

Wise Men Talking Series





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俗曰:"不听老人言,吃亏在眼前。"

老人家走的路多,吃的饭多,看的书多,经的事多,享的福多,受的罪多,可谓见多识广,有丰富的生活经验,老人家说的话多是经验之谈,后生小子不可不听也。

在中国历史上,春秋战国时期是中国古代思想高度度展的时期,那个时候诸子并起,百家争鸣,出现了很多"子"字辈的老人家,他们有道家、儒家、墨家、名家、法家、兵家、阴阳家,多不胜数,车载斗量,一时星河灿烂。

后来各家各派的代表曾先后聚集于齐国稷下学官,齐宣王是个开明的诸侯王,因纳无盐丑女钟离春为后而名声大噪,对各国来讲学的专家学者不问来路一律管吃管住,享受政府津贴,对愿留下来做官的,授之以客卿,造巨室,付万钟。对不愿做官的,也给予"不治事而议论"之特殊待遇。果然这些人各为其主,各为其派,百家争鸣,百花齐放,设坛辩论,著书立说:有的说仁,有的说义,有的说无为,有的说遇遇,有

的说非攻,有的说谋攻,有的说性善,有的说性恶,有 的说亲非亲,有的说马非马,知彼知己,仁者无敌…… 留下了很多光辉灿烂的学术经典。

可惜好景不长,秦始皇时丞相李斯递话说"焚书坑儒",结果除秦记、医药、卜筮、种树书外,民间所藏诗、书及百家典籍一把火烧个精光。到西汉武帝时,董仲舒又上了个折子,提出"罢黜百家,独尊儒术",从此,儒学成了正统,"黄老、刑名百家之言"成为邪说。

"有德者必有言",儒学以外的各家各派虽屡被扫荡,却不断变幻着生存方式以求不灭,并为我们保存下了十分丰富的经典着作。在这些经典里,先哲们留下了很多充满智慧和哲理的、至今仍然熠熠发光的至理名言,我们将这些各家各派的老人家的"金玉良言"编辑成这套《老人家说》丛书,加以注释并译成英文,采取汉英对照出版,以飨海内外有心有意于中国传统文化的广大读者。

As the saying goes, "If an old dog barks, he gives counsel."

Old men, who walk more roads, eat more rice, read more books, have more experiences, enjoy more happiness, and endure more sufferings, are experienced and knowledgeable, with rich life experience. Thus, what they say is mostly wise counsel, and young people should listen to them.

The Spring and Autumn (722 - 481 BC) and Warring States (475 - 221 BC) periods of Chinese history were a golden age for ancient Chinese thought. In those periods, various schools of thought, together with many sages whose names bore the honorific suffix "Zi", emerged and contended, including the Taoist school, Confucian school, Mohist school, school of Logicians, Legalist school, Military school and Yin-Yang school. Numerous and well known, these schools of thought were as brilliant as the Milky Way.

Later representatives of these schools of thought flocked to the Jixia Academy of the State of Qi. Duke Xuan of Qi was an enlightened ruler, famous for making an ugly but brilliant woman his empress. The duke provided board and lodging, as well as government subsidies for experts and scholars coming to give lectures, and never inquired about their backgrounds. For those willing to hold official positions, the duke appointed them quest officials, built mansions for them and paid them high salaries. Those unwilling to take up official posts were kept on as advisors. This was an era when "one hundred schools of thought contended and a hundred flowers blossomed." The scholars debated in forums, and wrote books to expound their doctrines: Some preached benevolence; some, righteousness; some, inaction; some, absolute freedom; some, aversion to offensive war; some, attack by stratagem; some, the

goodness of man's nature; some, the evil nature of man. Some said that relatives were not relatives; some said that horses were not horses; some urged the importance of knowing oneself and one's enemy; some said that benevolence knew no enemy... And they left behind many splendid classic works of scholarship.

Unfortunately, this situation did not last long. When Qin Shihuang (reigned $221-206\,$ BC) united all the states of China, and ruled as the First Emperor, his prime minister, Li Si, ordered that all books except those on medicine, fortune telling and tree planting be burned. So, all poetry collections and the classics of the various schools of thought were destroyed. Emperor Wu (reigned $140-88\,$ BC) of the Western Han Dynasty made Confucianism the orthodox doctrine of the state, while other schools of thought, including the Taoist and Legalist schools, were deemed heretical.

These other schools, however, managed to survive, and an abundance of their classical works have been handed down to us. These classical works contain many wise sayings and profound insights into philosophical theory which are still worthy of study today. We have compiled these nuggets of wisdom uttered by old men of the various ancient schools of thought into this series Wise Men Talking, and added explanatory notes and English translation for the benefit of both Chinese and overseas readers fond of traditional Chinese culture.



В

百战百胜,非善之善者也[2]

To fight a hundred battles and win each and every one of them is not the wisest thing to do.

避其锐气,击其惰归[4]

Avoid the enemy when the latter's spirit is high, and strike when his spirit is drained.

兵贵胜,不贵久[6]

What is important in war is quick victory, not prolonged operations.

兵怒而相迎, 久而不合[8]

When an enemy confronts you angrily for a long time without either joining battle or retreating. . .

兵闻拙速[10]

While we have heard of blundering when seeking swift decisions in war. . .

兵无常势, 水无常形[12]

There is no fixed pattern in the use of war tactics, just as there is no constant form in the flow of water.

