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前言

叔本华去世之后,一位研究者在他留下的材料中发现了一部已经整理好准备付印的手稿,书名叫做《智慧书》,但作者并不是叔本华,而是一位名叫葛拉西安的西班牙人,手稿是叔本华根据西班牙原文翻译过来的德文译稿。关于此书,叔本华是这样说的:"它绝对独一无二,严格说来,此前尚未有任何一本书讨论过这一勇敢的主题。除了这位西班牙人,也不曾有任何人致力于此。它所讲授的,乃是所有人都乐意践履的技艺。因此,这是一本为每个人所写的书。"他还说:这样的书,"仅仅通读一遍显然是不够的,它是一本随时都能用上的书,简言之,它是一位终身伴侣"。

众所周知,叔本华可不是一位动不动就给人戴高帽子的好好先生, 这位葛拉西安究竟是何方神圣,竟让叔本华如此折服?

巴尔塔萨·葛拉西安,1601年出生于西班牙的阿拉贡,青少年时期,他在托雷多与萨拉戈萨修习哲学与文学,18岁时入耶稣会,此后50年中,历任军中神父、告解神父、宣教师、教授,还担任过几所耶稣会学院的院长。1637年,葛拉西安出版了他的第一部作品《英雄》,接着在1640年出版了《政治家》,这两部书,着重论述的是政治领袖的理想品质。由此可见,葛拉西安虽然身为"上帝的仆人",却未能忘情于人间俗世的万丈红尘,这也正是他在1647年出版《智慧书》的思想根源所在。葛拉西

安的入世情怀,和耶稣会的清规戒律颇多冲突,因此,他的书都是以其兄弟洛伦佐的名义出版的。然而即便如此,他的言行还是不被教会当局所容,1638年,罗马的耶稣会会长下令将葛拉西安调离神父之职,理由竟是"假其兄弟之名出版书籍"。此后许多年,葛拉西安曾多次受到警告,戒令他未经允许不得出版作品。但他压根就不吃这一套,直到1657年,他的讽刺巨著《批评大师》(1651-1657)第三卷问世,教会终于忍无可忍,解除了他在萨拉戈拉的圣经教席,放逐到一个乡下小镇,并下令严加监视,次年,葛拉西安在那里去世。

此书在西方流布甚广,据说,还被称为三大奇书之一。叔本华的德文译本出版于 1862年,他的那位"超人"老乡尼采,对此书也毫不吝啬他的赞美之词,称"葛拉西安的人生经验显示出今日无人能比的智慧与颖悟"。此书最早的英文译本,应该出现于 1694年,不过现在已经很难见到。公认比较权威的英译本有三种:约瑟夫•雅各布(Joseph Jacobs)的 1892本、马丁•费希尔(Martin Fischer)的 1934本和克里斯多夫•穆勒(Christopher Maurer)的 1991年本。我们此次翻译,所依据的,便是约瑟夫•雅各布的英译本。

葛拉西安的这本箴言集,笔法简洁,含蕴隽永,且有些地方牵涉到西方的民谚典故,译文要想准确传神,殊为不易。译者自知才浅笔拙,错谬亦或不免,读者方家,幸祈正之。

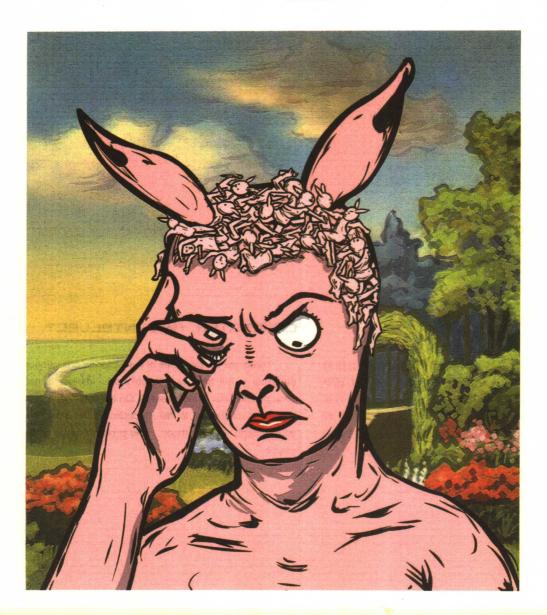
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万物皆臻极致

世间万物,皆臻极致,尤其是为人处世的技艺。现在要造就一个智者,比过去造就希腊七贤,所需尤多;如今要应付一个人,比从前应付整整一个民族,费力更大。

EYERYTHING IS AT ITS ACME.

Especially the art of making one's way in the world. There is more required nowadays to make a single wise man than formerly to make Seven Sages, and more is needed nowadays to deal with a single person than was required with a whole people in former times.

