

then said:

✓ Not only did (Chang) I say it, but every wayfarer knows it. Formerly Tzu-hsu served His Prince loyally. Throughout the world they all wanted him for a minister. Hsiao Chi loved his father. Throughout the world they all wanted him for a son. So if you sell a slave girl and without going out of your own street someone takes her, she is a good slave girl. If you send forth a woman to wife and she is married to someone in the same countryside she is a good wife. If your servant were not loyal to Your Majesty, what would Ch'u have to do with me? If, though loyal I am still rejected, and I do not go to Ch'u, whither shall I go? "

The King agreed that this was so, whereupon he treated him well.

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Ch'in 11

1)

Ch'i helped Ch'u in an attack upon Ch'in and took Ch'u-wu. Afterwards Ch'in wished to attack Ch'i. The relations between Ch'i and Ch'u being good, King Hui was troubled about it. He spoke to Chang I and said: 'I wish to attack Ch'i, but Ch'i and Ch'u just now are on good terms. As you, sir, think about it for me, what is to be done?' Chang I said: 'Let Your Majesty equip carriages and ~~gather presents for your servant~~ collect presents for your servant and allow me try what can be done.'

Chang I went South and had an interview with the King of Ch'u. He said: 'Of those whom the king of our humble town likes much there is none whom he likes more than Your Majesty, and of those whom I myself desire much to serve as minister there is none whom I desire to serve more than Your Majesty. Of those also whom the king of our humble town hates much there is none whom he hates more than the King of Ch'i, and of those whom I myself hate much there is none whom I hate more than the King of Ch'i. Now the offence of the king of Ch'i against your humble town is very great. Our humble town wishes to launch an attack but your great State is on good terms with it. That is why the king of our humble town is unable to serve in obedience to your commands, and I am unable to be your servant. If Your Majesty can indeed close the passes and break with Ch'i, your servant will with your permission cause the King of Ch'in to present the lands of Shang-yu, six hundred li square. In this way, Ch'i will certainly be weakened, and if Ch'i is weakened it will certainly be at Your Majesty's service. In that case, in the North you will weaken Ch'i, in the West you will earn the gratitude of Ch'in, and you will get the lands of Shang-yu for your own benefit. That is, by this one policy three benefits will all come to you.' The King of Ch'u was very pleased. He announced it at court, saying: 'I have obtained the lands of Shang-yu, six hundred li square.' The ministers heard of it and when they came into his presence they all congratulated him. Ch'en Chen was the last to appear. He alone did not offer congratulations. The King of Ch'u said: 'Without inconvenience to a single soldier, without injury to a single man, I have obtained the lands of Shang-yu, six hundred li. I myself think that I have acted wisely. All my officers congratulate me. You alone, sir, do not congratulate me. How is that?' Ch'en Chen replied: 'Your servant sees that the lands of Shang-yu are not to be got, and that trouble is sure to come. That is why I do not dare to offer empty congratulations.' The King said: 'How is that?' He replied: 'The reason Ch'in gives weight to Your Majesty is that Your Majesty has Ch'i. Now the lands are to be got and if Ch'i is first annihilated Ch'u will be left in isolation. And how will Ch'in give weight to an isolated state? Moreover, as for first parting with the lands

in order to get you to break with Ch'i, Ch'in's policy is certainly not to do that. And if you first break with Ch'i and afterwards demand the lands, you will certainly be cheated by Chang I. And if you are cheated by Chang I, Your Majesty will certainly be grievously disappointed. So in the West you will beget trouble with Ch'in, in the North you will break off relations with Ch'i, and then the armies of the two States will be sure to come upon you.' The King of Ch'u paid no heed but said: 'What I am doing is good. Shut your mouth, sir, be quiet, and await my action.'

