

細講弟子規 第十四集

Confucius Teachings On Building A Happy Life (14)

- a foundation for Mahayana Buddhism practice

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Earn Others' Trust Before Exhorting Them

諸位朋友，大家好！

Hello my friends, good afternoon to you all!

我們早上提到了，要勸誡別人有個先決條件，一定要先贏得對方的信任。

We mentioned this morning that earning others' trust is the prerequisite to exhort them.

假如信任不足，可能你勸他的時候，他會誤解你，你是不是看他順眼？是不是在毀謗他？

If such trust is not sufficiently built, the other party may misunderstand you when you exhort him; he may think that you dislike him or slander him.

所以要先有信任。

So, there must be trust first.

如何能夠贏得親友的信任？

But, how do we gain the trust of our family members and friends?

這個信任絕對不是憑空而來，必須透過我們真心的關懷、付出才會建立信任。

Such trust definitely does not come out of thin air. It must be earned through giving others sincere care and help.

也有些朋友很熱心，喜歡幫助別人，

There are some people who are very enthusiastic and love to help others,

但是很多朋友看到他會趕快跑，覺得說他很煩人、很囉嗦。

but many of their friends would quickly run away when seeing them, thinking that such people are too annoying and bothersome.

然後會跟他說：拜託你，你不要再照顧我了。

Their friends would say, "For heaven's sake, please don't look after me anymore."

有沒有這樣子的人？

Is there such kind of people?

有！做得要死，卻給人家嫌得要死，有這種人，因為他的關懷跟付出沒有針對別人的需要。

After putting in so much effort, they were blamed by others instead. This is because they did not give their care and help according to others' needs.

所以，我們要善於觀察他人的需要，然後去付出，

We must be able to observe others' needs before lending them a helping hand.

自然而然能夠贏得信任，然後在適當的時機，我們說的話他就很能夠接受。

In this way, we will naturally be able to gain others' trust and when the timing is appropriate, they would readily accept our advice.

Trust Is Earned Through Undertaking Responsibility

我們來看一下，

Let's take a look!

比方說在父子關係當中，當你的父親對你非常的信任。他可能有好幾個兒子，特別相信某一個人的話，

For instance, in parent-children relationships, a father may have a few children but would particularly trust a certain child.

應該就是這個孩子最讓他放心，最孝順他，所以已經贏得了父親的信任。

It must be that this child always gave him peace of mind and was most filial to him. This child has already earned the father's trust.

因為也常常在父親需要的時候，他都會盡心盡力去盡他的為人子的本分。

It is because he would spare no effort to fulfill his filial duty when his father was in need.

再來，在君臣關係上，上司最需要什麼？最需要我們去幫他承擔一些工作。

Next, let's take a look at the superior-subordinate relationship. What do the superiors need most? What they need the most is that we help them undertake some responsibilities.

我們都能夠默默的做，而且每次做都能夠讓他放心，所以也是針對他的需要去付出，他就很信任我們。

When we can carry out the tasks silently and let them rest assured every time, they will certainly trust us very much under our attending to their needs.

再來，夫婦關係也是，比方說太太在家裡把家裡整理好，然後又把孩子教育好，讓先生沒有後顧之憂。

This can also apply to the husband-wife relationship. For example, the wife is able to keep the house clean and tidy as well as educate children properly, so that her husband would be free from troubles back at home.

所以自然而然很信任這個太太，那太太所講的話自然就有分量。

Needless to say, the husband will trust his wife very much, and whatever she says would carry much weight.

Observe More, Do More, Speak Less

媳婦嫁到夫家去，什麼時候可以進諫？什麼時候可以勸誡夫君，甚至於是夫君家裡的親友？

For a daughter-in-law who just married into her husband's house, when can she exhort her husband or even his family members and friends?

能不能嫁過去第一天就開始，這裡不好，那裡也不好，能不能這樣？

Can she start criticising her husband's family on the very first day after she married? Can she do as such?

假如一過去就指指點點，這裡要改進，那裡要改進，那會有什麼後果？

If she were to do so, what would happen?

