

two hundred li of gold, saying: 'Wu-ch'ieh loved me so he threw his medicine bag at K'o.'

In consequence of this Ch'in was very angry with Yen, sent more soldiers ~~against~~ Chao, and summoned Wang Chien to assemble an army for an attack on Yen. In the tenth month they took Chi-ch'êng in Yen. King Hsi of Yen, Tan the heir-apparent, and others, all led their best soldiers to the East for protection in Liao-tung. Li Hsin, the general of Ch'in, pursued and smote the King of Yen. The King was hard pressed. He adopted the policy of King Chia of Tai and slew the heir-apparent Tan wishing to present him to Ch'in. Ch'in again advanced its soldiers and attacked him. At the end of five years it destroyed the state of Yen and took King Hsi of Yen captive. Ch'in annexed all the states. Afterwards Ching K'o's guest Kao Chien-li obtained an interview with the Emperor of Ch'in by playing the lute and struck the Emperor of Ch'in with his lute to avenge Yen. He missed and died.

SUNG and UBI

1)
Ch'i attacked Sung. Sung sent Tsang-tzŭ to ask for succour from Ching. The King of Ching was very pleased and promised succour with great readiness. Tsang-tzŭ returned in sorrow. His charioteer said: 'You asked for succour and you have got it. Why have you the appearance of grief?' Tsang-tzŭ said: 'Sung is little and Ch'i is great. To help little Sung and incur the hatred of great Ch'i--this is what a King ought to be grieved about. And yet the King of Ching is exceedingly pleased. It must be to make us stand firm. If we stand firm and Ch'i is worn out, that will be to the advantage of Ching.'

So Tsang-tzŭ returned. Ch'i did in fact attack and take five of the cities of Sung. But the King of Ching did not come.

2)
Kung Shu-pan constructed a machine for Ch'u and was going to use it in an assault on Sung. Mo-tzŭ heard of it. Walking a hundred li a stage until his feet were badly blistered, he went to see Kung Shu-pan and spoke to him, saying: 'I have heard of you, sir, from Sung. I want to make use of you to slay the King.' Kung Shu-pan said: 'My principles are such that I certainly would not slay the King.' Mo-tzŭ said: 'I have heard that you have made high ladders which you are going to use in an assault on Sung. What offence has Sung? Your principles are such that you will not slay the King and yet you attack the state. That is not to slay the few and yet to slay the many. I venture to ask what are your principles in the assault on Sung.'

Kung Shu-pan submitted and asked to present him to the King. Mo-tzŭ had an interview with the King of Ch'u and said: 'Here now is a man who grudges his ornamented carriage. His neighbour has a worn-out conveyance and he wants to steal it. He grudges his silks and embroideries. His neighbour has a short garment of coarse cloth and he wants to steal it. He grudges his grain and meat. His neighbour has grains and chaff and he wants to steal it. What kind of a man is this?' ~~He must be that stealing is a disease with him.~~ The King said: 'It must be that stealing is a disease with him.' Mo-tzŭ said: 'The territory of Ching is five thousand li square. Sung is five hundred li square. This is as it were an ornamented carriage compared with a worn-out conveyance. Ching has Yün-mên. Buffaloes and deer fill it. The fish and turtles of the Chiang and the Han are the most abundant in the world. Sung may be said to have no pheasants, hares or small fish. This is as it were grain and meat compared with grains and chaff. Ching has the tall sung, wên, tzŭ, p'ien, nan, yü, and chang trees. Sung has no tall trees. This is as it were silks and embroideries compared with a short garment of coarse cloth. Your servant considers that the attack of your officers on Sung is of the same kind as this.' The King said: 'Good. Allow me not to attack Sung.'

3) Hsi Shou was attacking Huang, ^{and} passed by Uei. He sent a messenger to speak to the prince of Uei and say: 'The soldiers of our unworthy town passed by the suburbs of your great State. There was not the least message to support them. I venture to ask what fault they have committed. Now ~~the~~ the city of Huang is on the point of surrender. When it has done so I will move my soldiers and come right up to the city walls of your great State.'