The King of Ch'u sent an envoy to break with Ch'i and, before the messenger came back, he broke with it again. When Chang I returned to Ch'in, he sent an envoy to Ch'i and a secret agreement was made between Ch'i and Ch'in. Because of what it had done Ch'u sent a general to receive the lands from Ch'in.

When Chang I arrived he had pleaded illness and had not attended at court. The King of Ch'u said: 'Does Chang-tzu think I am not breaking with Ch'i?' So he sent a brave to go and revile the King of Ch'i. When Chang I knew that Ch'u had broken with Ch'i, he came out to see the messenger and said: 'From such and such a place to such and such a place is six li long and six li broad.' The messenger said: 'Your servant heard of six hundred li. I did not hear of six li.' (Chang) I said: 'I am really an insignificant person. How could I get six hundred li?' The messenger went back and made his report to the King of Ch'u. The King of Ch'u was greatly enraged and wished to raise troops for an attack on Ch'in. Ch'en Chen said: 'May your servant speak?' The King said: 'You may.' Chen said: 'To attack Ch'in is not politic. Your best plan is, because of what has happened, to bribe it with a city of repute, and join with it in an attack upon Ch'i. In this way we lose to Ch'in but take compensation from Ch'i. The State of Ch'i will still be complete, will it not? Now your Majesty has already broken with Ch'i and is demanding satisfaction for its deceit from Ch'in. That is, we are bringing Ch'i and Ch'in together. The State will be sure to suffer great injury.'

The King of Ch'u paid no heed and proceeded to move his army for an attack on Ch'in. Ch'in was in alliance with Ch'i and the Han followed them. The soldiers of Ch'u suffered a great defeat at Tu-ling. So the reason the lands and people of Ch'u were not indeed cut off and but were scarcely saved from ruin was that Ch'en Chen's policy was let slip and too much heed was paid to Chang I.

2)

Ch'u broke off relations with Ch'i. Ch'i raised an army for an attack upon Ch'u. Ch'en Chen spoke to the King of Ch'u and said: 'Your Majesty's best policy is in the East to let lands go to Ch'i and in the West to come to terms with Ch'in.' The King of Ch'u sent Ch'en Chen to Ch'in. The King of Ch'in spoke to Ch'en Chen and said: 'You, sir, are a native of Ch'in. You and I have an old connection. I am not ready of speech. I cannot manage the affairs of the state myself. Therefore you deserted me and went to serve the King of Ch'u. Now Ch'i and Ch'u are attacking each other. Some say that to go to the rescue is advantageous. Some say that not to go to the rescue is advantageous. Can you, sir, not only make loyal plans for your own lord but also spare some advice for me?' Ch'en Chen said: 'Has Your Majesty alone not heard of the man from Wu who was travelling in Ch'u? The King of Ch'u was very fond of him. He fell ill and so the King sent to enquire after him. He said: 'Is he really ill or is it homesickness?' His attendants said: 'Your

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servants do not know whether it is homesickness or not. If it is really homesickness he will hum the airs of Wu.' Now I am about to hum the airs of Wu for Your Majesty. Has Your Majesty not heard tell of Kuan Yü? There were two tigers fighting over a man. Kuan Chuang-tzu was going to kill them. Kuan Yü stopped him, saying: 'The tiger is a savage creature. Man is a tasty morsel. Now the two tigers are fighting over a man. The smaller will be sure to die. The larger will certainly be wounded. Wait until it has been wounded and then kill it. Then with one action you will get both tigers. Without the effort of killing one tiger you will have the renown of having killed two tigers! Ch'i and Ch'u are now at war. In the war (Ch'i) is certain to be defeated. When it has been defeated, if Your Majesty raises an army to rescue it, you will have the benefit of having delivered Ch'i without the hurry of having attacked Ch'u. To frame a policy, to listen to advice, to know how to anticipate events and how to meet them when they have occurred—that is for Your Majesty alone. The framing of policy is the root of action. To listen to advice is that on which the establishment or destruction (of a State) depends. If a policy is ~~letting~~ and the wrong advice is heeded, there are few who can possess a State. Therefore it is said: (He who has one or two policies is difficult to rebel against. He who in listening to advice does not lose the distinction between root and branch is difficult to mislead.)

