

银色锦囊

巴尔塔沙·葛拉西安 / 著 姜传安 / 译 卜桦 / 插图

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知言录

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知言集

世界上半人在嘲笑另一半人，而他们全都是傻瓜

是万事皆好，还是万事皆糟，这要取决于你问谁。一个人求之唯恐不得的东西，另一个人害之唯恐不及。依据自己的观念来调整每件事情的人，是一头令人无法忍受的蠢驴。卓越并不依赖于一个人的喜好。有多少人，就有多少种口味，而且各不相同。任何缺点总会有人喜欢。如果某件东西不讨某人喜欢，我们也大可不必灰心丧气，因为总会有别人赏识；如果有人欢呼喝彩我们也用不着沾沾自喜，因为肯定会有其他人来横加责难。对于赞美颂扬，真正的检验标准是声望卓著的人士和本领域专家的首肯。你应该力求不受任何一种观点、任何一种时尚、任何一个世纪的影响。

ONE HALF OF THE WORLD LAUGHS AT THE OTHER, AND FOOLS ARE THEY ALL.

Everything is good or everything is bad according to who you ask. What one pursues another persecutes. He is an insufferable ass who would regulate everything according to his ideas. Excellences do not depend on a single person's pleasure. So many people, so many tastes, all different. There is no defect that is not affected by some. We need not lose heart if something does not please someone, for others will appreciate it; nor need their applause turn our head, for there will surely be others to condemn it. The real test of praise is the approval of renowned people and of experts in the field. You should aim to be independent of any one opinion, of any one fashion, of any one century.