一定會讓夫家的人對我們很排斥，因為才剛嫁過去，還沒有建立深厚的信任。

Her husband's family would surely reject her because she has not built an implicit trust.

所以我們要隨順人情，要善體別人的感受。

So, we must follow the nature of human relations and must be able to understand others' feelings.

盧叔叔曾經跟我說過，到一個新的環境一定要多看，

Uncle Lu once told me, when we arrive at a new environment, we must put more effort into observation.

看什麼？看別人的需要在哪，去付出；

What do we observe? Observe what people really need then offer them help.

多聽，聽聽看，聽出別人的需要，有時候也會聽出一些忌諱，別人不願意提到的，

We must listen with all ears, listen to what others need. Sometimes we can also hear some taboos; something that people are not willing to talk about, we should then avoid it.

我們就先避開，要聽出需要、聽出忌諱；多看、多聽，少講、少出意見。

We must be able to get others' needs and taboo through seeing and listening. We must make more effort to see and listen to others, and we must speak less and give less of our opinions.

我們到一個新的公司去，是不是也應該多看、多聽、少講！

When we arrive at a new company, should we also observe and listen more but speak less?

當你做得多說得少，你的主管、你的上司就會很信賴你，到時候你的意見他就很重視。

When you do more but speak less, your supervisors and superiors will trust you, thus take your opinions very seriously.

所以道理都是相通的，都是適用的。

The principle is the same, and it is applicable in all situations.

A Great Example of Establishing Trust to Make One's Voice Carry Weight

我們當媳婦的，也要能夠觀察到，什麼時候應該扮演什麼角色。

As the daughter-in-law, you must also be able to observe what role you should play in different situations.

這個領會我是從我母親身上學到的，我母親嫁過去的時候，她的小姑、小叔都還在念書。

I gained this understanding from my mother. When she married to my father, my aunts and uncles were still in school.

當時她要嫁的時候，我的外公極力勸退她，

At the time she decided to get married, her father strongly discouraged her.

外公也很厲害，他就開始分析，

Her father was very sharp! He analyzed to her,

他說：你看你嫁的是長子，然後他的弟弟、他的妹妹還在念書，然後你的公公，假如嫁過去，公公又是捕魚的，收入不穩定，所以你嫁過去一定很累。

"You see, you are marrying an eldest child whose brothers and sisters are still in school. Plus, your future father-in-law is a fisherman. Their income is unstable, it will cause you much burden if you were to marry him."

我媽媽就說：我還是要嫁。

My mother said, "I would still marry him."

為什麼？因為她覺得我父親很孝順，孝順的人才有情義，才有道義，

Why? Because she felt that my father is very filial. Only a filial child will have genuine affection and righteousness.

所以看了一大堆有錢人都不要，就要一個窮小子。

So, she did not choose the wealthy men she encountered but married a poor guy instead.

結果就嫁給我父親，確實很辛苦。

As a result, she married my father and has indeed gone through many hardships.

嫁過去以後，教書的錢都拿出來家用，還要給小姑、小叔念書的費用。

After she got married, all the money that she made from teaching was used for the family's expenses as well as for my aunts' and uncles' tuitions.

諸位朋友，假如是你的女兒，你嫁不嫁？

My friends, if that was your daughter, would you let her marry him?

所以，一來要有眼光，要放遠，知道孝子，有孝道傳家的家庭，往後一定會興盛。

We must have a far-sighted vision, must deeply believe that a family with a filial tradition will surely enjoy prosperity and success in the future.

再來，中國人說吃虧就是福，

As the Chinese say, "Being shortchanged is indeed a good fortune in disguise."

當你捨得吃虧，就會贏得他人對你的尊重，對你的佩服。

When you are willing to be disadvantaged, you will earn others' respect and admiration.

我母親家裡還算富裕，嫁過去還懂得這樣付出，

My mother's family was considered rich, yet she knew how to dedicate herself to his family in that way after she got married,

所以小叔跟小姑對她就非常的佩服，我那些叔叔對我母親也很好。

so, my uncles and aunts have profound admiration for my mother and treat her very well too.

但是慢慢的家庭狀況就改善過來，因為有孝心的人他對家庭一定有責任感。

Since a filial person has a sense of responsibility towards his family, our family finances have slowly improved.

