

中國經典
文化故事
Chinese Classic
Cultural Stories Series

Stories of Chinese Fables

中国寓言故事

◎ 仓兰菊 胡裕 编著



廣東省出版集團
廣東教育出版社

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1. 昂贵的马鞭

有一天，市场上来了个卖马鞭的人。他的马鞭看上去似乎并不怎么样。

有个人问他：“你的马鞭多少钱呀？”他出的价钱把人吓了一跳：“5万钱。”买东西的人说：“你是不是疯了？这种马鞭最多值50钱，你怎么卖这么贵呢？50钱怎么样？”卖马鞭的人忽然笑了起来，理也不理他。这个人又试探道：“那500钱呢？”卖马鞭的人显出很生气的样子。这个人知道这马鞭不值什么钱，存心逗逗他，又说：“5000钱总该行了吧？”卖马鞭的大怒道：“你不想买就走，我是一定要5万钱才卖的！”

这时，一个有钱的少爷来买鞭子，见这卖鞭子的态度如此坚决，以为这鞭子真的有什么独到之处，就出5万钱买了下来，然后，他就拿着这根昂贵的马鞭到处炫耀。

有识货的人拿过马鞭仔细看了看，边摇头边问这个阔少爷：“这根马鞭究竟有什么稀罕的地方，值得你花5万钱买下呢？”阔少爷装模作样地说：“我喜欢它金黄耀眼的颜色。那个卖鞭子的人还说了很多好处呢！”那人也不多说什么，将马鞭浸在热水里，不一会儿，鞭子就扭曲了，收缩得厉害，金黄色也掉了。

阔少爷也明白了鞭子是劣等货，但又不愿丢面子，还是拿这马鞭用了3年。有一次，他骑马出去游玩，举起鞭子抽马时力气稍大了点，鞭子竟然断了，他也从马上跌下来，还受了伤。

卖马鞭的就是利用阔少爷的虚荣心来出售劣质货。如果一个人只图虚荣而不注重实际，是注定要吃亏上当的。





The Expensive Horsewhip

One day, a horsewhip-seller came to a market. His horsewhip didn't seem good.

A man asked, "How much is your horsewhip?" The price the seller offered surprised him, "50,000 copper coins." The buyer said, "Are you crazy? This kind of horsewhip costs at most 50 copper coins. Why is yours so expensive? How about 50 copper coins?" The horsewhip-seller suddenly laughed and paid no attention to him. The buyer asked tentatively, "Then how about 500 copper coins?" The horsewhip-seller appeared to be very angry. The man knew that the horsewhip wasn't worth that much, but he wanted to tease the horsewhip-seller. So he said again, "OK, should 5,000 copper coins be enough?" The horsewhip-seller was so angry that he shouted, "Go away if you don't want to buy it. I'll sell it at 50,000 copper coins by all means!"

Just then, a rich childe came to buy a horsewhip. When he saw the seller insisting in selling his horsewhip at such a high price, he believed that there was really something special about it. He bought it with 50,000 copper coins and then showed off with it everywhere.

An expert took the horsewhip and examined it closely. Shaking his head, he asked the childe, "What's special about the horsewhip that makes you buy it with 50,000 copper coins?" The rich childe answered, "I like its shiny golden color. Besides, the horsewhip-seller mentioned a lot of good things about it." Without saying more about it, the expert put

the horsewhip inside some hot water. Soon the horsewhip twisted, shrank, and the golden color was gone.

The childe then understood that the horsewhip was bad. But he didn't want to lose face, so he used the horsewhip for three years. Once when he rode out to play, he whipped the horse a little bit hard and the horsewhip broke. He fell down from the horse and got hurt.

The horsewhip-seller took advantage of the rich childe's vanity to sell bad things. If one's only thought is to show off rather than be realistic, he will surely suffer losses.





2. 本领不分大小

战国时的哲学家公孙龙是个有学问的人，他手下有不少弟子，个个都有一套本领。公孙龙曾对他的弟子们说：“我喜欢有学识、有本领的人，没有本领的人，我是不愿和他在一起的。”

有个人听说了公孙龙，便前来求见，要求公孙龙收他做弟子。公孙龙见那人相貌、衣着平平，便问：“我不结交没有本领的人，不知你有什么本领？”

那人说：“大的本事我没有，我只有一副好嗓门，我能喊出很大的声音，使离得很远的人都能听到。很少人能像我这样。”

看见弟子们不屑的表情，公孙龙要他们与来人比试一下。

于是弟子们推选了他们之中声音最大的一个来参加比赛。他们两人一起走到五百米开外的一座小丘背后，向公孙龙这边喊话。结果，除了那个人的声音外并没听见弟子的半点声响。于是公孙龙把那人收留下来。弟子们还是不以为然，喊声大又算什么本领，又能派上什么用场呢？