The Prince of Uei was afraid. He tied up three hundred bundles of silk and three hundred ⁱ of gold to send in the messenger's train. Nan Watzü stopped him, saying: 'If he overcomes the city of Huang he will certainly not dare to come. If he does not overcome it he also will not dare to come. If he overcomes the city of Huang his achievement will be great and his reputation will be excellent. At home he will overtop those of his own class. Those within, hating to be overtopped, will criticize his enterprizes and cover up his reputation. To rely on his achievements, sit still on the defence, and await the criticisms of those within—although Hsi Shou were stupid he would certainly not do that. If he does not overcome the city of Huang and with broken heart comes back in flight it is to be feared that he will not escape blame. How dare he attack Uei and so make heavier his offence in not having been successful?'

As a matter of fact he did overcome the city of Huang and led his troops back. And so he did not dare to pass by Uei.

4) The King of Liang attacked Han-tan and levied troops ^{from} Sung. The Prince of Sung sent an envoy with a request to the King of Chao, saying: 'The ^(Liang) soldiers of Liang are strong and their power is great. Now it is levying troops ^{from} our unworthy town. If our unworthy town does not obey, it is to be feared that the altars will be in danger. As for supporting Liang in an attack on Chao to harm the State of Chao I cannot bear to do it. I wish Your Majesty had commands for our unworthy town.'

The King of Chao said: 'That is so. That Sung is not equal to Liang is known to me. To weaken Chao in order to strengthen Liang will certainly not be thought profitable by Sung. Then what can I announce to you as feasible?' The envoy said: 'Your servant asks that we may receive a border city, proceed gently with its attack, lengthening out the time, and simply waiting until the officers have got the city.' The King of Chao said: 'Good!' The men of Sung thereupon proceeded to raise troops, entered within the borders of Chao, and besieged a city. The King of Liang was very pleased and said: 'The men of Sung are helping my attack.' The King of Chao was also pleased and said: 'The men of Sung will stop at this.' Therefore the soldiers withdrew and the difficulty was resolved. Favour was shown to Liang and there was no resentment from Chao. Therefore its reputation was increased and in reality it had whither to turn.

5) (Someone) spoke to the T'ai-yin and said: 'When the Prince grows up and takes control of the government himself, Your Lordship will have nothing to do. Your Lordship's best plan is to get Ch'u to congratulate His Highness on his filial piety. Then His Highness will not take away the control of affairs from the queen-Mother and Your Lordship will continue to be in ~~posse~~ ^{posse} in Sung.'

6) Sung and Ch'u were like brothers. Ch'i attacked Sung. The King of Ch'u spoke of delivering Sung. Sung accordingly availed itself of the weight of Ch'u to seek terms from Ch'i. Ch'i paid no heed. Su Ch'in spoke for Sung to the Counsellor of Ch'i and said: 'Your best plan is to grant the

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request so as to make it plain that Sung ^vavailed itself of the weight of Ch'u with Ch'i. Ch'u, being angry, will be sure to break with Sung and serve Ch'i. When Ch'i and Ch'u are united ~~it~~ will be easy to attack Sung.

The heir-apparent of Wei was himself in command and was passing by Uai-huang in Sung. Hsü-tzu of Uai-huang said: 'Your servant has the secret of victory in a hundred battles. Can Your Highness listen to your servant?' The heir-apparent said: 'I wish to hear it.' The visitor said: 'I indeed wish to offer it. Now Your Highness is yourself in command of the attack on Ch'i. If you win a great victory and annex Chü, ~~soo far as possible you should not exceed the possession of Wei and your dignity will~~ your wealth will not exceed the possession of Wei and your dignity will not be more than that of King. If you are not victorious in battle, for ten thousand generations you will not possess Wei. This is your servant's secret of victory in a hundred battles.' The heir-apparent said: 'So be it. Allow me certainly to follow Your Lordship's words and return.' The visitor said: 'Although Your Highness wishes to return you cannot do so. Those to whom Your Highness's expedition is profitable and who wish to fulfil their desires are many. Although Your Highness wishes to return it is to be feared that you cannot.' The heir-apparent mounted his chariot and asked to return. His charioteer said: 'To return just after you have gone forth is the same as to retreat. The best plan is to proceed.' So he proceeded, joined battle with the men of Ch'i and died. So in the end he did not get Wei.

