

【英汉对照全译本】

PRINCIPLES OF ECONOMICS

经济学原理

[英] 马歇尔 著

(二)

中国社会科学出版社

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刘生龙 译

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BOOK IV

THE AGENTS OF PRODUCTION

LAND LABOUR CAPITAL

AND ORGANIZATION

CHAPTER I

INTRODUCTORY

The agents of production may be classed under three heads,

1. The agents of production are commonly classed as Land, Labour and Capital. By Land is meant the material and the forces which Nature gives freely for man's aid, in land and water, in air and light and heat. By Labour is meant the economic work of man, whether with the hand or the head^①. By Capital is meant all stored-up provision for the production of material goods, and for the attainment of those benefits which are commonly reckoned as part of income. It is the main stock of wealth regarded as an agent of production rather than as a direct source of gratification.

Capital consists in a great part of knowledge and organization; and of this some part is private property and other part is not. Knowledge is our most powerful engine of production; it enables us to subdue Nature and force her to satisfy our wants. Organization aids knowledge; it has many forms, e. g. that of a single business,

① Labour is classed as economic when it is "undergone partly or wholly with a view to some good other than the pleasure directly derived from it." See P. 65 and footnote. Such labour with the head as does not tend directly or indirectly to promote material production, as for instance the work of the schoolboy at his tasks, is left out of account, so long as we are confining our attention to production in the ordinary sense of the term. From some points of view, but not from all, the phrase Land, Labour, Capital would be more symmetrical if labour were interpreted to mean the labourers, i. e. mankind. See Walras, *Economic Politique Pure*, Leçon 17, and Prof. Fisher, *Economic Journal*, VI. p. 529.

第四篇 生产要素

——土地、劳动、资本和组织

第一章 绪论

1. 生产要素通常被分成土地、劳动和资本。土地指的是大自然赐予人类的和有助于人类的陆地、海洋、空气、光和热等各方面的物质及力量。劳动指的是人类体力和脑力方面的经济工作。^①资本指的是人类为了生产物质产品或者为了获取收益(这部分收益一般被看作是收入的一部分)而储备的一切资源。资本是财富的主要部分,与其将它看成是满足欲望的直接源泉,还不如将它看成是生产的一个要素。

生产要素
可分为三
类

资本大部分是由知识和组织构成:其中有一部分是私人的财产,其他部分则不是。知识是最有力的生产动力,它能够使我们征服自然,并迫使其满足我们的需求。组织则有助于知识,它有

① 当劳动是部分或全部地为了获得从劳动中直接获得愉快以外的某种利益而进行时,就被列入了经济工作这一类。参看第二篇第三章第二节及其脚注。我们研究的生产只限于用平常意义解释的生产,因此,凡是不能直接或间接地促进物质生产的那部分劳动,如学生的作业都不进行研究。从某些观点,但不是一切观点来看,假如把劳动解释成劳动者——也就是人类的意思,那么土地、资本和劳动这三个词就比较对称了。参看瓦尔拉斯的《纯政治经济学》第17讲和费希尔教授在《经济学杂志》上的文章(第六卷,第529页)。

that of various businesses in the same trade, that of various trades relatively to one another, and that of the State providing security for all and help for many. The distinction between public and private property in knowledge and organization is of great and growing importance; in some respects of more importance than that between public and private property in material things; and partly for that reason it seems best sometimes to reckon Organization apart as a distinct agent of production. It cannot be fully examined till a much later stage in our inquiry; but something has to be said of it in the present Book.

but for
some
purposes
under
two.

In a sense there are only two agents of production, nature and man. Capital and organization are the result of the work of man aided by nature, and directed by his power of forecasting the future and his willingness to make provision for it. If the character and powers of nature and of man be given, the growth of wealth and knowledge and organization follow from them as effect from cause. But on the other hand man is himself largely formed by his surroundings, in which nature plays a great part. and thus from every point of view man is the centre of the problem of production as well as that of consumption; and also of that further problem of the relations between the two, which goes by the twofold name of Distribution and Exchange.

Man
both the
end and
an agent
of pro-
duction.

The growth of mankind in numbers, in health and strength, in knowledge, ability, and in richness of character is the end of all our studies; but it is an aim to which economics can do no more than contribute some important elements. In its broader aspects therefore the study of this growth belongs to the end, if to any part of a treatise on economics; but does not properly belong even there. Meanwhile we cannot avoid taking account of the direct agency of man in production, and of the conditions which govern his efficiency as a producer. And on the whole it is perhaps the most convenient course, as it certainly is that most in accordance with English tradition, to include some account of the growth of population in numbers and character as a part of the general discussion of production.