我母親嫁到我們家差不多二十多年，她才開始怎麼樣？開口；

It was only after over twenty years of marriage into our family that my mother started to voice her opinions.

當信任已經達到某種程度，開口就很有力量。

When we have built a certain level of trust, our words will carry much weight.

所以，我們要厚積薄發，不要太躁動，有時候是欲速則不達。

So, we must deeply accumulate our virtues and restrain our voice. Do not act rashly!

Sometimes "Haste will fail one in getting to his destination."

而且給他人建議，你不要本來都沒建議，一建議就建議五條、建議六條，這樣也不好。

When giving others advice, we should not start with too many suggestions. Instead, we should give them suggestions little by little, one at a time.

就偶爾建議一條，結果雖然他們沒有做，後來都像你所印證的：你講得很準！慢慢那個信任就愈來愈高。

Even if they do not accept it in the beginning, they will slowly build up trust in us when later they realize what we said was right.

Emperor Tai Zong's Great Demonstration of Exhorting His Father

所以父子關係、君臣關係、夫婦關係都需要建立在信任、在付出當中。

The parent-children, superior-subordinate, and husband-wife relationships need to be established on trust and putting in effort,

再來，兄弟亦復如是，你愈照顧兄弟，兄弟就愈信任你。

it's the same with relationships among siblings; the more you take care of your siblings, the more they will trust in you.

最後朋友，朋友是沒有血緣關係的，這都是要透過長期的相處，

The last is the relationships among friends. Since friends do not have a blood relation, they must go through a long period of time of being together to build trust.

所謂日久見人心，才能真正贏得朋友的信任，進而重視我們給他的規勸。

As people often say, "A horse's power will be known after running a long distance, while a person's heart will be seen as time passes. Only then can they put importance on our advice through the trust in us.

我們中國古代很多聖哲人都做了很好的表演，

Many of the ancient Chinese sages had demonstrated very good examples for us.

諸位朋友，您思考一下，你去勸別人成功的機率超過五成的舉手？

My friends, think about it! Have you experienced fifty percent success rate on exhorting others?

Raise your hand if you have.

不多！有沒有發覺現在人不好勸？

Not many people! Do you realize that it is not easy to give advice to people today?

有！「苟不教，性乃遷」，

As the classic states, "Without proper education, one's behavior will be deviated from his innate nature."

一來是確實人沒有接受聖賢教誨，另外一個角度是現在我們心都太急躁了，

One reason is that people today do not receive the sages' education, the other reason is that people today are too impetuous.

所以在勸人的時候，有時候在態度、方法上都沒有掌握好。

So, when exhorting others, they sometimes did not grasp the correct attitude and method.

在唐朝初年，那時候還不算創立唐朝，剛好在隋唐之際。

Before the Tang dynasty started, at the time between the Sui and Tang dynasties,

唐太宗的父親李淵，他是帶著軍隊南征北討，當然李世民都跟在身旁。

Emperor Tai Zong's father, Li Yuan (*The first emperor of the Tang Dynasty) brought his army to wage wars across the southern & northern states. Of course, his son Li Shi Min (*The personal name of Emperor Tai Zong, the second emperor of the Tang Dynasty, ruling from AD 626-649) was following the troops.

有一次李淵決定要把軍隊往這個路線走，唐太宗一看，這個路線很可能會遇到敵軍的埋伏，會全軍覆沒。

One time, Li Yuan decided to lead his army on a route where Li Shi Min predicted that they would be ambushed by the enemy. Lest their troops be annihilated,

所以，李世民就一直勸他的父親不可以走這一條，但是他的父親都不聽。

Li Shi Min kept trying to dissuade his father, Li Yuan, not to take his route. But his father refused to listen to his advice.

結果那天早上就要出發了，突然聽到帳外有人放聲大哭，

When they were about to set off on their journey that morning, suddenly they heard someone crying loudly outside of their tent.

李淵很奇怪，怎麼有個大男人在那裡放聲大哭？李淵就走出來，看到李世民坐在地上放聲大哭。

Li Yuan felt very strange and thought, "Why is there a big man crying loudly?" Li Yuan walked out of the tent and saw Li Shi Min weeping bitterly on the ground.