3)

King Hui of Ch'in died, Kung-sun Yen wanted to embarrass Chang I. Li Ch'ou spoke to Kung-sun Yen and said: 'The best plan is to summon Kan Mou from Wei, to summon Kung-sun Hsien from Han, and to exalt Ch'u-li-tzu in the state. These three men are all hostile to Chang I. If Your Lordship employs them, the nobles will be sure to see that Chang I has no (authority in) Ch'in.'

4)

The Prince of I-ch'ü went to Wei. Kung-sun Yen spoke to the Prince of I-ch'ü and said: 'The way is far. Your servant will not be able to meet you again. Allow me to present an account of things as they really are. The Prince of I-ch'ü said: 'I wish to hear it.' He replied: 'If the Central states have no affair with Ch'in, Ch'in will be like a blazing fire and will seize Your Highness's state. If the Central States have an affair with Ch'in, Ch'in will think it a light thing to send valuable presents and to serve Your Highness's State.' The Prince of I-ch'ü said: 'I respectfully hear your commands.' Not long afterwards, the five States attacked Ch'in. Ch'en Chên spoke to the King of Ch'in and said: 'The Prince of I-ch'ü is the ablest prince among the Man and the I. Your Majesty's best plan is to bribe him so as to calm his mind.' The King of Ch'in said: 'Good', and accordingly sent a thousand rolls of embroidery and a hundred beautiful women to the Prince of I-ch'ü. The Prince of I-ch'ü summoned his ministers and took counsel saying: 'This is what Kung-sun Yen said' Accordingly he raised an army and made a surprise attack on Ch'in, inflicting a great defeat on the men of Ch'in below Li-po.'

5)

The physician Pien Ch'iao had an interview with King Wu of Ch'in. King Wu showed him his complaint. Pien Ch'iao asked permission to get rid of it. His attendants said: 'Your Highness's complaint is in front of your ear and below your eye. It is doubtful whether he can get rid of it completely. He is going to make your ear deaf and your

eye blind. The Prince told Pien Ch'iao what they had said. Pien Ch'iao was angry and threw away his stone, saying: 'Your Majesty consults about it with him who knows but ruins it with those who do not know. If you put men like these in charge of the State, Your Highness will ruin the State with a single move.'

6)

King Wu of Ch'in spoke to Kan Mou and said: "I wish to ride in my chariot through San-ch'uan ~~and~~ to get a glimpse of the home of the Chou. Then I shall 'die and not perish'." Kan Mou replied: 'Allow me to go to Wei and bind it to attack Han.' The King ordered Hsiang Shou to go as his assistant. When Kan Mou arrived in Wei, he said to Hsiang Shou: "You, sir, go back and tell the King: 'Wei has listened to your servant, but I wish Your Majesty not to make the attack.' When the business is completed, all the merit shall be yours." Hsiang Shou went back and told the King. The King came to meet Kan Mou at Hsi-jang. When Kan Mou arrived, the king asked him the reason for his message. He replied: "I-yang is a great District. The stores of Shang-tang and Nan-yang have been accumulated there for a long time. It is called a District but it is really a Prefecture. Now for Your Majesty to leave behind you several dangerous passes and travel a thousand li to attack it is difficult. Your servant has heard that Chang I in the West annexed the lands of Pa and Shu, in the North he took those beyond the West of the Ho, and in the South he took Shang-yung. The world did not because of that make much of Chang I, but ascribed it to the ability of your royal predecessor. Marquis Wen of Wei ordered Yo Yang to lead an attack against Chung-shan. At the end of three years it was taken. Yo Yang came back and spoke of his achievement. Marquis Wen showed him a boxful of memorials denouncing him. Yo Yang bowed repeatedly with his head to the ground and said: 'It is not your servant's achievement. It is due to the might of Your Highness.' Now your servant is a wandering minister. If Ch'u-li Chi and Kung-sun yen both of them argue in support of Han, Your Majesty will be sure to give heed to them. That is, Your Majesty will deceive Wei and your servant will incur the resentment of Kung-chung Ch'ih. Formerly, when Tseng-tzu was living in Pi, there was a man of Pi, with the same name and of the same clan as Tseng-tzu, who killed a man. Someone told Tseng-tzu's mother: 'Tseng Ts'an has killed a man.' Tseng-tzu's mother said: 'My son would not kill a man,' and went on weaving as before. Soon after, someone else said: 'Tseng Ts'an has killed a man.' His mother still went on with her weaving as before. Soon after another man told her: 'Tseng Ts'an has killed a man.' His mother was afraid, threw away her shuttle, climbed over the wall, and fled. In spite of Tseng Ts'an's virtue and his mother's faith in him, when three men cast suspicion on him, his mother for all her love was unable to believe in him. Now your servant's virtue is not equal to Tseng-tzu's, and Your Majesty's faith in me is not like that of Tseng-tzu's mother. Those casting suspicion on your servant are not only three men. Your servant is afraid that Your Majesty will throw away your shuttle because of me."

