

永恒的经典

# 智慧书

图文双语珍藏本

巴尔塔沙·葛拉西安/著  
秦传安/译 卜桦/插图

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双语图文珍藏版

# 智慧书

永恒的处世经典

Z H I H U I S H U

巴尔塔沙·葛拉西安 / 著

秦传安 / 译 卜桦 / 插图



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## 性格与智力

性格与智力,乃是我们能力的两极;二缺其一,半途而废。仅有智力是不够的,性格同样不可或缺。从另一方面讲,愚鲁之人的不幸,正是在于他们在获取地位、职业、邻里和自己所选择的朋友圈子等方面都很失败。

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## Character and intellect.

These are the two poles of our capacity; one without the other is but halfway to happiness. Intellect is not enough, character is also needed. On the other hand, it is the fool's misfortune to fail in obtaining the position, employment, neighborhood, and circle of friends of his choice.





## 让事情暂时秘而不宣

充满惊喜的赞叹,会使你的成就升值。老早就亮出底牌,既无益又无趣。不要急于表露自己,这样你就能唤起人们的期许,尤其,当你所处的位置关乎至重,足以使你成为人们普遍关注的目标时,则更是如此。对每件事情都要稍事含混,真正的神秘才能引人崇拜。当你解释的时候,不要和盘托出,正如在平常的交谈中,你也不会将自己内心深处的想法袒露无遗。谨慎的沉默,是尘世智慧的庄严圣殿。将自己的决定公告周知,从来就不是什么高明的想法,那只不过是给批评留出了空间。如果它碰巧不成功,则是你双倍的不幸。此外,当你引起人们的惊奇和注视的时候,你就是在仿效神的所作所为。

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## Keep matters for a time in suspense.

Admiration at their novelty heightens the value of your achievements. It is both useless and insipid to play with your cards on the table. If you do not declare yourself immediately, you arouse expectation, especially when the importance of your position makes you the object of general attention. Mix a little with everything, and the very mystery arouses veneration. And when you explain, do not be too explicit, just as you do not expose your inmost thoughts in ordinary conversation. Cautious silence is the sacred sanctuary of worldly wisdom. A resolution declared is never highly thought of—it only leaves room for criticism. And if it happens to fail, you are doubly unfortunate. Besides, you imitate the divine way when you inspire people to wonder and watch.





## 让别人依赖你

是内心的崇拜,而非外表的装饰,才使得神成为神。明智之士,更愿意让别人需要自己,而不是要别人感谢自己。让他们待在希望的门槛之前,是明智的策略;希求他们的感激之心,不过是乡愿而已。希望,有很好的记性;而感激,其记忆力总是很糟。我们从别人的依赖中,比之于从别人的谦恭中,所得更多。口渴之人,饱饮之后会背井而去;桔子一旦被榨干汁水,就会从金盘中沦落进垃圾篓。依赖之心一旦不存,良好举止和尊重敬畏也就随之乌有。让下面的策略成为人生历练的首要功课:不断给别人以希望,使得他总是有所需求,通过这样的手段(哪怕是通过皇座上的守护神),保持他的希望之火不灭,而又得不到完全的满足。但是,不要过分地保持沉默,否则你就会误入歧途;也不要为了一己之私利,而听任他人的缺点过失日积月累,终致不可挽救。

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## Make people depend on you.

It is not he that adorns but he that adores that makes a divinity. The wise person would rather see others needing him than thanking him. To keep them on the threshold of hope is diplomatic, to trust to their gratitude is boorish; hope has a good memory, gratitude a bad one. More is to be got from dependence than from courtesy. He that has satisfied his thirst turns his back on the well, and the orange once squeezed fall from the golden platter into the waste basket. When dependence disappears good behavior goes with it, as well as respect. Let it be one of the chief lessons of experience to keep hope alive without entirely satisfying it, by preserving it to make oneself always needed, even by a patron on the throne. But do not carry silence to excess or you will go wrong, nor let another's failing grow incurable for the sake of your own advantage.







