



## 六國封榮—

# 蘇秦

## Receiving High Glory in Leading the Six States— Su Qin

宣化上人講述於1988年3月11日

李鎔洲 英譯

Lectured by Venerable Master Hsuan Hua on March 11, 1988

English Translation by Tiger Li

戰國時洛陽人，字季子，倡議縱橫說。師鬼谷子，隱士也。蘇秦遊說秦王，分析天下興亡大勢，多次不用，無奈歸家。形容枯悴，面目黧黑，狀有愧色。父母不與言，妻不下機，嫂不為炊。蘇秦懸梁刺股，發憤讀書。三年後，往說趙王，使合縱以抵強秦。六國聯盟，互相援助，若一國違約，五國攻之。為六國相，使秦十五年不敢越函谷關。

自趙至楚，經過洛陽，回家省親，父母張燈結綵，清掃道路。妻側目而視，側耳而聽。嫂蛇行匍匐，如迎聖駕。蘇秦問：「嫂何前倨而後卑也？」嫂曰：「以季子位尊而多金。」蘇秦至齊國時，被刺死。臨終對齊王言：「大王！告示百姓，蘇秦奸人，刺者有賞。」刺客果至，欲領賞金，被捉斬之。

今天講戰國時代一位辯才無礙的說客，蘇秦。戰國是一個

Su Qin, of the Warring States Period, was from Luoyang. His courtesy name was Jizi. He advocated the art of political alliance after studying under Gui Guzi (Master Ghost-Valley), who was a recluse. Su Qin went to sell his philosophy to the king of Qin by analyzing the situation of the world for the king, as well as the rise and fall of kingdoms. However, he was rejected many times. Rendered helpless, he returned home, emaciated, with a dark and sallow complexion and a touch of shame. His father and mother refused to talk to him; his wife ignored him by continuing to weave; his sister-in-law refused to cook for him. [Humiliated], Su began to study fervently. Three years later, he went to offer his ideas to the king of Zhao, proposing his strategy of making political alliance with six other states to help each other fight against the state of Qin. And if any of the six allied states broke the alliance, the other five would retaliate. [He was then appointed as prime minister of Zhao] and was also later given the position of prime minister for the other five states. He was so successful that the troops of Qin were unable to go beyond the Hangu Pass.

This time when Su returned home, his parents hung high red lanterns and decorated the house with colored paper; the road was swept clean; his wife was so afraid of him that she dared not look straight at him, but slightly turning her head to one side when speaking to him. His sister-in-law was reduced to a crawl as if awed by the arrival of a king. Su Qin asked his sister-in-law, "Why were you so arrogant before but so humble now?" She answered, "Because you, Jizi, have high position of honor and abundance of wealth." Su Qin was later assassinated when he was an envoy to the state of Qi (one of the six states). On the verge of death, he left a plan to the king of Qi on how to capture the assassin, saying: "Your Majesty, you should announce that whoever assassinated the vicious Su Qin will be handsomely rewarded by the state." The assassin eventually came forward to claim the reward and was captured and beheaded.

### *Commentary:*

Today we talk about Su Qin, an eloquent political advisor cum envoy of the Warring States Period, an era when people believed in warfare and diplomacy. He was from Luoyang

崇干戈、尚遊說的時代，他是當時洛陽（今河南）人，字季子。古代人取名有伯、仲、叔、季四種，季就是最小的。蘇秦是最小的，所以養成一種驕傲、學東西一知半解的習慣，但是又自命不凡，覺得自己比誰都聰明有才智。他拜一位隱士鬼谷子做師父，學「縱橫說」；書讀很多，但是都食古不化，沒能消化就想出鋒頭，大露頭角。

他觀察當時局勢覺得秦國最強，於是就想游說秦王，倡議合縱的政策。他對秦王分析當時國家的形勢，怎麼治理國家，如何吞併六國。可是他讀書還沒有精通，所以秦王覺得他所說的道理似是而非，不夠圓滿，就不接納他的政見。蘇秦於是懷才莫展，無奈歸家。