兵以诈立,以利动[14]

War is a game of deception.

兵者, 诡道也[16]

War is a game of deception.

兵者,国之大事[18]

War is a question of vital importance to the state. . .

兵之情主速[20]

In war, speed is the overriding consideration.

兵之所加,如以破投卵者[22]

By staying clear of the enemy's strong points and striking at his weak points, you will be able to. . .

不尽知用兵之害者[24]

Those who are not fully aware of the harm in waging war. . .

不可胜者,守也[26]

Invulnerability lies in defense...

不知军之不可以进而谓之进[28]

He arbitrarily orders his army to advance or retreat when in fact it should not---

不知三军之权而同三军之任[30]

He interferes with the officers' command, unaware of the principle that an army should adopt different...

不知三军之事而同三军之政[32]

He interferes with the administration of the army when he is ignorant of its internal affairs. . .

出其所不趋, 趋其所不意[34]

Appear at places which the enemy cannot reinforce and where he least expects you.

地形者, 兵之助也[36]

Advantageous terrain can be a natural ally in battle.

斗众如斗寡[38]

There is no difference between commanding a large army and

a small one.

F

发火有时,起火有日[40]

There is appropriate weather and appropriate days to start a fire.

凡军必知有五火之变[42]

The army must know which of the five kinds of fire attack to use according to the different situations. . .

凡军好高而恶下[44]

Generally speaking, a maneuvering army prefers high, dry ground to low, wet ground.

凡先处战地而待敌者佚[46]

Generally speaking he who first occupies the battlefield and awaits his enemy is rested and prepared...

凡用兵之法,全国为上,破国次之[48]

Generally in war, the best policy is to take the enemy state whole and intact; to destroy it is second-best.

凡战者, 以正合, 以奇胜[50]

Generally in battle, use normal and regular methods to engage the enemy, and use unusual and unexpected methods to achieve victory.

反间者,因其敌间而用之[52]

An internal agent, or double agent, is an enemy spy whom you employ.

方马埋轮,未足恃也[54]

It is unlikely that you can make soldiers fight to the end just by tethering the horses and burying the chariot wheels.

非利不动, 非得不用[56]

Do not go into battle if it is not in the interest of the state.

非圣智不能用间[58]

He who lacks wisdom cannot use agents...

纷纷纭纭,斗乱而不可乱[60]

Amidst the chaos of men and horses locked in battle beneath waving banners, there must be no disorder in command.

夫兵形像水[62]

Now the law governing military operations is as that governing the flow of water. . .

夫钝兵挫锐[64]

When your weapons are blunted and your morale dampened. . .

夫未战而庙算胜者,得算多也[66]

He who makes a full assessment of the situation at the prewar council meeting in the temple is more likely to win.

夫吴人与越人相恶也[68]

The people of Wu and the people of Yue hate each other.

攻其无备,出其不意[70]

Attack when the enemy is least prepared. Take action when he least expects you.

攻而必取者, 攻其所不守也[72]

That you are certain to take what you attack is because you attack a place the enemy cannot protect.

挂形者, 敌无备, 出而胜之[74]

The nature of this terrain gua, which enmeshes, is such that if the enemy is unprepared and you go out to engage him. . .

国之贫于师者远输[76]

When a country is impoverished by military operations, it is because of the long-distance transportation involved.

H

厚而不能使,爱而不能令[78]

If a commander indulges his troops to the point at which he cannot use them. . .

火发上风, 无攻下风[80]

If fire is set upwind, do not attack from downwind.

激水之疾,至于漂石者,势也[82]

Torrential water can move boulders because of its momentum.

计利以听, 乃为之势[84]

Having accepted my assessment of the relative advantages and disadvantages. . .

间事未发, 而先闻者[86]

If plans relating to secret operations are prematurely divulged. . .

将有五危[88]

There are five weaknesses of character for a commander.

校之以计,而索其情[90]

When assessing the outcome of a war, compare the two sides. . .

进而不可御者,冲其虚也[92]

His advance is irresistible because he plunges into his enemy's weak position.

经之以五事[94]

To assess the outcome of a war, examine and compare the two sides in terms of the following five factors.

九地之变[96]

The different handling of the nine kinds of regions. . .

绝地无留[98]

The army should not linger in enemy-occupied areas. . .

军无辎重则亡[100]

An army without its equipment, food and fodder, and material reserves cannot survive.

客绝水而来[102]

When the advancing enemy is crossing a river. . .

其疾如风, 其徐如林[104]

When the army advances, it is as swift as the wind; when it is immobile, as still as the forest.

其用战也, 胜久则钝兵挫锐[106]

In a war involving a huge army, the main objective should be quick victory.

三军可夺气,将军可夺心[108]

An entire army can be demoralized and its general deprived of his presence of mind.

三军之事, 莫亲于间[110]

Of all those in the army close to the commander, nobody is more intimate than the agent.

三军之众,可使必受敌而无败者[112]

The army is able to withstand the onslaught of the enemy forces.

善攻者, 敌不知其所守[114]

Against the expert in attack, the enemy does not know where to defend. . .

善守者,藏于九地之下[116]

He who is skilled in defense positions his forces in places as safe and inaccessible as in the depths of the Earth. . .

善用兵者,譬如率然[118]

Those who are skilled in employing troops are like the snake