然後李世民就說「父親，這樣去鐵定會讓全軍覆沒」，他愈說哭得愈大聲。

Li Shi Min said, "Father, if we embark on this journey, our entire troop will surely be annihilated."

He cried even louder while saying this.

我們《弟子規》說的「號泣隨，撻無怨」，這個「號泣隨」就是唐太宗李世民的表演。

It is stated in *Dizigui*: followed by crying to help them understand, and I will not hold a grudge against them even if they end up whipping me. Tai Zong, Li Shi Min, had demonstrated to us this "followed by crying to make them understand."

他父親一看，這個兒子還真難得，堅持要勸誡他，

Upon seeing this, Li Yuan was very moved by his son's insistence on dissuading him.

後來真的就改了路線，軍隊不至於造成危難。

Finally, they took a detour and managed to escape the danger.

所以諸位朋友，一個孩子的孝心拯救了什麼？一個軍隊。

So, my friends, what had a child's filial piety saved? A whole army troop!

假如這個軍隊沒有拯救，那中國歷代怎麼樣？

Had the army not been saved, what would have happened to Chinese history?

諸位朋友，有沒有感覺到人生確實要很謹慎，差之毫釐，失之千里，對！

Dear friends, do you realize that we must be very cautious in life? As the proverb goes, "A miss is as good as a mile (A millimeter's miss leads to a thousand mile's error.) "

不然您現在回想一下，這幾十年，假如在某一個關鍵你抉擇錯了，

Let's think back on our lives now: for decades, if we had made a wrong decision at a certain point of our lives,

現在我們就沒有這個福分，可以在這裡沒有後顧之憂聽聞聖賢的教誨。

would we be able to get together to learn sages' teaching today without worries?

所以，人要時時謹慎，還有要時時感恩，因為在這個過程，也是有非常多的親友給予我們很重要的提醒、引導、規勸。這是兒子勸父親。

We must be prudent and grateful at all times, because, during this process, so many loved ones have given us very important reminders, guidance, and advice. This is a case of a son dissuading his father.

A Father Awakens His Son's Sense of Shame

當然也有父親勸兒子，父親勸兒子大部分是在兒子已經成年了，也不方便對他大吼大叫。

Of course, many cases are parents admonishing their children. This mostly refers to after the children are grown up. It is inappropriate to shout at them when they are a grown up, but we could strictly admonish them with righteous words when they were little.

大了都愛面子，你當場在別人面前罵他，他可能不接受之外還會怨恨在心。

A grown up is concerned about their *face*; if we were to scold them in front of other people, they would not only reject it but harbor resentment against us.

有一位年輕人十六歲，他剛好開著車帶他父親到一個遊樂的地方，把他父親放下來。然後跟他父親相約下午四點在這裡碰頭，

There was a sixteen-year-old youngster who drove his father to an amusement park. After dropping his father off, he told his father that he would come to pick him up at four o'clock.

他就開著車到一個加油站去加油。去了加油站，他覺得時間還有幾個小時，

He then drove to a gas station to refill gasoline. When he reached the gas station, he realised that there was still a few hours to kill.

所以想說就到旁邊的電影院去看電影，然後再到加油站，再趕快開回去接他父親。

So, he thought he might as well go to the next door cinema to see a movie. He planned to pick up his car from the gas station then drive to pick up his father after seeing the movie.

結果一看怎麼樣？忘了時間，回過神來，已經耽擱了一個多小時了。

But what happened next? He forgot the time! When he regained his sense of reality, it was already late by over an hour.

他趕快跑到加油站，把車開到要跟他父親會合的地方。

He quickly ran to the gas station then drove to the place where he was supposed to meet his father.

結果他心裡就想，父親一定會罵他，所以他就想了一個理由，跟父親講是因為車子拋錨所以去修理。

Thinking that his father would surely scold him, he thought of a reason to tell his father that the car had broken down and he had gone to repair it.

我們不能怪他，因為他沒有學過《弟子規》，

We cannot blame him because, what had he never learned before? He had never learned *Dizigui*.