过了不久，公孙龙带着弟子们去燕国。途中，他们碰到一条很宽的大河。河的这一边见不到船，而远远的河对岸却停着一只小船，艄公坐在船尾正无事可干。

公孙龙马上吩咐那个刚收留的大嗓门弟子去喊船。那弟子双手合成喇叭状，大声呼喊。喊声亮如洪钟，直达对岸。那对岸船上的艄公站起身来，船很快摇了过来。弟子们也开始深深佩服老师及那位新来的朋友。

本领无论大小，它总有用处。我们不应该看不起小本领，在关键时刻，小本领也能派上大用场。

No Differences between Big and Small Skills

In the Warring States Period of China, there was a learned philosopher named Gongsun Long. He had many disciples and each of them had their own talents. Gongsun Long once told his disciples that he liked people with skills and didn't like to be with those who had no skills.

Hearing of Gongsun Long, one man came to him and asked to become his disciple. Seeing that man with ordinary appearance and clothes, Gongsun Long said, "I don't want to have anything to do with people who have no skills. I wonder what skills you have."

That man answered, "I don't have big skills except for a good voice. I can shout very loudly so that people very far away can hear me. Few people can do the same."

Seeing the scornful looks on the faces of his disciples, Gongsun Long asked them to compete with him.

So the disciples chose among them the one with the loudest voice to compete with that man. They both went to the back of a small hill 500 meters away and shouted to the direction of Gongsun Long. No sound could be heard except the man's. So Gongsun Long took him in. However, the disciples still didn't think much of him: Does shouting deserve the title of a skill? What is the use of it?

Before long, Gongsun Long took his disciples to the state of Yan. They met a very wide river on their way. No boat could be found on this side of the river, but there was one on the other side. At the end of the boat sat an idle boatman.





Gongsun Long told the loud-voice disciple he just took in to call the boat. The disciple put his hands around his mouth and shouted loudly. The sound was as loud as a large bell and reached the other bank. The boatman stood up and rowed the boat towards them very soon. The other disciples started to admire their teacher as well as the new friend.

So it seems that skills, no matter big or small, all have their own uses. We shouldn't look down upon small skills, because they can play very important roles at critical moments.

3. 不曾杀陈佗

有一个人想拜见县官求个差事。为了取悦县官，他先找到县官手下的人，打听县官的爱好。

他问县官的手下：“不知县令大人平时都有什么爱好？”

县官手下的人告诉他说：“县令无事的时候喜欢读书。我经常看到他津津有味地阅读《公羊传》。”

这个人把县令的爱好记在心里，满怀自信地去见县官。县官问他：“你平时都读些什么书？”

他连忙回答说：“我只读《公羊传》，别的书都不爱看。”

县官接着问他：“那么我问你，是谁杀了陈佗呢？”

这个人其实根本没读过《公羊传》，不知陈佗是书中的人物。他想了半天，以为县官问的是本县发生的一起人命案，于是回答说：“我平生不曾杀过人，也不知有个叫陈佗的人被杀。”

县官听到如此可笑的答案，立刻知道这家伙并没读过《公羊传》。县官想戏弄他，便问：“既然陈佗不是你杀的，那么你说说，陈佗是谁杀的呢？”

这人见县官还在往下追问，更加害怕起来，连鞋子也来不及穿就跑掉了。别人见他这副模样，问他怎么回事，他边跑边大声说：“我刚才见到县官，他向我追问一桩杀人案，我再也不敢来了。”

这则寓言告诉我们，一个人应该用诚实的态度去对待知识。不懂装懂的做法既会妨碍自己进步，又会闹出笑话来。



No Killing of Chen Tuo

A man wanted to pay a visit to the county magistrate for getting a position in the office. In order to please the magistrate, he first went to see his subordinates to find out what the magistrate liked.

He asked one of the magistrate's subordinates, "What are the magistrate's hobbies?"

The subordinate told him, "The magistrate likes to read in his spare time. I often see he is absorbed in reading *The Biography of Gongyang*."

Keeping this in mind, the man visited the magistrate with confidence. The magistrate asked him, "What do you like to read in your spare time?"

The man answered at once, "I only read *The Biography of Gongyang*. I don't like other books."

The magistrate went on, "Well then, I'd like to ask you who killed Chen Tuo?"

The man actually had never read *The Biography of Gongyang* and didn't know that Chen Tuo was a character in the book. He thought for quite a while and believed that the magistrate was asking about a homicide case in the county. Therefore he answered, "I've never killed a person in all my life and I don't know that a man named Chen Tuo was killed."

On hearing this ridiculous answer, the magistrate knew at once that the man had never read the book. He wanted to tease the man, so he asked, "Since you didn't kill Chen Tuo, then can you tell me who killed him?"