The King said: 'I will not listen. Let me make a covenant with you. So he made a covenant with him at Hsi-jang. The result was that he attacked I-yang. At the end of five months however he had not been able to take it. Ch'u-li Chi and Kung-sun Yen both spoke against him to the King. The King was on the point of giving heed to them. He summoned Kan Mou and told him of it. Kan Mou replied: 'Hsi-jang is still there.' The King said: 'It is!' So he raised all his troops and sent Kan Mou again to the attack, after which I-yang was taken.

7)

In the campaign of I-yang, Feng Chang spoke to the King of Ch'in and said: 'If we do not take I-yang, Han and Ch'u will take advantage of our embarrassment and the State will certainly be in danger. The best plan is to promise Han-chung to Ch'u so as to please it. If Ch'u is pleased and does not advance, Han will be isolated and will certainly not be able to do anything against Ch'in.' The King said: 'Good' and in consequence sent Feng Chang to promise Han-chung to Ch'u, and I-yang was taken.

The King of Ch'u demanded Han-chung from Feng Chang in accordance with what he had said. Feng Chang spoke to the King of Ch'in and said: 'Let Your Majesty expel me.' Then (the king) spoke to the King of Ch'u and said: 'I have indeed no lands which I promised to the king of Ch'u.'

8)

Kan Mou attacked I-yang. He thrice gave the signal with the drum, but the soldiers did not advance. Ch'in's General of the Right had an adjutant who said: 'If His Lordship does not consider the soldiers, we shall certainly be in great straits.' Kan Mou said: 'I am a wanderer who has obtained the position of Counsellor in Ch'in. I have used I-yang as a bait for the King. If now I attack I-yang but do not take it, Kung-sun Yen and Ch'u-li Chi will oppose me at home and Kung Chung will use Han to embarrass me abroad. The day for exploits will have passed. I ask that the drums be sounded tomorrow, and if it cannot be reduced let the suburbs of I-yang be my tomb.' Thereupon he gave out money privately to increase the public rewards. On the morrow the drums were sounded. I-yang was taken.

9)

I-yang had not been got. Ch'in's dead and wounded were very many. Kan Mou wished to give rest to the soldiers. Tso Ch'eng spoke to Kan Mou and said: 'At home Your Lordship is attacked by Ch'u-li Chi and Kung-sun Yen and abroad you are an object of resentment to Han Ch'ih. Now Your Lordship is employing soldiers without success. Your Lordship is sure to be embarrassed. Your Lordship's best plan is to advance your soldiers to attack I-yang. If I-yang is taken, Your Lordship's merit will be great. ~~And~~ Ch'u-li Chi and Kung-sun Yen will be able to do nothing. The resentment of all the people of Ch'in against them will be profound.' 3.