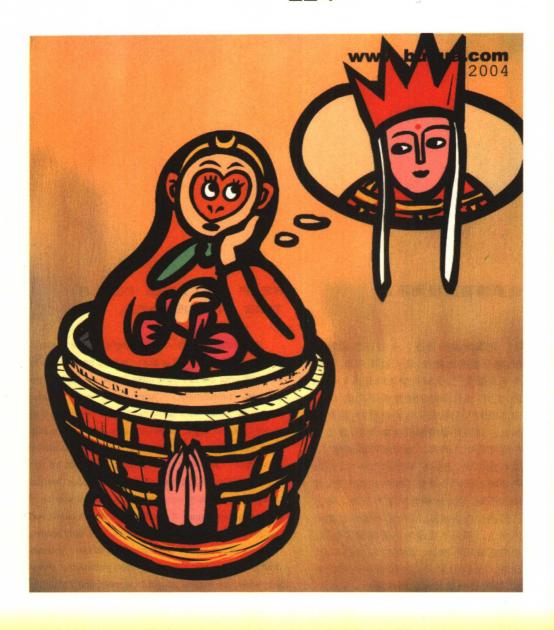


性格与智力

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等方面都很失败。

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,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,从来就不是什么空间。对果它碰巧不成功,则是你双倍的思去,那只不过是给批评留出了空间。如果它碰巧不成功,则是你双倍的时候,你就是在仿效神的所作所为。

KEEP MATTERS FOR A TIME IN SUSIENSE.

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 and the very mystery arouses with everything. 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.

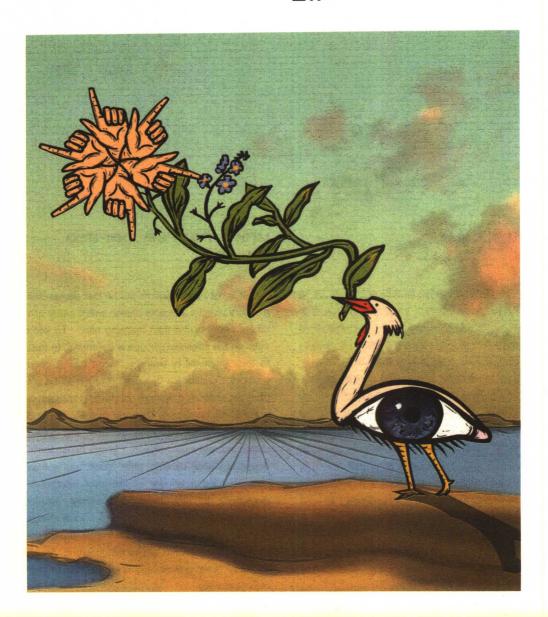


知识与勇气

知识与勇气,是成就大事业的基本要素。这二者是不朽的,因此也带给你不朽。你是怎样的人,取决于你掌握了怎样的知识,智者可以无所不为。一个没有知识的人,就是一个没有光亮的世界。智慧和力量,有如眼和手。仅有知识而没有勇气,也将一事无成。

KNOWLEDGE AND COURAGE.

Knowledge and Courage are the elements of Greatness. They give immortality, because they are immortal. Each is as much as he knows, and the wise can do anything. A man without knowledge, a world without light. Wisdom and strength, eyes and hands. Knowledge without courage is sterile.

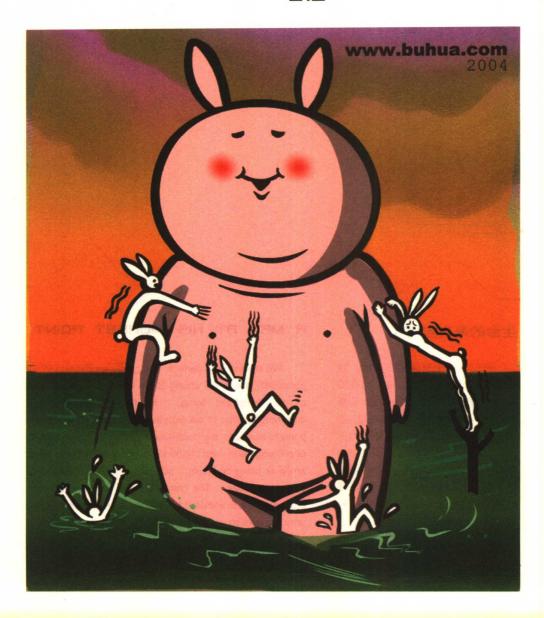


让别人依赖你

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。让他们呆在 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;橘 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,通讨这样的手段(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,不要讨 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。

MAKE PEDPLE 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 Let it be one of the chief lessons of respect. 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.



生命的最高点

我们并非生来就是完美的。我们的品格,我们的事业,每天都在发展,直至我们登上生命的最高点,事业有成,功德圆满。趣味的纯洁,思想的明净,判断力的成熟,意志力的坚定,这些,标志着你达到了生命的最高点。有些人永远无法臻至完美,总有所缺;而有些人则大器晚成,终成善果。完美之人,谨于言,慎于行,贤者亲之,智者友之。

A MAN AT HIS HIGHEST POINT.

We are not born perfect: every day we develop in our personality and in our calling till we reach the highest point of our completed being, to the full round of our accomplishments, of our excellences. This is known by the purity of our taste, the clearness of our thought, the maturity of our judgment, and the firmness of our will. Some never arrive at being complete; somewhat is always awanting: others ripen late. The complete man, wise in speech, prudent in act, is admitted to the familiar intimacy of discreet persons, is even sought for by them.

