

绘本中国古典文学名著珍藏系列 ●

彩绘三国演义之诸葛亮

The Illustrated Three Kingdoms:
The Stories of Zhuge Liang



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诸葛亮 (181年—234年)，字孔明，三国时期蜀汉丞相，中国历史上著名政治家、军事家、文学家、发明家。东汉末期徐州琅琊阳都（今山东省沂南县）人。青年时耕读于南阳郡，人称“卧龙先生”。因受刘备三顾茅庐邀请出仕，对促成孙刘联盟，和建立蜀汉政权起到了决定性的作用。刘备死后，诸葛亮受封爵位武乡侯，尽心竭力辅佐刘禅，成为蜀汉政治、军事上的实际领导者。诸葛亮先后五次率军北伐曹魏，在第五次北伐时病逝于五丈原，追谥为忠武侯。诸葛亮一生“鞠躬尽瘁、死而后已”，是中国传统文化里忠臣与智慧的化身，世称“智圣”。

Zhuge Liang (181–234), courtesy name Kongming, was a Prime Minister of the Shu Kingdom during the Three Kingdoms period. Known as one of the greatest military strategists in Chinese history, he was also a famous statesman, writer, and inventor. Born in Yangdu, Langya, near the end of East Han Dynasty, Zhuge led a simple life when young—farming by day and studying at night—in Nanyang. People called him Master Sleeping Dragon. Touched by the sincerity of Liu Bei, who paid him three personal visits in order to recruit him, Zhuge succeeded in forging an alliance between Liu Bei and Sun Quan, a fundamental step to the establishment of the Shu Kingdom with Liu Bei as the King and Zhuge as the Prime Minister. After Liu's death, Zhuge was granted the title of Lord of Wuxiang by Liu Bei's son, Liu Shan. He devoted himself to assisting the young king, being practically the decision maker of both political and military affairs of the kingdom. From 228 until his death in 234, Zhuge Liang led five northern expeditions against the Wei Kingdom. On the fifth time, unfortunately, he died in the Wuzhang Plain. Sparing no effort performing his duty until his heart stopped beating, Zhuge was a paragon of loyal officials and an incarnation of wisdom. He was a sage, indeed.

自董卓造逆以来，天下豪杰并起，跨州连郡者不可胜数。曹操比于袁绍，则名微而众寡。然操竟能克绍，以弱为强者，非惟天时，抑亦人谋也。今操已拥百万之众，挟天子以令诸侯，此诚不可与争锋。孙权据有江东，已历三世，国险而民附，贤能为之用，此可以为援而不可图也。荆州北据汉、沔，利尽南海，东连吴会，西通巴蜀，此用武之地，而其主不能守，此殆天所以资将军，将军岂有意乎？益州险塞，沃野千里，天府之国，高祖因之以成帝业。今刘璋暗弱，民殷国富，而不知存恤，智能之士，思得明君。将军既帝室之胄，信义著于四海，总揽英雄，思贤如渴，若跨有荆、益，保其岩阻，西和诸戎，南抚彝越，外结好孙权，内修政理；待天下有变，则命一上将将荆州之军以向宛洛，将军身率益州之众以出秦川，百姓有不箪食壶浆以迎将军者乎？诚如是，则大业可成，汉室可兴矣。



——隆中对



元直走馬薦諸葛



亲贤臣，远小人，此先汉所以兴隆也；亲小人，远贤臣，此后汉所以倾颓也。先帝在时，每与臣论此事，未尝不叹息痛恨于桓、灵也。侍中、尚书、长史、参军，此悉贞良死节之臣，愿陛下亲之信之，则汉室之隆，可计日而待也。

臣本布衣，躬耕于南阳，苟全性命于乱世，不求闻达于诸侯。先帝不以臣卑鄙，猥自枉屈，三顾臣于草庐之中，咨臣以当世之事，由是感激，遂许先帝以驱驰。后值倾覆，受任于败军之际，奉命于危难之间，尔来二十有一年矣。