10)

In the campaign of I-yang, Ch'u turned against Ch'in and made an agreement with Han. The King of Ch'in was afraid. Kan Mou said: 'Although Ch'u has made an agreement with Han, it does not for the sake of the House of Han join battle first. Han also fears that if it joins battle Ch'u will revolt in its rear. Han and Ch'u are sure to keep watch on each other. Ch'u says that it has joined with Han but that does not leave any resentment against Ch'in. That is why your servant knows that they will keep watch on each other.'

11)

The King of Ch'in spoke to Kan Mou and said: 'The visitors from Ch'u who come as envoys are many of them strong. When they dispute with me I am often at the end of my resources. What is to be done about it?' Kan Mou replied: 'Let not Your Majesty be troubled. When the strong ones come as envoys let not Your Majesty listen to their counsels. When the weak ones come as envoys let Your Majesty make a point of listening to them. ~~And~~ then the weak ones will be employed but the strong ones will not be employed. Your Majesty will accordingly be able to control them.'

12)

Kan Mou was fleeing from Ch'in and on his way to Ch'i. As he went through the pass he met Su-tzu and said: 'Has Your Highness heard about the girls on the bank of the Chiang?' Su-tzu said: 'I have not.' He said: 'Among the girls on the bank of the Chiang there was one whose home was poor and who had no candle. The girls talked it over among themselves and wanted to send her away. When she whose home was poor and who had no candle was about to go, she spoke to the girls and said: 'Because I have no candle I have always come the first and swept the room and arranged the seats. Why grudge the left-over light which shines on the four walls? I am fortunate that you grant it to me; what harm does it do to you? I make myself useful to you; why send me away?' The girls talked it over and agreed that she was right, and so they kept her. Now because of my incompetence your servant has been expelled from Ch'in and I am going out through the pass. I wish to sweep the room for you, sir, and arrange the seats. It will be my good fortune if I am not driven away.' Su-tzu said: 'Good'. Allow me to make Your Lordship a man of importance in Ch'i.'

So he went West and spoke to the King of Ch'in, saying: 'Kan Mou is an able man. He is not an ordinary officer. During his residence in Ch'in he has occupied an important position for more than a generation. From Hsiao-sai to Ch'i-ku, the configuration of the land with its dangerous places and those which are easy of access, is all known to him. If he binds Ch'i in alliance with Han and Wei and turns to scheme against Ch'in, it will not be to Ch'in's advantage.' The King of Ch'in said: 'Then what is to be done?' Su Tai said: 'The best plan is to take valuable gifts for the interview, make his emoluments great, and go to meet him. When he comes station him at Kuei-ku. For the rest of his life let him not come out thence. Then how will the states be able to form plans against Ch'in?' The King of Ch'in said: 'Good', gave him the rank of high minister, and went to meet him, with the Counsellor's seal, from Ch'i. Kan Mou declined the offer and would not go.

Su Tai spoke falsely to King Min of Ch'i and said: 'Kan Mou is an able man. Now Ch'in is giving him the rank of high minister and meeting him with the Counsellor's seal. Mou is grateful for Your Majesty's gifts and so he will not go. He desires to be Your Majesty's servant. Now how will Your Majesty treat him? If Your Majesty does not detain him, he will certainly not be grateful to you. ~~your~~ If a man of Kan Mou's ability gets control of the troops in the powerful State of Ch'in, it will be difficult to make plans against him.'

The King of Ch'i said: 'Good', bestowed on him the office of high minister and caused him to remain.