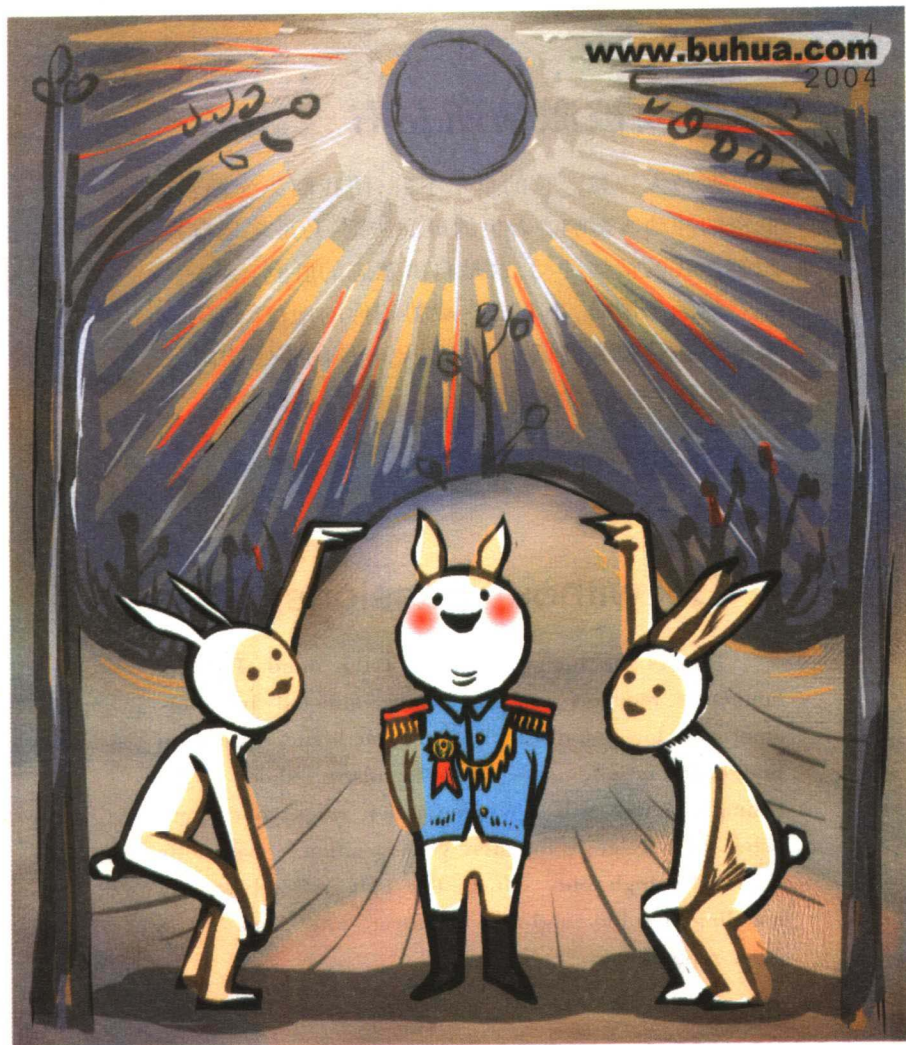
## 避免让你的上司相形见绌

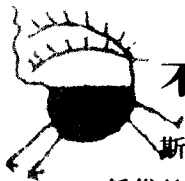
一切胜利皆招人嫉恨，因而，超越你的上司是愚蠢的，甚至是致命的。卓绝群伦之辈，总是遭人憎恶；超越那些身居高位者，则尤为不堪。只要小心谨慎，寻常优点尚可遮掩。比如，相貌出众可以通过不修边幅来加以掩饰。有许多人愿意承认你在好运道、好脾气方面稍胜一筹，但决没有一个人认可你见识过人，君王尤其如此——因为见识乃是王室的特权，任何人声称自己见识超群，就是对最高权威的冒犯。他们是君王，总希望自己在见识方面拥有最高贵的品质。他们愿意有人辅佐自己，却不愿意有人超过自己。所以，你在提出任何忠告的时候，都要显得好像是在提醒某些他们恰好忘了的事情，而并不是在指导那些他们没有认识到的事情。星星们机智圆滑地向我们面授机宜：虽然它们是太阳的孩子，而且也一样熠熠闪光，但它们决不和太阳争辉。

## Avoid outshining your superiors.

All victories breed hate, and that over your superior is foolish or fatal. Preeminence is always detested, especially over those who are in high positions. Caution can gloss over common advantages. For example, good looks may be cloaked by careless attire. There are some that will grant you superiority in good luck or in good temper, but none in good sense, least of all a prince—for good sense is a royal prerogative and any claim of superiority in that is a crime against majesty. They are princes, and wish to be so in that most princely of qualities. They will allow someone to help them but not to surpass them. So make any advice given to them appear like a recollection of something they have only forgotten rather than as a guide to something they cannot find. The stars teach us this finesse with happy tact: though they are his children and brilliant like him, they never rival the brilliance of the sun.