7)

In the time of King K'ang of Sung there was a bird which gave birth to a ch'i in a nook on the city wall. He caused a soothsayer to divine about it and he said: 'It is small and yet it has given birth to what is large. You are sure to become Hegemon over the States.' King K'ang was very pleased. He thereupon destroyed T'eng, and attacked Hsien, took the lands of Huai-pei. So his self-confidence increased and he wanted the hegemony to be speedily achieved. He therefore shot arrows at heaven and flogged the earth, cut off the altars and destroyed them with fire, saying: 'My majesty makes the spirits throughout the world submit.' He reviled the elders of the State who remonstrated with him, wore a cap without a peak to show his courage, cut open the shoulders of hunchbacks, cut off the shins of those who waded in the morning, and the men of the State were greatly terrified. Ch'i heard of it and attacked him. The people scattered and the city was not defended. So the King fled to the mansion of the marquis of I, whereupon he was captured and put to death. He saw a portent of good omen which was not such but turned to evil.

8)

Chih Po wanted to attack Uei. He sent the prince of Uei four wild horses and one white jade stone. The Prince of Uei was very pleased. His ministers all congratulated him but Nan Wen-tzu had a sorrowful countenance. The Prince of Uei said: 'The great State has a great cause for rejoicing, but you, sir, have a sorrowful countenance. How is it?' Wen-tzu said: 'Rewards without merit, presents received without effort, cannot but be closely looked into. Four wild horses and one white jade stone—this is the present of a small State and yet a great State has offered them. Let Your Highness consider it.' The Prince of Uei informed the border cities what he had said. Chih Po did in fact raise troops for a surprise attack on Uei. He reached the frontier and then returned, saying: 'Uei has a man of worth who knows my plans in advance.' Chih Po wanted to surprise Uei so ~~for~~ a pretence he drove out his heir ~~then~~ making him flee to Uei. Nan Wen-tzu said: 'The heir-apparent yen is the Prince's son. He is greatly loved and a favourite.'

He has committed no great offence and yet he has fled. There is certainly a reason for it.' He sent men to meet him at the frontier and said: 'If he has more than five carriages take care not to admit him.' Chih Po heard of it and desisted.

9) Ch'in attacked P'u in Uei. Hu yen spoke to Ch'u-li Chi and said: 'Is Your Lordship's attack on P'u for the sake of Ch'in or for the sake of Wei? If it is for Wei it is good. If it is for Ch'in it is not to be relied upon. What makes Uei is that it has P'u. If now P'u goes into Wei, Uei will be sure to submit to Wei. Wei lost (the lands) beyond Hsi-ho and was not able to take them again because it was weak. If now you join Uei to Wei, Wei will certainly be strong. On the day that Wei is strong (the lands) beyond Hsi-ho will certainly be in danger. Moreover the King of Ch'in will watch Your Lordship's enterprise. If you harm Ch'in for the good of Wei, the King of Ch'in will certainly feel resentment against Your Lordship.' Ch'u-li Chi said: 'What is to be done?' Hu Yen said: 'Let Your Lordship release P'u and do not attack it. Allow your servant to go in for Your Lordship and warn (the officer in charge of) the garrison of P'u, so as to get the favour of the Prince of Uei.' Ch'u-li Chi said: 'Good'. Hu Yen accordingly went into P'u and spoke to (the officer in charge of) its garrison, saying: 'Ch'u-li-tzu knows that P'u is hard pressed. What he says is: 'I must certainly take P'u. Now your servant can get him to release P'u and not attack it.' The officer of P'u bowed twice and accordingly presented him with three hundred i of silver, saying: 'If the soldiers of Ch'in really depart, allow me to obtain generous treatment for you, sir, from the prince of Uei.' Hu Yen took the silver from P'u and thereby made himself important in Uei. Ch'u-li-Chi also got the three hundred (i) of silver and returned, also thereby getting the favour of the Prince of Uei.

10) Uei sent a visitor to serve Wei. For three years he did not get an interview. The visitor from Uei was troubled about it, so he saw Master Wu-hsia and promised him a hundred (catties) of silver. Master Wu-hsia said: 'So be it,' and saw the King of Wei and said: 'Your servant has heard that Ch'in has sent forth soldiers but I do not know their destination. The relations between Ch'in and Wei have not been cultivated for a long while. I wish Your Majesty would serve Ch'in on a large scale and have no other policy.' The King of Wei said: 'So be it.' The visitor went out hastily but when he reached the outer gate he returned and said: 'Your servant is afraid that Your Majesty is late in your service of Ch'in.' The King said: 'How so?' The Master said: 'Men in the service of themselves are too urgent, in the service of others they are too slow. Now Your Majesty is slow in serving yourself. How can you be urgent in serving another?' 'How do you know it?' 'The visitor from Uei says: 'I have served the King for three years and have not obtained an interview.' That is how your servant knows that Your Majesty is slow.' The King of Wei hastened to give an interview to the visitor from Uei.