先帝知臣谨慎，故临崩寄臣以大事也。受命以来，夙夜忧叹，恐托付不效，以伤先帝之明，故五月渡泸，深入不毛。今南方已定，兵甲已足，当奖率三军，北定中原，庶竭驽钝，攘除奸凶，兴复汉室，还于旧都。此臣所以报先帝，而忠陛下之职分也。



——出师表



司馬徽再薦名士



刘玄德三顾草庐

徐庶临别时，向刘备力荐诸葛亮。刘备求贤若渴。翌日，其带着关羽、张飞等人来到隆中。刘备策马而行，遥望卧龙岗，果然清静异常。刘备来到庄前，下马轻叩柴扉。一童子出来说，先生刚刚外出，归期不定。刘备叮嘱，如先生回，请告知刘备来访。回到新野数日后，传来消息，卧龙先生已回。刘备即刻上马，关羽、张飞乘马相随。时值隆冬，天气严寒，瑞雪霏霏。刘备到庄前下马叩门，没承想诸葛亮跟好友出外闲游去了。

Liu Bei Pays Two Visits To The Sleeping Dragon Ridge

Before parting, Xu Shu gave his highest recommendation to Zhuge Liang. Thirsty for talent, Liu Bei rode his horse along with Guan Yu and Zhang Fei, his two blood brothers, to the Sleeping Dragon Ridge. Drawing near, Liu found the place indeed extraordinarily serene. Arriving at the door of Zhuge's cottage, Liu dismounted and knocked on the door, only to be informed by a youth that the master had left home earlier and there was no telling when he would be back. "When he returns, please tell your master that Liu Bei was here," Liu entreated the boy. A few days later, he set out with his brothers to pay Zhuge another visit after knowing the latter was back. It was a bitterly cold winter, and snow was flying all the way. Nevertheless, they reached the simple house. Liu dismounted and tapped on the door. To his dismay, Zhuge was again nowhere to be seen: He had just gone out with a good friend.

◎ 刘玄德三顾茅庐，诸葛亮走出南阳，为《三国演义》中的最重要章节，如此下大力气细细写来，既有构置悬念、吸引注意、重锣密鼓、突出人物的考虑，更是一种张扬正气的政治取向，一种标榜道德的价值宣示。

◎ 如果说《三国演义》是一部讲权谋的书，那么在善于弄权方面，当数曹操为第一好手，无人能以过之；同样，在精于用谋方面，当数诸葛亮为第一谋士，无人能出其右。这两位，善恶对峙，正邪较量，贯穿全书，一以“宁人负我，我毋负人”的杀戮开场，满纸血腥；一以“鞠躬尽瘁，死而后已”的忠忱终结，万世流芳，正负两极，黑白分明。《三国演义》源自民间创作，平民性是这部不朽之作的道德脊梁，自然要依老百姓的眼光，爱其所爱，仇其所仇，善其所善，恶其所恶。而满足听众的心理要求，尊重读者精神期待，也是作者的神圣天职、应尽义务。于是，绘声绘色，推波助澜，浓墨重彩，别开生面，可谓不惜工本，大张旗鼓。

◎ 《三国演义》是上乘的历史小说，它既是历史，更是小说的完美结合，历史并没有“一顾二顾三顾”如此复杂多端的情节，但小说却能写出民意交集，非此莫属，人心所向，必须如此的桥段。所以，说来也并不轻巧的平民意识，恐怕正是这部书得以家喻户晓、经久不衰的魅力所在吧！





定三分隆中决策

刘备第三次前往隆中，诸葛亮虽在家，却昼寝未醒。刘备恭敬地立于阶下等候。张飞等得火起，竟想到屋后放一把火，关羽再三劝住。刘备立了一个时辰，诸葛亮方醒。二人叙礼毕，分宾主而坐。刘备诚心诚意向诸葛亮讨教，诸葛亮从董卓造逆谈起，高屋建瓴，纵论天下形势。他给刘备谋划的蓝图是：将军欲成霸业，北让曹操占天时，南让孙权占地利，将军可占人和。先取荆州为家，后即取西川建基业，以成鼎足之势，然后可图中原也。诸葛亮未出茅庐，已知三分天下。

