An envoy from Ch'in heard of it and informed the King of Ch'in. The King of Ch'in spoke to the King of Wei and said: 'Your great State has the fixed intention of coming. Let that suffice.'

23)

Wei Ying spoke to Ch'un-shên and said: 'Men all think that Ch'u is powerful and yet Your Highness employs it as if it were weak. With me it is not so. The former prince for more than twenty years did not suffer attack. On a previous occasion Ch'in wished to send its soldiers beyond

the fortified post of Mien-ai. That was not convenient. It borrowed a way through the two Chou and turned against Han so as to attack Ch'u. That could not be done. Now it is not so. Moreover Wei will be ruined at any time soon. It is unable to grudge its possessions—Hsü, Yen-ling and Wu—but cedes them to Ch'in, while they are yet a hundred and sixty li away. As your servant sees it, the day has come for Ch'in and Ch'u to fight it out.'

24)

Kung Chung on several occasions was unfaithful to the nobles. The nobles refused him asylum. In the south he (would have) handed over the State to Ch'u. The King of Ch'u would not listen to him. Su Tai spoke to the king of Ch'u and said: 'The best plan is to listen to him and make preparations against his rebellion. When he rebels it is always relying on Chao in revolt against Ch'u or relying on Ch'i in revolt against Ch'in. Now the four States refuse him asylum and he has nowhere to go. And he is greatly distressed about it. This is indeed the period when he is like Wei Shêng.

HAN 11

1)

Ch'u besieged Yung-shih for five months. Han sent messengers in a continuous succession to ask for succour from Ch'in. The troops of Ch'in did not come down to Hsiao. Han also sent Shang Chin as an envoy to Ch'in. He spoke to the King of Ch'in and said: 'Han with respect to Ch'in dwells as a sheltering protection and goes forth as a direct follower. Now Han has suffered injury. The troops of Ch'in do not come down to Hsiao. Your servant has heard that when the lips are removed the teeth are cold. I wish Your Majesty would give it your mature consideration.'

The Queen-Mother Hsüan said: 'The envoys who have come are many. Only Shang-tzü's words are true.' She called Shang-tzü in. The Queen-Mother Hsüan spoke to Shang-tzü and said: 'When your handmaiden served the former king, if he placed his thigh over my body I was distressed and could not support it. When he put his body completely on me I did not feel the weight. Why? Because there was some slight gain. If now help is given to Han but the soldiers are not many and the provisions are not abundant, they will not be sufficient to deliver Han. In rescuing Han from danger a daily expenditure of a thousand (catties) of silver cannot alone cause the handmaiden to have some slight gain.'

Shang Chin sent back a written report to the King of Han. The King of Han commissioned Chang Ts'ui. Chang Ts'ui pleaded illness and in a day travelled (only) from one District town to another. When Chang Ts'ui arrived, Kan Mou said: 'Han is hard pressed. Although you are ill, sir, you have come.' Chang Ts'ui said: 'Han is not hard pressed. And yet it is hard pressed.' Kan Mou said: 'Ch'in is a weighty State with a king who knows what he is doing. There is no one who does not know that Han is in difficulty. Can you now say, sir, that it is not hard pressed?' Chang Ts'ui said: 'If Han were hard pressed it would humble itself in submission to Ch'u. How would your servant dare to come?' Kan Mou said: 'Do not report what you have said, sir.'

Kan Mou went in and spoke to the King of Ch'in, saying: 'Kung Chung's authority was such that he got troops from Ch'in. That is why he has dared to oppose Ch'u. Now Yung-shih is besieged and the army of Ch'in does not go down to Hsiao. That means that Han will be no more. On the one hand Kung Chung raises his head aloft and does not come to court and on the other hand Kang Shu will take the State and