11) The hereditary Prince of Uei was sick. Fu Shu spoke to Yin Shun-chü and said: 'If, sir, you listen to what I say and speak to the King without addition or subtraction, His Highness will be sure to approve of you. What a man does during his lifetime is different from his heart at death. Formerly what His Highness did in the world was to consume what was fine and beautiful. Those whom he employed were were Hsieh Ts'o and Ju Po. Because His highness has made light of the state and delighted in what was fine and beautiful, it is certain that none of the ministers speaks to His Highness about affairs of State. Your, sir, say to His Highness that his conduct in the world has been very mistaken, that Hsieh Ts'o presides over decisions in the State, and that Ju Po supports him. From now onwards Kung-sun Shih will certainly not partake of the sacrifices.'

The prince said : 'Good' and gave him the Counsellor's seal, saying:

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'When I am dead, you, sir, take charge.'

The Hereditary Prince died, Yin Shun-chü, by command of the Prince was Counsellor to Kung Ch'i. The clans of Hsieh Ts'o and Ju Po were all driven away.

12)

In the time of the Hereditary Prince of Uei, Hsü Mi fled to Wei. Wei was (seeking to) buy him back with a hundred (catties) of silver, but (Wei) would not give him up, so (Uei) asked for him with (the bribe of) Tso-shih. The ministers remonstrated, saying: 'Is it permissible to buy back a single Hsü Mi with the territory of a hundred (catties) of silver?' The prince said: 'If nothing is too small for correction there will be no great disorder. If the transforming influences of instruction are made manifest to the people, a city of three hundred (households) may be used for their correction. If the people have no sense of shame, although there are ten Tso-shih, of what use will they be?'

13)

A man of Uei was receiving his bride. When the bride mounted the carriage she asked whose horses they were in the team. The driver said: 'They have been borrowed.' The bride spoke to the servant and said: 'Stroke the outer horses. Do not strike those in the shafts.' When the carriage reached the door and she was assisted to descend, she gave instructions to the women who were escorting her: 'Put out the stove. There is danger of fire.' When she went into the house and saw the mortar, she said: 'Move it beneath the window. It is in the way of those going and coming.' The husband laughed at her. These three remarks were all about important matters and yet she did not avoid being laughed at. It was because she missed the proper time.

CHUNG SHAN

1)

Marquis Wen of Wei wanted to destroy Chung-shan. Ch'ang-chuang T'an spoke to Chao Hsiang-tzü and said: 'If Wei annexes Chung-shan there will certainly be no Chao. Why does not Your Lordship ask for the Princess Ch'ing as your principal wife and then enfeoff her with Chung-shan? In that way Chung-shan will rise again.'

2)

(The King of)

Hsi Shou had set up five kings and Chung-shan was the very last. Ch'i spoke to Chao and Wei and said: 'I feel it a disgrace to be a King along with Chung-shan. I wish along with your great States to attack it so as to put away its royal rank.' When (the King of) Chung-shan heard of it he was very angry. He summoned Chao Têng and informed him, saying: 'I also am a King. (The King of) Ch'i has spoken to Chao and Wei and said that he feels it ~~to be~~ a disgrace to be a King along with me and wishes to attack me. I am afraid that I may lose the State. It is not that I ask for royal ~~rank~~. Apart from you, sir, there is no one who can save me.' Têng replied: 'Let Your Highness provide your servant with many carriages and weighty presents. Allow your servant to (go and) see T'ien Ying.' The prince of Chung-shan sent him to Ch'i. He saw Ying-tzü and said: 'Your servant has heard that Your Highness wants to put away Chung-shan's royal rank, and that along with Chao and Wei you are about to attack it. That is a mistake. Chung-shan is small and, if the three States attack it, although your demand be even more than the abandonment of royal rank, Chung-shan will still obey you. Moreover Chung-shan, being afraid, will be sure because of Chao and Wei to abrogate its royal title and endeavour to submit. In that case Your Highness will have driven (a flock of) sheep on behalf of Chao and Wei that will not be to Ch'i's advantage. Is it as good as if Chung-shan abrogated its royal title and served Ch'i?' T'ien Ying said: 'What is to be done?' Chang Têng said: 'If now Your Highness summons'