Zhuge Liang Plans For The Three Kingdoms

When Liu Bei and his two blood brothers visited the Sleep Dragon Ridge for the third time, Zhuge Liang was finally home, taking a nap. Waiting for him to wake up, Liu stood respectfully on the door step. Time passed slowly, and the impatient and irritated Zhang Fei even thought of setting a fire to the cottage at the back. Guan Yu had to spend a great deal of effort to pacify him. An hour later, Zhuge awoke. After exchanging bows and courteous remarks, the host and the guests sat down. Liu sincerely sought Zhuge's advice; Zhuge thus began with the rebel Dong Zhuo and talked about China's situation from a strategic vantage point. Zhuge drew a blueprint for Liu: to achieve his grand goal, Liu had to allow Cao Cao to take advantage of the time in the north, let Sun Quan take advantage of the location in the south, and then give himself the advantage of favorable human resources in the southwest. Liu could first take Jingzhou as a home, next the West Rivers area for the foundation, and then China would reach a triangular balance of power. Once

隆中决策，奠定了魏蜀吴三国鼎立的局面。

我们通常喜欢用“伟大”这个词，或再加上“英明”、“正确”，来对一位领袖表示崇敬。其实，所谓“伟大”，应该是指其某项决策而言。譬如，诸葛亮论说，曹得天时，吴得地利，取荆州和益州后，得人和来治蜀，以此而立国的思想，不能不说是伟大的。再譬如，刘备二十年来，狼突豕奔，东投西靠，至今无家可归。他虽以剿黄巾起家，但他的行止，从小沛到新野，辗转千里，实质与流寇手段也无大差别，因为他光有雄心壮志，并无建立根据地、做大做强战略决策，显然称不上伟大。

我们有时候会因名人崇拜和个人迷信的错觉，把某项决策的伟大英明正确，看成是所有决策都必然伟大英明正确的歧途上去，而由此得出领袖人物统统伟大，全部伟大，成为不可指摘的完人结论。历史证明，这种形而上的看法，会把这位领袖的许多谬误差错，乃至荒唐可笑的行径，在伪的“伟大”、假的“英明”，和其实不“正确”的旗号下，遮掩过去，那是很害人的。诸葛亮走出卧龙岗，到病逝五丈原，由于刘备、刘禅的致命弱点，由于他本人的性格悲剧，他的理论和实践，存在不少脱节之处。

他就是他，不是神。《三国演义》加意溢美的诸葛亮这个人物，不那么成功之处，也就在这里。

Liu firmly established himself, the whole empire could be attained. This conversation proved that Zhuge knew and foresaw the tripod division of China even though he had never gone far from his thatched cottage.



定三分隆中决策



荆州城公子三求计

东吴攻杀了黄祖，屯兵于柴桑。刘表差人请刘备赴荆州议事。刘备带孔明来见刘表，寒暄过后，刘表商议报复之策。刘备不主张南征，忧心曹操来攻。刘表说自己年老多病，欲将荆州托付刘备。刘备当面辞谢。二人回到驿馆，公子刘琦拜倒求救，泣言继母加害，性命危在旦夕。刘备说此乃家事，不敢多言。送刘琦出驿馆时，刘备附耳低语，如此这般，定有妙计相告。翌日，孔明回拜，刘琦再求活命之计，孔明不答。刘琦欲拔剑自刎，孔明止之道，公子上言，乞屯兵守江夏，便可避祸。刘琦再拜谢教。

In Jingzhou Liu Qi Thrice Begs Advice

Sun Quan's army slew Huang Zu and stationed troops in Chaisang. A messenger from Liu Biao came to Liu Bei, begging him to go to Jingzhou. Liu Bei did so while taking Zhuge Liang along. Liu Biao wanted to attack Sun Quan for revenge, but Liu Bei disagreed, worrying that Cao Cao would exploit the situation. Liu Biao then said he wanted to entrust Jingzhou to Liu Bei since he was getting old and feeble. Liu declined politely and went back with Zhuge to their guesthouse. As soon as they returned, Liu Qi, the eldest son of Liu Biao, arrived and bowed down, crying for help because his stepmother had tried to kill him. Liu Bei replied that he could not interfere because it was a family matter. However, when seeing Liu Qi off, he whispered, "You can do so and so, and there will be an excellent plan for you." The next day, Liu Qi met Zhuge again and pleaded once more for a strategy to stay alive. The former said nothing, so Liu Qi pulled out his sword to kill himself. Stopping him, Zhuge said,