13)

Kan Mou was Counsellor in Ch'in. The King of Ch'in was fond of Kung-sun Yen. He promised to appoint him when there was an opportunity and said himself to him: 'I will indeed make you Counsellor.' An underling of Kan Mou heard this by the way and informed Kan Mou. Kan Mou in consequence went in and had an interview with the King and said: 'Your Majesty has got a worthy Counsellor. I venture to bow my repeated congratulations.' The King said: 'I have entrusted the State to you, sir. How should I get another worthy Counsellor?' He replied: 'Your Majesty is making Hsi Shou your Counsellor.' The King said: 'How did you hear that?' He replied: 'Hsi Shou informed your servant.' The King was angry that Hsi Shou had let the secret out and drove him away.

14)

Kan Mou was making an alliance between Ch'in and Wei and attacking Ch'u.

Ch'u Kai, whom Ch'u had caused to be appointed Counsellor in Ch'in, in the interests of Ch'u was making an agreement with Ch'in. Ch'in opened the pass and listened to the envoy from Ch'u. Kan Mou spoke to the King of Ch'in and said: "If we are afraid of Ch'u and do not make Wei preside over the agreement, Ch'u will be sure to say: 'Ch'in is ~~Betraying~~ Wei.' (Wei) will be displeased and unite with Ch'u. If Ch'u and Wei are at one, it is to be feared that the State will suffer injury. The best plan for Your Majesty is to make Wei preside over the agreement. If Wei presides over the agreement it is sure to be pleased. If Your Majesty is not disliked by Wei the lands it will transfer are sure to be many."

15)

In the affair of My Hsing, Chao also joined with Ch'in to attack Ch'i. Ch'i, being afraid, ordered T'ien Chang with the gift of Yang-wu to make an agreement with Chao, and sent Shun-tzu as a hostage. The King of Chao was pleased and stayed his troops. He informed Ch'in saying: 'Ch'i has bestowed Yang-wu on my unworthy ~~son~~ and sent Shun-tzu in its desire to be set free from attack. I venture to inform your inferior officials.' The King of Ch'in sent the kung-tzu T'lo to Chao. He spoke to the King of Chao and said: 'Ch'i joined with your great State to deliver Wei but went back on its alliance. It is not to be trusted. Your great State, judging its conduct unrighteous, informed our unworthy ~~son~~ and bestowed the lands of two altars to supply our sacrifices. And now you have stayed your troops and wish to make an agreement with Ch'i and accept its lands. It is not what your servant who has been sent on this mission understands. We ask permission to increase ~~your~~ army by forty thousand men. Let your great State decide.'

Su Tai presented a document on behalf of Ch'i to the Marquis of Jang, saying: "Your servant has heard it said by those going backwards and forwards: 'Ch'in also is increasing the army of Chao by forty thousand men for an attack on Ch'i.' Your humble servant intends to say to the king of our unworthy ~~son~~: 'The King of Ch'in is intelligent and expert in policy. The Marquis of Jang is wise and practised in affairs. They will certainly not increase the army of Chao by forty thousand men to attack Ch'i. Why not? The three Chin in alliance are Ch'in's profoundest foes. ~~They have attacked Ch'in a hundred times. They have deserted Ch'in a hundred times. They are not without confidence. They are not without a line of conduct. As for now breaking up Ch'i to enrich Chao, Chao is Ch'in's profoundest foe; it will be no gain to Ch'in. That is the first reason. Ch'in's advisers are sure to say: 'Break Ch'i. Exhaust Chin. And afterwards arrange for victory over Chin and Ch'u.' Ch'i is a worn out State. To use all the other States to smite it is like using a crossbow weighing a thousand pounds to crush an ulcer. How could the King of Ch'in (in that case) get control over Chin and Ch'u? That is the second reason. If Ch'in sends out only a few soldiers, Chin and Ch'u will have no faith in it. If it sends out many soldiers, Chin and Ch'u will come under the control of Ch'in. Ch'i will be afraid and will certainly not go to Ch'in but will go to Chin and Ch'u. That is the third reason. If Ch'i ~~cuts off~~ territory to assure Chin and Ch'u, Chin and Ch'u will be at rest. If Ch'i raises an army and puts its weapons in order on their behalf, Ch'in will on the contrary itself be attacked. That is the fourth reason. That is, Chin and Ch'u for the sake of Ch'in attack Ch'i and for the sake of Ch'i break up Ch'in. What wisdom on the part of Chin and Ch'u and what stupidity on the part of Ch'i and Ch'in! That is the~~

