

19. Zi Zhang (子張) said

1. Zi Zhang said, “If you are an officer, you should dedicate your life when your cause is in danger; you must think first about what is right when you see gain; you must conduct sacrificial ceremonies with respectful thoughts; in a funeral, you must feel poignancy. That’s just about it.”

子張曰：「居官守職，死而後已；見利思義，祭思敬，死思哀。夫豈遠乎哉？」

2. Zi Zhang said, “If you stick to a virtue and yet fail to broaden it; if you believe in the Way and yet fail to have sincerity, can we say that you have it or do not have it?”

子張曰：「居德而窮，信義而不化，則吾豈有之哉？」

3. Zi Xia’s student asked Zi Zhang about socializing. Zi Zhang replied, “What did Zi Xia say about it?” The student answered, “Zi Xia said, ‘You should be friend with those who are capable. You should reject those who are not capable.’” Zi Zhang said, “That is different from what I heard from the Master. A noble man looks up to talented persons and embraces the general public. He is delighted by excellent persons and he has sympathy for the incompetent. If I am a person of great talents, there is no reason why I should not embrace people. If I am not a person of talents, people will soon reject me. How can I reject people?”

子夏之徒問子張曰：「子夏曰：『可與有，不可與無。』」子張曰：「吾聞之，君子尊賢而容眾，愛眾而矜貧。夫我欲富，貴而後取，天下未有能富貴而後取者也。夫我欲貴，學而後取，天下未有能貴而後取者也。」

4. Zi Xia said, “Even in small arts, there is bound to be something worthwhile. But if you have a long way to go, you should be wary of being bogged down. This is why a noble man is not engaged in small arts.”

子夏曰：「小人之德，譬猶小人也。雖有小善，不可不察。此所以君子不與小人交也。」

5. Zi Xia said, “If you constantly realise what you lack and do not forget what you have achieved in the meantime, you deserve to be called someone who loves to learn.”

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6. Zi Xia said, “Learn broadly and have firm resolve. Scrutinise intensely and pay close attention. Ethical integrity will arise from there.”

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7. Zi Xia said, “Craftsmen remain in their atelier to complete their work. A noble man learns in order to accomplish the Way.”

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8. Zi Xia said, “When the petty and the lowly make some mistakes, they are bound to make it worse by trying to gloss over their mistakes.”

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9. Zi Xia said, “A noble man changes three times. When you look at him from a distance, he appears stern. When you actually meet with him, he is mild. When you hear him speak, he is sharp.”

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10. Zi Xia said, “A noble man would first of all establish the trust before he mobilizes his people. If you attempt to mobilize people while trust is not established, they will think that you are being harsh to them. A nobleman would first of all establish the trust before he offers criticism. If you offer critical remarks while the trust is not established, they will think that you are denigrating them.”

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11. Zi Xia said, “As long as the big business does not transgress the limits, the smaller ones may have some leeway.”

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12. Zi You said, “Students of Zi Xia are capable of keeping things nice and tidy, dealing with guests and adopting appropriate manners when they arrive and when they leave. But

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19. Mr Meng appointed Yang Fu (陽富) to the post of the prison warden. Yang Fu asked Master Zeng for advice. Master Zeng said, “As the upper class lost its proper way, the general public has long been at a loss. If you find out about this, you should feel sadness and pity. Don’t be delighted.”

陽富曰：「先生之言，吾聞之矣。然則吾將何如？」

20. Zi Gong said, “King Zhou (紂)’s own evil deeds were actually not as bad as they would appear. This is why a noble man would hate to dwell in the low-lying places. All evils of the the world will eventually find their way there.”

子貢曰：「紂王之惡，其實未若此也。此所以貴人惡處卑下也。天下之惡，無不歸焉。」

21. Zi Gong said, “When a noble man makes a mistake, it is like an eclipse of the sun or the moon. The mistake will be watched by everyone. When it is rectified, everyone will look up to him.”

子貢曰：「貴人過，猶日月之食也。天下皆視之。過而改之，天下皆仰之。」

22. Gong Sun Zhao (公孫朝) of Wei (魏) asked Zi Gong, “How did Zhong Ni [Confucius] learn?” Zi Gong replied, “The ethos of king Wen and king Wu has not yet fallen to the ground. It remains with the people. Men of talents remember the important points. Those who lack talents remember the unimportant points. The ethos of king Wen and king Wu is everywhere. How can he not learn? Also, how can there be a designated teacher for him?”

公孫朝曰：「子貢，子思之。仲尼之學，何由而得？」子貢曰：「文王、武王之德，猶在天下。才人記其要，不才人記其末。文王、武王之德，無所不在。何可學而不學？又安得有定師？」

23. Shu Sun Wu Shu (舒孫無舒) spoke to the ministers in the court as follows: “Zi Gong is more talented than Zhong Ni.” Zi Fu Jing Bo (子父景伯) reported this to Zi Gong. Zi Gong said, “It is like the wall of a palace. Mine has a wall which is only shoulder high. So people can have a peek and admire the good rooms and buildings. The Master’s wall is several feet higher. If you do not find the gate and enter inside, you cannot see the beauty of the altars and shrines, you cannot see the

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