◎ 从诸葛亮出山，三国的轮廓大貌基本定型。

◎ 当此时也，平定袁绍、远征乌桓、统一北方的曹操，自然是不容间断，挥师南下，乘胜完成大业。虽然他的幕士多次建议休整，而且他也没有诸葛亮为刘备设谋的隆中决策可用，也没有甘宁为孙权囊括荆襄宏图远见的谏言。但曹操比之刘备，比之孙权，终究是略胜一筹的政治家、军事家。他的战略目光一开始就十分明确地落在了刘表的荆州版图上。

◎ 所以把曹仁派驻樊城，主要是防范有强烈拓展野心的刘备。一、曹仁是嫡系部队；二、曹仁是有政治头脑的一员猛将；三、他和刘备作过战，深知对手。

◎ 可见曹操防刘备，甚于孙权。而刘备在军事上，出新野，攻樊城，烧博望，势不可遏。在政治上，对刘表，也已到了瓜熟蒂落、坐享其成的地步。因此，对曹操来说，刘备比孙权，有更大的危险性。虽然这两个人的存在，同是他的障碍，但他不可能两拳并出，在时间上必有先后之分。虽然孙权实力远胜刘备，但终属初握政权，经验不足，攻打黄祖，拿下江夏，又怕孤城难守，撤回东吴，说明东吴上下，时间上的紧迫感，尚不到箭在弦上的程度。

◎ 曹操的兵向荆襄而去的决策，当然是正确的。准确的果敢的判断力，是一个领导者必须具备的。

"Ask to be sent to Jiangxia, and you should be out of harm's way." Liu Qi thanked him with a deep bow.



荆州城公子三求计



诸葛亮火烧新野

曹仁、曹洪引军十万，浩浩荡荡杀奔新野。孔明早已张榜四门，将城中百姓疏散至樊城，并在许多人家屋上藏硫磺焰硝等引火之物。孔明用诱敌深入之计，使曹仁夺了新野。城门大开，城中空无一人。曹洪说，权且在城里安歇，明日再进兵。曹军人困马乏，饥肠辘辘，皆去夺房造饭。曹仁、曹洪就在衙内安歇。初更以后，狂风大作，城中三面火起，曹仁引众将突烟冒火，寻路奔走，遭赵云、糜芳、刘封等一阵截杀，死伤无数。

Zhuge Liang Burns Xinye

With 100,000 troops, Cao Hong and Cao Ren marched toward Xinye like a flood. Zhuge Liang had already posted notices at all gates to inform the residents about it, sent them away to Fancheng, and piled the roofs of many households with sulfur, saltpeter, and other combustibles. Zhuge wanted to lure the enemies in deep, so he allowed the Caos to enter the city through the widely opened gates. Finding the place deserted, Cao Hong ordered the soldiers to rest there for the night. Both men and horses were exhausted and starving, so the soldiers lost no time scattering among the houses to prepare food. The generals took up their quarters in the Governor's residence to rest. Around 7 pm, a fierce gale sprang up, and fires broke out in three directions. Cao Ren led the troops to dash through the smoke and fire, trying to find a way to escape, only to be attacked by Zhao Yun, Mi Fang, and Liu Feng. Countless soldiers died.