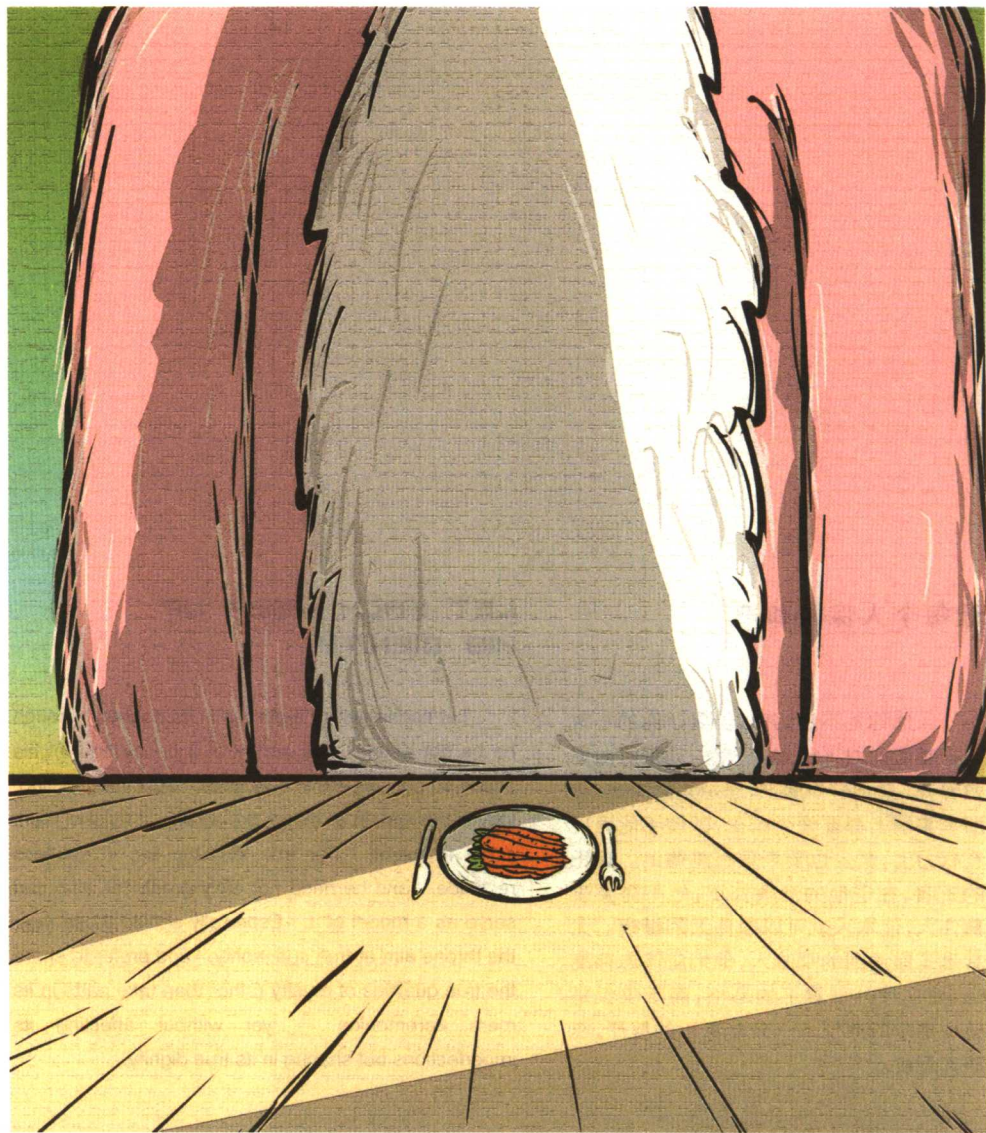


要能容得下大块的好运

在智慧的身体里，颇为重要的器官是一个大胃，因为大容量意味着大块头。大块的好运，对于能够消化更大块头的胃来说，一点也不为难。撑坏一个胃的东西，对另一个胃来说可能还不饱。有许多胃因其消化力不强而麻烦不断，这要归因于它们的小容量，无论是天生还是后天训练，都不是用来做大事的。它们的机能变质了，不应得的荣誉让它们晕头转向、目眩神迷——高位之上有大风险。它们没有找到合适的位置，因为好运在它们那里也没找到合适的位置。因此，一个天才人物应该让人看到：他有更大的空间，即便是更大事业也能容得下；尤其是要避免让人看到小肚鸡肠的迹象。

BE ABLE TO STOMACH BIG SLICES OF LUCK.

In the body of wisdom not the least important organ is a big stomach, for great capacity implies great parts. Big bits of luck do not embarrass one who can digest still bigger ones. What is a surfeit for one may be hunger for another. Many are troubled as it were with weak digestion, owing to their small capacity being neither born nor trained for great employment. Their actions turn sour, and the fumes that arise from their undeserved honors turn their head and make them dizzy — a great risk in high positions. They do not find their proper place, for luck finds no proper place in them. A person of talent therefore should show that he has more room for even greater enterprises, and above all avoid showing signs of a little heart.



让每个人保持尊严

虽然你并不是国王,但要让你的一言一行都能和君王比肩,一举一动都能向高贵看齐。举止矜持威严,思想崇高深邃,在所有事情上都要像个国王,即使不能表现在权力上,至少也要表现在美德上。真正的王者,在于他的清廉公正,他不需要羡慕伟大,他本人就可以做伟大的楷模。尤其是王座周围的那些人,他们应该志存高远,更应该分享君王的品格,而不仅仅是参与皇家的典仪——分享真正的尊严,忽略其瑕疵。

LET EACH KEEP UP HIS DIGNITY.

Let each deed of a person in its degree, though he be not a king, be worthy of a prince and let his action be princely within due limits. Sublime in action, lofty in thought, in all things like a king, at least in merit if not in might. For true kingship lies in spotless rectitude, and he need not envy greatness who can serve as a model of it. Especially should those near the throne aim at true superiority, and prefer to share the true qualities of royalty rather than take parts in its mere ceremonies — yet without affecting its imperfections but sharing in its true dignity.

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要懂得不同的职业需要什么

不同的职业，需要不同的才能。要理解这些需要，就要竭尽我们的注意力，调动敏锐的洞察力。有的职业需要勇气，有的则需要机智。那些仅仅需要正直的工作，是最容易的工作，而更难的工作是那些需要心灵手巧的工作。前者所必需的一切就是品格，而后者所必需的一切，一个人的专注和热情恐怕还不够。统治人是件很麻烦的事情，统治傻瓜和笨蛋就更困难了——与那些没有判断力的人在一起工作需要双倍的判断力。当一项职务用固定的工作时间和一成不变的例行公事把一个人占据了的时候，是令人无法忍受的。更好的工作就是让你自由自在地自行其是的、既千变万化又富有意义的工作，因为变化可以让头脑焕然一新。最受人尊敬的工作是那些最少依赖他人的工作。最差劲的工作，就是那些让我们无论是眼下还是往后都烦恼不断的工作。

GET TO KNOW WHAT IS NEEDED IN DIFFERENT OCCUPATIONS.