许多形式,例如,单一企业的组织,同一行业中各种企业的组织,相关的各种行业组织,以及国家为公众提供安全保障和各种帮助的组织。知识和组织的公有和私有的区别重要性而且日益显著:在有些方面甚至比有形物质的公有和私有之间的区别更加重要。部分由于这个原因,有时似乎更应该把组织分离看成是一个独立的生产要素。要到我们研究的后一阶段才能够仔细研究组织这一要素,但在本篇中,我们必须有一定的说明。

在某种意义上,只存在两种生产要素——自然和人。资本和组织是人类在自然的帮助下,在人类预测将来的能力以及甘愿为将来做准备的心理指导下产生的结果。假定自然和人类的本质和力量是确定的,那么财富、知识和组织就随之增长,这和原因产生结果是一样的道理。然而另一方面,人类本身很大程度上是由其生活的环境形成的,在这个环境中,自然扮演了重要的角色。因此不管从哪一个观点来看,人类都是生产问题的中心,同时也是消费问题的中心。而且进一步又是两者的关系问题,即分配和交换问题的中心。

人类在数量上、健康和力量上、知识上、能力上、以及在性格的发展上都是我们研究的对象,但对于这个对象,经济学的研究无非是贡献一些重要的因素而已。所以,从经济学更广泛的方面来看,这种发展的研究应当放在最后,如果它属于经济学著作的一部分的话;但是放在最后也是不适当的。同时,我们不得不考虑人类在生产上的直接作用以及决定人类作为生产者的效率的各种条件。因此,大概最方便也最符合英国传统的方法就是把关于人类在数目和性质的发展所作的一些说明包括在有关生产的一般性研究之内,并作为其中的一部分。

但为了一些目只为了分是两类

人类既是生产要素,又是生产的

Provi-
sional
antithesis
of de-
mand
and
supply,

2. It is not possible at this stage to do more than indicate very slightly the general relations between demand and supply, between consumption and production. But it may be well, while the discussion of utility and value is fresh in our minds, to take a short glance at the relations between value and the disutility or discommodity that has to be overcome in order to obtain those goods which have value because they are at once desirable and difficult of attainment. All that can be said now must be provisional; and may even seem rather to raise difficulties than to solve them; and there will be an advantage in having before us a map, in however slight and broken outline, of the ground to be covered.

ordinary
labour
being
selected
for illu-
stration.

While demand is based on the desire to obtain commodities, supply depends mainly on the overcoming of the unwillingness to undergo "discommodities." These fall generally under two heads: labour, and the sacrifice involved in putting off consumption. It must suffice here to give a sketch of the part played by ordinary labour in supply. It will be seen hereafter that remarks similar, though not quite the same, might have been made about the work of management and the sacrifice which is involved (sometimes, but not always) in that waiting which is involved in accumulating the means of production.

The
discom-
modities
of labour
are va-
rious,

The discommodity of labour may arise from bodily or mental fatigue, or from its being carried on in unhealthy surroundings, or with unwelcome associates, or from its occupying time that is wanted for recreation, or for social or intellectual pursuits. But whatever be the form of the discommodity, its intensity nearly always increases with the severity and the duration of labour.

as are
its mo-
tives.

Of course much exertion is undergone for its own sake, as for instance in mountaineering, in playing games and in the pursuit of literature, of art, and of science; and much hard work is done under the influence of a desire to benefit others^①. But the chief motive to most labour, in our use of the term, is the desire to obtain some material

① We have seen (p. 124) that, if a person makes the whole of his purchases at

2. 在目前这个阶段上,我们只能稍稍介绍一下供给与需求的一般关系以及消费与生产的一般关系。但是,如果我们对关于效用和价值的探讨还记忆犹新的话,简单说一下关于价值与反效用或负商品的关系也是很有益处的。这种反效用或负商品是我们为了得到有价值的货物——这种货物之所以具有价值是因为它们既值得需要又不容易得到所必须克服的困难。现在我们所能说的一切必然都是暂时性的,甚至似乎是会引起麻烦,而不是解决麻烦的;但是,如果我们预先有一个研究范围的轮廓,即使它不充分又不完全,也是有好处的。

关于供给与需求的暂时性对立

需求产生于获得商品的欲望,而供给则是由避免“负商品”的心理所决定的。通常这种“负商品”可以分为两类:劳动以及延期消费所付出的代价。这里我们只要稍微说明一下普通劳动对供给方面的作用就足够了,以后也会有类似的情况,尽管会用不完全相同的语言来论述关于管理工作以及由于对生产资料的积累造成的等待而引起的牺牲(有时如此,但并不总是这样)。

对普通劳动者的说明

劳动的负商品性可以产生于身体或智力上的疲劳,或者产生于在不利于健康的环境中从事劳动,或者产生于与不受欢迎的同事一同工作,或是由于占用了娱乐、社会 and 智力活动所需要的时间。但是,无论这种负商品是什么形态,其强度总是随着劳动的紧张程度和持续时间的增加而增大。

劳动的负商品是多种多样的

劳动的动机

当然,很多努力本身就是由于工作的需要而进行的,比如说登山、竞赛以及文学、艺术和科学的活动。但是很多艰难的工作实在是为了使别人的欲望得到满足的影响下进行的。^①然而,就我

① 我们已经知道(见第三篇第六章第一节),假如一个人以他最后购