為了到秦王那兒做說客，他把所有家產都變賣了，乘著高車駟馬，打扮得衣冠楚楚、相貌堂堂。可是見了秦王多次，說來說去，秦王也不用。不用他，他就蝕本了，於是把皮襖賣了，高車駟馬也當押了，整個人面黃肌瘦，一副沒吃飽的樣子，枯乾憔悴，面無血色。

他這樣面色黧黑、衣衫襤褸回到家，他父親看了就大不高興，他母親說：「我們供你讀書，供得傾家蕩產，把家裡所有的財產給你買狐狸皮襖、駟馬高車，現在回來不僅沒有榮華富貴，官也沒有一個，甚至把本錢都虧了，你還回來幹什麼？」爸媽氣得連話都不和他講，在那兒坐著鬱氣。

他的太太看他一副窮酸相，仍然照常織布，看也不看他一眼。他雖然也覺得慚愧，可是還是很驕傲的樣子，以為太太會客氣對他，你說這多尷尬！他的嫂嫂看翁姑伯母連話都不和他講，太太還照常織布，所以她也不理他，不做飯給他吃。

平時很驕傲、辯才無礙、自命不凡的蘇秦，回家受到這樣的侮辱，覺得很受不了。於是發奮讀書，懸梁刺骨，把頭髮拴在樑上，一想睡覺，頭一低，頭髮被拉痛就不能睡了。這樣子忍著不睡覺來讀書，但是時間久了還是想睡覺，就算頭髮拉痛也要睡，於是他又想出一個法子。

(present day Henan Province). His courtesy name was Jizi. The ancient people named their children with “Bo, Zhong, Shu, and Ji” in order of seniority, with Ji being the youngest. Su Qin never fully understood what he learned, but he was arrogant by nature and believed that he was smarter and more talented than anyone else. He took Master Ghost-Valley, a recluse, as his teacher to learn the art of political alliance. He read a lot but never truly digested the contents, yet he wanted to stand out and make a name for himself.

Observing the situation, he noted that the kingdom of Qin was the most powerful among the seven states. So he approached the king of Qin to win him over. He advocated his views on political strategies of alliance, his analyses of the rise and fall of nations, policies on ruling a nation, and strategies to conquer the other six. However, he wasn't learned enough. The king of Qin felt that what he said was not coherent or sound, so he didn't take his opinions. Su Qin could not fulfill his wishes and reluctantly returned home.

When he set out to see the king of Qin, he had sold off all his properties in order to ride in an expensive carriage and wear exclusive clothes to make himself look prestigious. He met the king of Qin several times, but the king always disregarded his opinions, so the expenses for the return trip became a problem. He lost everything so he sold his clothes and pawned his carriage. He became gaunt and haggard.

When he returned home broke, his father was unhappy to see what had become of him. His mother said, “We had sold off everything for you to study and to buy exclusive outfits and the carriage, but you return empty-handed, no riches or luxuries, not even a position in the government [to speak of]. And you lost all the money we gave you. Why did you want to come back?” Thus angered and disappointed, they refused to even talk to him.

His wife saw his impoverished, down-and-out look, and continued her weaving work without even looking at him. It was a very embarrassing situation for him—although he was ashamed, he still took pride in himself and assumed his wife would show courtesy toward him. His sister-in-law noticed that her parents-in-law did not talk to him and his wife just continued her weaving, so she herself refused to cook for him.

The normally arrogant, proud Su Qin, who once held his talents and eloquence in such high regard, could no longer bear the mistreatment from his own family. So he made a determined resolve to study hard. He hung his hair by tying it to the rafters so that when he lowered his head to fall asleep, his hair would be pulled and he would wake up. But over time, he got used to this pain and would still fall asleep, so he came up with another idea to stay awake.

☞待續

☞To be continued