

孫子名言



A  
COLL-  
ECTION OF  
SUNTZU'S  
SAYINGS

英对照读本

AN ENGLISH—CHINESE  
BILINGUAL TEXTBOOK

齐鲁书社

# 孙子名言

A COLLECTION OF SUN TZU'S SAYINGS

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## 编 者 的 话

孙子(生卒年不详,约和孔子同时),名武,字长卿。人称孙武子,简称孙子。他是中国古代伟大的军事家和军事学家,号为“兵圣”,是中国军事学的鼻祖。在世界军事学史上,他也占有重要的地位。他的军事理论不仅适用于古代战争,也适用于现代战争;不仅对战争有指导作用,而且对越来越多的领域,如体育、经济管理、商业竞争等等,均有指导作用。为此,我们从他的著作中按篇选出一些精彩的段落,译成英语和现代汉语,供更多的人研究和应用。

编 者

1991. 5. 1 济南

## Editorial Note

Sun Tzu(? —? B. C. , a contemporary of Confucius) had a proper name of Wu and styled himself Changqing. He is popularly known as Sun Wuzi, or Sun Tzu for short. Famed as the "Master of the Art of War", he has been regarded as a great war tactician and military scientist of Ancient China and a founder of China's military science. He is also a figure of prominent stature in the world history of military science. His military theory not only was applied in ancient wars but also is relevant today. And its relevance is not confined to the military only. It has been studied for guidance in an increasing number of areas, such as sports, business management and competition. We have selected from Sun Tzu's writings, chapter by chapter, a fair number of remarkable paragraphs and have rendered them into modern Chinese and English with the hope of making them accessible to a wider readership for research and application.

Editor

May 1, 1991, Jinan

## 目 录

编者的话

计 篇	1
作战篇	7
谋攻篇	11
势 篇	17
虚实篇	23
形 篇	33
军争篇	39
九变篇	47
行军篇	51
地形篇	63
九地篇	73
火攻篇	89
用间篇	95

## CONTENTS

### Editorial Note

Strategy and Planning .....	1
Battle Tactics .....	7
Strategy of Attack .....	11
Use of Strength .....	17
Weakness and Strength .....	23
Military Deployment .....	33
Manoeuvring .....	39
Variation of Tactics .....	47
Marching of Troops .....	51
Terrain .....	63
The Nine Areas of Battle .....	73
Attack by Fire .....	89
On Espionage .....	95

# 计 篇

## STRATEGY AND PLANNING



孙子曰：兵者，国之大事，死生之地，存亡之道，不可不察也。

〔译文〕 孙子说：战争是国家的大事，将士死生的场所，国家存亡的关键，对它是不可不严肃看待并认真研究的。

Sun Tzu (Sun zi) said, War is a matter of great importance to the state, of life or death and the road to either survival or ruin. So it must be thoroughly studied.

故经之以五事，校之以计，而索其情：一曰道，二曰天，三曰地，四曰将，五曰法。道者，令民与上同意也，故可以与之死，可以与之生，而不畏危。天者，阴阳、寒暑、时制也。地者，远近、险易、广狭、死生也。将者，智、信、仁、勇、严也。法者，曲制、官道、主用也。凡此五者，将莫不闻，知之者胜，不知者不胜。

〔译文〕 由于战争如此重要，所以要用五种事为经络，对敌我双方进行估量和比较，探索战争胜负的情理。这五种事是：一治民之道，二天时，三地利，四将帅，五法制。治民之道，在于使民众和君主同心同意，可以和他们共同死，共同生，而不怕任何危难。天时，指昼夜

阴晴、寒冬酷暑、四时节令气候。地利，指路途远近、险要平坦、广阔窄狭、生地死地。将帅，是讲才智谋略、军令赏罚齐一明信，仁爱部属，勇猛决断，威严整肃。法制，指编制部署调度、设官分职用人得当，主管军械军需的人能掌握用度。这五个方面，将帅都不能不知晓，知道了就能取胜，不知道则不能取胜。

To assess the outcome of a war, therefore, you must compare the various conditions of the warring sides in terms of the five constant factors, i. e. the moral influence, timing, terrain, commander and rules. Moral influence is what causes the people to be in such accord with the prince that they will follow him regardless of death or danger. Timing means considerations for night and day, temperature, and the change of seasons. Terrain can be far or near, inaccessible or easy to reach, open or constricted, with accompanying chances of life and death. Commander is judged by his qualities of wisdom, integrity, righteousness, valor and strictness. Rules include those for the organization of the army, the appropriate appointment of officers and the proper use of military expenditure and supplies. These five factors should be known to all commanders. He who masters them

wins and he who does not loses.