fifth reason. If Ch'in gets An-i, treats Ch'i well and gives it rest, there is sure to be no trouble. If Ch'in has An-i, Han and Wei will certainly have no Shang-tang. Which is the more profitable - to take the very entrails out of the three Chin or to send out soldiers and fear that they may not come back? Therefore I humbly intend to say to the King of our unworthy ~~State~~: 'The King of Ch'in is intelligent and expert in policy. The Marquis of Jang is wise and practised in affairs. They will certainly not increase the army of Chao by forty thousand men in order to attack Ch'i.'

16)
The mother of King Hsuan of Ch'in was fond of a fellow from Wei. Being sick and about to die she issued an order saying: 'When I am buried you must bury the man from Wei alive with me.' The man from Wei was troubled about it. ~~King~~ Yung Jui spoke on his behalf to the Queen Mother and said: 'Do you think the dead are conscious?' The Queen Mother said: 'They are not conscious.' He said: 'If Your Majesty's spirit-like intelligence understands clearly that the dead are not conscious, why do you to no purpose cause him of whom you have been fond in life to be buried with a dead person who is not conscious? If the dead are conscious, the former King has long been storing up his wrath. Your Majesty will be unable to deliver yourself from your transgression. What leisure will you have for a private intrigue with a fellow from Wei?' The Queen Mother said 'Good' and desisted.

Ch'in III

1) The Duke of Hsieh spoke on behalf of Wei to Wei Jan and said: 'I hear that the King of Ch'in wishes to employ Lu Li to receive Ch'i (into friendship) in order to deliver the States. Your Highness will certainly be lightly esteemed. If Ch'i and Ch'in come together to threaten the three Chin, Li is sure to be Counsellor in them both. And so Your Highness by receiving Ch'i (into friendship) will have procured honour for Lu Li. If Ch'i escapes from the armies of the states, its hostility to Your Highness is sure to be profound. The best plan for Your Highness is to urge the King of Ch'in to order my unworthy ~~State~~ to bring to an end the attack on Ch'i. If Ch'i is broken, I ask permission to enfeoff Your Highness with what will have been got. If Ch'i is broken, Chin will be strong. The King of Ch'in, fearing the strength of Chin, will be sure to give weight to Your Highness in order to take Chin. If Ch'i gives Chin my unworthy ~~State~~ and yet cannot withstand Ch'in, Chin will be sure to give weight to Your Highness in order to serve Ch'in. In that case Your Highness will have the destruction of Ch'i as your achievement and will have weight because of your hold on Chin. Ch'i will be broken. You will be settled in your fief. And Ch'in and Chin will both give weight to Your Highness. If Ch'i is not broken and Lu Li is employed again, you will certainly be greatly embarrassed.'

2)
Tsao, a visitor from another state who was acting as high minister in Ch'in, spoke to the Marquis of Jang and said: 'Ch'in has enfeoffed Your Highness with T'ao and entrusted Your Highness with world affairs for several years. If the attack on Ch'i succeeds, T'ao will become (a State of) ten thousand chariots. At the head of the smaller States, you will lead them to pay homage to the Son of Heaven. All the world will be sure to obey. That is to act like one of the five Hegemons. If the attack on Ch'i does not succeed, T'ao will have cause for anxiety from its neighbours and will be without support. Therefore the attack on Ch'i with respect to T'ao, is that on which its preservation or ruin turns.'