Different qualities are required. To know which is needed takes attention and calls for masterly discernment. Some demand courage, others tact. Those that merely require rectitude are the easiest, the more difficult are those requiring cleverness. For the former all that is necessary is character, for the latter all of one's attention and zeal may not suffice. It is a troublesome business to rule people, still more fools or blockheads — twice as much sense is needed with those who have none. It is intolerable when an office engrosses someone with fixed hours and a settled routine. Those are better that leave him free to follow his own devices, combining variety with importance, for the change refreshes the mind. The most respected jobs are those that have least, or most distant, dependence on others. The worst are those that worry us both here and hereafter.

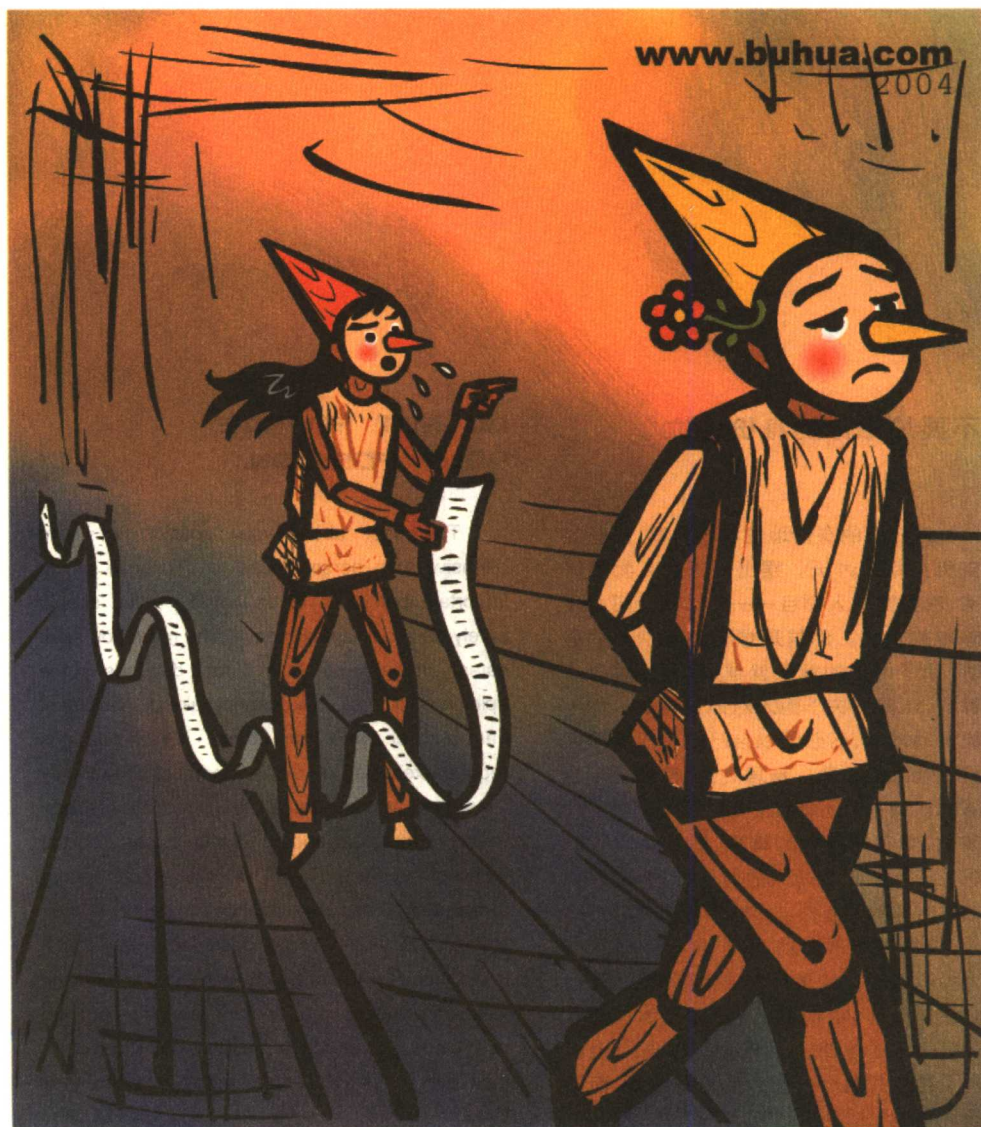


不要招人厌烦

沉迷于同一种行为或话题，容易令人厌烦。简洁令人愉快，收获也更多——其因简略虽有所失，亦必因谦恭而有所得。好事，因简短而倍加其好。提纲挈领比一大堆混乱琐碎的材料更加有效。一个众所周知的事实是：多嘴多舌之徒，很少有聪明人，不管他操心的是身边琐事，还是肩负了多大的职责。有的人，其所扮演的角色与其说是位于中心的装饰品，还不如说是绊手绊脚的障碍物，不过是块无用的废料，挡住了每个人的路。智者避免招人厌烦，尤其不会去招惹大人物——他们的时间都被占满了，打扰他们当中的任何一位，比打扰其他所有人都要糟糕。善言者要言不繁。

DO NOT BE A BORE.