夫未战而庙算胜者，得算多也；未战而庙算不胜者，得算少也。多算胜，少算不胜，而况于无算乎！吾以此观之，胜负见矣。

〔译文〕 凡是未开战前在宗庙中就预计到能以取胜的，是因为计算敌我双方力量和条件时我方得的筹码多，处于优势；未开战前在宗庙中就预计到不能取胜的，是因为我方得的算筹少，处于劣势。得到的算筹多就能取胜，少则不能取胜，何况一筹都没有呢！我们根据筹算多少有无来看，胜败就可以预见了。

A commander is able to predict victory while calculating in the temple before the war because there are more to his advantage. He who predicts no victory in calculations in the temple before the war does so because there is less to his advantage. With greater advantage, you will win while with less you will not. How much less chance of victory you will have if you have nothing to your advantage at all! By assessing the situation thus, I can foresee who is likely to win or lose.

兵者，诡道也。故能而示之不能，用而示之不用，近而示之远，远而示之近。利而诱之，乱而取之，实而备之，强而避之，怒而挠之，卑而骄之，佚而劳之，亲而离之。攻其无备，出其不意。此兵家之胜，不可先传也。

〔译文〕 用兵的要领在于诡诈。所以，能打装成不能打，要打装做不要打，要攻近处装做要攻远处，要攻远处装做要攻近处。用财利引诱敌人，利用敌人的混乱去攻取它，敌人实力大就防备它，敌强我弱就避而不战，激怒敌人以乱其心，卑辞示弱使之骄傲，敌人安宁就设法让它疲劳，敌人和睦要离间它。要出乎敌人意料地发动攻击，攻击敌人所不防备的地方。这些，是军事家取胜的妙策，是不能事先传达布置的。

All warfare is based on deception. Thus when able to attack, you must pretend to be unable; When deploying your army, you must be seen inactive; when planning to attack here, make your enemy believe you will attack there. Offer a small gain to allure your enemy; strike him when he is in disorder. If his strength is substantial, be cautious against him. If he is powerful, evade him. If he is angry, seek to unsettle him. If he is humble, make him arrogant. If his army has taken a rest, wear it down and if united, split

it. Attack where he is unprepared and strike by surprise. These are key to victory for a strategist, but their use should not be made known beforehand.

# 作 战 篇

## BATTLE TACTICS

故兵闻拙速，未睹巧之久也。夫兵久而国利者，未之有也。故不尽知用兵之害者，则不能尽知用兵之利也。

〔译文〕（兴师动众，开支很大。师旅长期在外，既消耗战斗力，又难于供应，国内还会受到攻击。）所以，出兵打仗，只听说有用笨法子取得速胜的，没有见到过用什么巧办法能够持久的。长久用兵而有利于国家，是不会有事情。所以不完全晓得用兵之害的人，就不能完全理解用兵的利益。

Therefore while we have known unwise haste in war, we are yet to see a smart operation that is prolonged. There has never been a prolonged war that benefited a state. Only those who understand fully the dangers inherent in committing an army to battle know how to conduct a war in the most gainful way.

故兵贵胜，不贵久。

〔译文〕（长久用兵，公私俱困）所以，战争贵在速胜，不贵持久。

Thus what is valued in war is quick win, not pro-

longed operations.

故知兵之将，民之司命，国家安危之主也。

〔译文〕 所以，懂得用兵之利害的将帅，是民众的命运保护者，国家安危的主宰者。

The general who understands what a war is capable of is a protector of the people's destiny and dominator of the state's security.