◎ 荆州和益州，都坏在刘备的坚而不决上。他不是不想要，而是想在无碍于他的这种仁义诚信的招牌下要，那当然等于白日做梦。刘备，一次次地被他的那些虚假名声，误了大事。庞统说，事当决而不决者，愚人也。刘备所以成不了大气候，他的虚张声势的仁义诚信，不也成为他碍事的包袱吗？

◎ 一个目标物放在那里，人人都想获得它，在这个目标物未明确落入谁的手中时，角逐者的争斗，便一刻也不得安宁。只有争夺已经无望，归属成为定局，大家这才会停下手来，这就是法正劝喻刘备取西蜀时，所说的“逐兔先得”的规律。于是，视情势而定，该取则取之，不该取则决不伸手，什么时候取，用何种方法取，则是一种艺术；行事巧拙，手段高低，便要看此人的悟性和果敢了。

◎ 老子托孤，而孤不买他的账，刘琮把荆州献给了曹操，如今已是曹操名下的地盘，他该取而不取，是谓愚；刘表的另一个儿子刘琦，也希望他进军襄阳，吊民伐罪，他能取而不取，是谓妄。他的迟疑，他的犹豫，则真是岂有此理了！要知道，此时嘴上的仁义道德，并非他的真实思想，他是从心灵深处畏曹的，怎敢正面摆敌。这个在夹缝中生存惯了的人，独当一面，难免怯场。哭，只不过是掩饰而已。



諸葛亮火燒新野



刘豫州败走汉津口

曹操得知张飞拆桥而去，命人速搭浮桥，火速进兵。刘备等行近汉津，曹军喊声震天追赶上来。危急关头，关羽领一队人马截住曹军。曹操怕中了孔明之计，传令大军速退。刘备等上船坐定，诉说当阳之事。忽见江南岸战鼓大鸣，舟船如蚁，顺风扬帆而来。刘备大惊。船渐渐驶近，是刘琦来接应。少顷，孔明引夏口之军来相助。

The Defeated Liu Bei Goes To Hanjin

Informed that Zhang Fei had destroyed the bridge and retreated, Cao Cao at once gave orders to make floating bridges, so his army could advance like wildfire. Liu Bei was near Hanjin when the Cao army caught him up with heaven-shaking shouts. At this urgent moment, Guan Yu organized an effective defense. Afraid of being tricked by Zhuge Liang's scheme, Cao ordered a swift retreat, so Liu was finally able to sit down on a boat and tell the story of Dangyang. Then suddenly came the loud beating of drums on the south bank, and a fleet of ant-like ships moved towards him with swelling sails. Liu was alarmed. The ships drew near, and he was relieved to see it was only Liu Qi, who came to his aid. Soon after, Zhuge arrived as well with the troops from Xiakou.

◎ 曹操建安十一年并州平，至此，袁绍势力彻底消灭。接着，十二年定乌桓，十三年进兵荆州，刘琮降，刘备惨败。

◎ 经过征讨乌桓的势如破竹，经过肃清袁绍余党的不费吹灰之力，经过江夏一役俘获了刘表的精锐水师，经过襄阳追击战，将刘备打得屁滚尿流。面对激流汹涌的长江，这个骑在马上厮杀半生的曹操，也要在波涛中、浪花里，做一回弄潮儿，过一把指挥水战的瘾，便成他不可抑制的战争冲动。

◎ 胜利接着胜利，在乘胜追击途中，从统帅到士兵最易出现的倾向，一是急躁情绪，二是轻敌思想，三是由急躁、轻敌而形成的迷恋武力解决问题，但求速战速决，对于军事武力以外的克敌取胜之法，往往被急功好利者因其不能立见成效而疏忽，以致求快不快，反而有失。这就是所谓的胜利冲昏头脑了。

◎ 但是，战争是复杂多端、变化万千的以生命为赌注的游戏，即使在冷兵器时代，也没有永远不败的常胜将军。因为每场战争，从开始到结束，必受其时间、空间、对手、实力诸多客观条件的制约。而这些外部因素又受主、客双方部队物质和精神状态制约，赢的会输，输的会赢；强的会弱，弱的会强，这是一个不断变化的过程，也是需要不断预见和不断适应的过程。

◎ 因此，害上“胜利综合征”的曹操，急于想统一中国，拍脑袋打这一仗，就难免赤壁之败了。