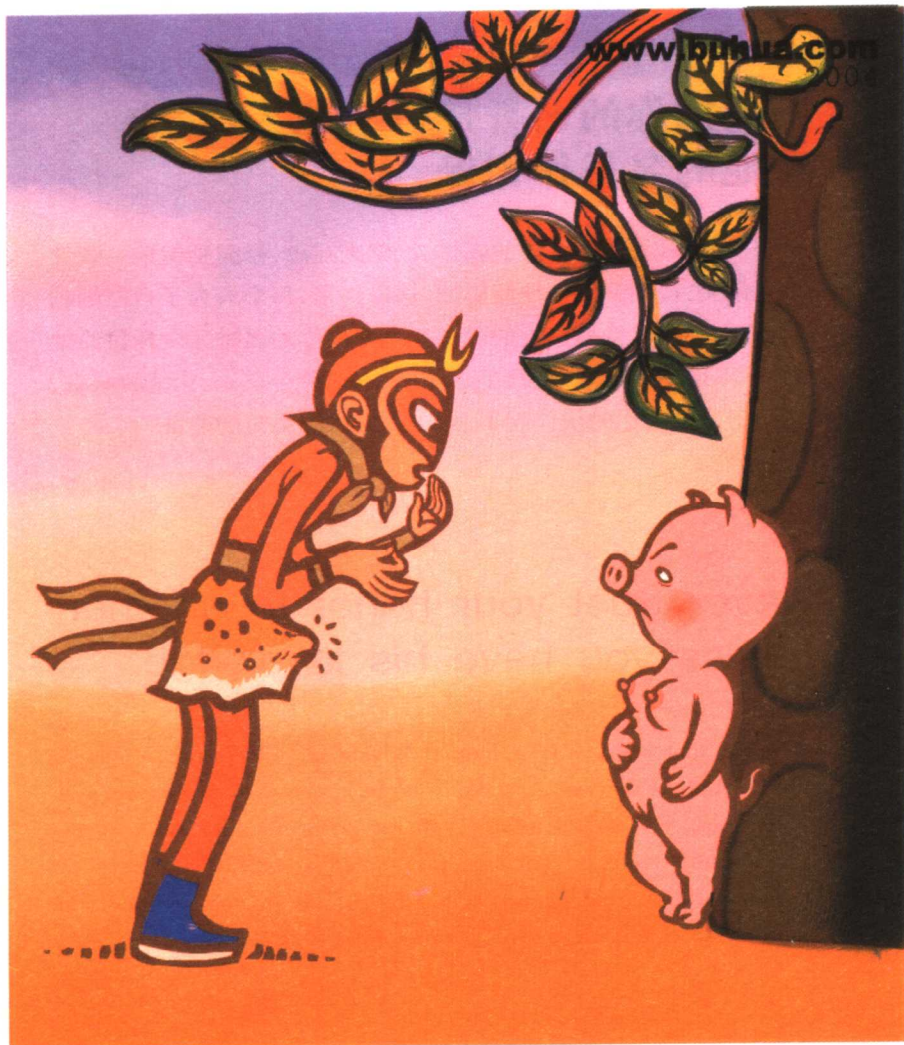
## 不要被激情所左右

斯乃大智慧。它的卓尔不群,使我们免受短暂而低俗的冲动所影响。人生的最高法则,乃是超越自我、超越自我的情绪冲动,这是自由意志的胜利。当激情左右你的个性时,不要让它威胁到你的地位,尤其,如果这个地位很高的话。这是避免麻烦的不二法门,也是博取佳名的登堂捷径。

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## Be without passions.

This is the highest quality of the mind. Its very eminence redeems us from being affected by transient and low impulses. There is no higher rule than that over oneself, over one's impulses; there is the triumph of free will. When passion rules your character do not let it threaten your position, especially if it is a high one. It is the only refined way of avoiding trouble and the shortest way back to a good reputation.





## 不要把你的名誉托付给他人，除非 拿他的名誉作担保

对于双方来说，有了这样的安排，沉默则互惠，暴露则俱危。既然名誉得失攸关，行动就必须彼此协调。这样一来，每个人为了自己的利益，就必定会小心对待另一方的名誉。不要把你的名誉完全托付给他人，如果你不得不这样做，与其小心谨慎，不如警告在先。让威胁共有，而风险同担，这样，你的伙伴就不会“出庭提供同案犯的罪证”。

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**Never trust your honor to another,  
unless you have his in pledge.**

Arrange that silence is a mutual advantage, disclosure a danger to both. Where honor is at stake you must act with a partner, so that each must be careful of the other's honor for the sake of his own. Never fully entrust your honor to another, but if you have to, let caution surpass prudence. Let the danger be in common and the risk mutual, so that your partner cannot turn king's evidence.





## 懂得如何见微知著

善于分析,曾经被认为是谋略的艺术,如今,这已经远远不够了。我们还必须懂得如何见微知著,尤其当我们正在解疑释惑的时候。倘若不能明察秋毫,也就无法洞若观火。有些人善于窥透别人的心灵、洞察他人的想法。对那些与我们密切相关的重大事实,人们总是半吞半吐、欲说还休;不过倘细加留意,我们还是能洞彻微言、悟其大义。好事宁信其无,坏事宁信其有。

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## Know how to take a hint.

It was once the art of arts to be able to discourse, now it is no longer sufficient. We must know how to take a hint, especially in disabusing ourselves. You cannot make yourself understood if you do not easily understand others. There are some who act like diviners of the heart and lynxes of intentions. The very truths that concern us most are only half spoken, but with attention we can grasp the whole meaning. When you hear anything favorable keep a tight rein on your credulity; if unfavourable, give it the spur.