The person obsessed with one activity or one topic is apt to be tiresome. Brevity is flattering and gets more accomplished — it gains by courtesy what it loses by curtness. Good things, when short, are twice as good. The quintessence of the matter is more effective than a big mishmash of details. It is a well-known truth that talkative person rarely is wise, whether in dealing with things at hand or how they function. There are people who serve more as stumbling blocks than centerpieces, useless lumber in everyone's way. The wise avoid being bores, especially to the great — who are fully occupied; it is worse to disturb one of them than all the rest. Well said is soon said.



不要炫耀你的身份地位

对自己的身份地位自吹自擂,比狂妄自负更令人讨厌。摆出一副大人物的派头,难免要遭人侧目——想必还会招来足够的妒嫉。你越是想要寻求别人的尊敬,你所得到的尊敬就越少,因为尊敬不尊敬,还要取决于他人对你的看法。你不能主动索取,而必须以自己的言行赢得并接受他人的尊敬。身居高位,需要运用足够的权威——不如此,则不能完全胜任。因此,要保持足够的尊严,以担负其公共职责。不要强求他人的尊敬,而要努力创造赢得尊敬的条件。那些持守职务尊严的人,往往显得很谦逊,表示自己不敢承当太多的尊敬。如果你希望受到重视,那也应该是因为你的才能,而不是因为任何凭运气得来的东西。即便是贵为君王,他们也更愿意凭藉个人能力而受到尊崇,而不是凭藉他们的身份地位。

DO NOT PARADE YOUR POSITION.

To boast about your position is more offensive than personal vanity. To pose as an important person is to be hated — you should surely have had enough envy. The more you seek esteem the less you obtain it, for it depends on the opinion of others. You cannot take it, but must earn and receive it from others. Great positions require exercising a sufficient amount of authority — without it they cannot be adequately filled. Preserve therefore enough dignity to carry on the duties of the office. Do not enforce respect, but try to create it. Those who insist on the dignity of their office, show they have not deserved it, and that it is too much for them. If you wish to be valued, be valued for your talents, not for anything obtained by chance. Even kings prefer to be honored for their personal qualifications rather than for their station.

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不要自鸣得意

既不要总是对自己不满,这是缺乏勇气的表现;也不要老是自鸣得意,这是十足的愚蠢。自满多半出于无知,那是一种快乐幸福的无知,即使没让你身败名裂,也不会带来任何好处。一个人无法达到别人所臻至的完美,就会对自己任何平庸的才能沾沾自喜。怀疑是明智的,甚至是有益的,它可以规避灾祸,万一灾祸来临,它也可以为我们提供慰藉。灾祸不会让一个对之早怀警惕之心的人感到惊慌失措。就连荷马偶尔也会打盹,亚历山大之所以从高位跌落,要归因于他的幻想。事情的成败得失,取决于多种环境——在一种环境下注定胜利的因素,在另外的环境下就会导致失败。在所有事情当中,不可救药的蠢行同样都要归于空无一物的自满。树开花,草开花,藤蔓也开花,全都是为了结籽。

SHOW NO SELF-SATISFACTION.

You must neither be discontented with yourself, which is weak spirited, nor self-satisfied, which is folly. Self-satisfaction arises mostly from ignorance, and it would be a happy ignorance not without its advantages if it did not ruin reputation. Because a person cannot achieve the superlative perfections of others, he contents himself with any mediocre talent of his own. Distrust is wise, and even useful, either to evade mishaps or to afford consolation when they come. For a misfortune cannot surprise a man who has already feared it. Even Homer nods at times, and Alexander fell from his lofty state due to his illusions. Things depend on many circumstances — what constitutes triumph in one set may cause a defeat in another. In the midst of all, incorrigible folly remains the same with empty self-satisfaction, blossoming, flowering, and running all to seed.