「倘撝飾，增一辜」，「無心非，名為錯」，現在是「有心非」就「名為惡」了。

Dizigui states, "If I try to cover up my mistakes, I will be doubly wrong." "If I accidentally make a mistake, it is an error;" but now he did it on purpose, then "it is an evil act."

他以為他很聰明，然後看到他父親就開始跟他說：父親，因為車子拋錨，所以才這麼晚回來。

He thought he was very smart. When he saw his father, he said, "Dad, the car broke down, so I am late."

他父親說：你為什麼要欺騙我？他還不放棄，他說：父親，我講的都是實話。

His father said, "Why do you want to lie to me?" He did not give up, "Dad, I am telling the truth."

他父親接著說：我已經打電話到這個加油站，他們告訴我，你的車子一直都放在那裡。

His father continued, "I called the gas station. They told me that your car has been parked there all along."

結果他的謊被揭穿了，很慚愧。

When his lie was exposed, he felt very ashamed.

他父親接著說：我很生氣，我不是生你的氣，我是生我自己的氣。

His father then said, "I feel very angry, I am not angry at you but myself."

他父親說：我教了十六年的兒子，居然會為了怕我責備而欺騙我，

The son who I have taught for sixteen years would actually lie to me for the fear of getting my scolding.

這是我教子無方，所以我應該好好檢討我自己，這一段旅途我自己走回去。

It indicates that I have failed in the way of my educating children, so I must introspect myself.

For the journey home, I will walk back on my own."

離他們家十八英里，一個小時差不多才走四、五英里，他父親真的就這樣一步一步走回去。

It was an eighteen-mile journey and it took an hour to walk only four to five miles. The father had really walked back home step by step.

兒子開著車在後面跟著老爸，這個兒子說這是他一生走過最煎熬的路，但是也是他這一生上過最好的一堂課。

The son was trailing behind his father in his car. The son said that the way home was the most tormenting one he had ever had in his life, but it was the best lesson he had ever attended in his life.

這位孩子說，他從那時候開始到他現在，從來就沒有再撒過謊。

He also said that he has never lied since.

所以，這個父親是用他的德行、用他的慚愧心喚醒了孩子的慚愧心。這個也是父親勸誡兒子。

This father had used his virtues and a remorseful heart to awaken his son's sense of shame.

This is a case of a father admonishing his son.

所以我們勸，除了要有一顆真心、存心、善心之外，也要有很巧妙的方法。

So, when exhorting people, we must also apply skillful and wise methods other than a sincere and good intention.

The Art of Speech Saved a Minister's Head

再來，君臣關係，我們也是要勸誡，當臣子的有責任勸誡他的君王。

Next, in the superior-subordinate relationship, we also have the duty of exhortation. The courtiers have the responsibility to exhort their monarch.

提到勸誡，我們一定會想到哪個大臣？唐朝的魏徵。

Speaking of this, which minister would we surely think of? Yes, Wei Zheng of the Tang Dynasty. 魏徵其實是個，我的感受應該是個很可愛的人。

I personally feel that he must have been a very admirable person.

他一開始輔佐唐太宗，他 都把話先講在前頭，很有語言的藝術。

Before he started his job of assisting Emperor Tai Zong, he had shown his art of speech and made it clear to the emperor beforehand.

他就跟唐太宗說：皇上，我 不要做忠臣，我要做良臣。

He said to Tai Zong, "Your majesty, I do not want to become a loyal minister, I want to become a good minister."

唐太宗聽了覺得很納悶，為什麼不做忠臣要做良臣？

Upon hearing this, the emperor was very puzzled as to why he did not want to be a loyal minister but a good minister instead.

魏徵接著說：因為做忠臣都要被砍頭，做良臣才不會沒命。

Wei Zheng continued, "Because a loyal minister will be beheaded while a good minister will not lose his life.

唐太宗一聽就在那邊哈哈大笑。其實唐太宗是個聰明人，

Tai Zong bursted into laughter upon hearing this. In fact, Emperor Tai Zong was an intelligent person.

他在那裡哈哈大笑的時候 he 會想：忠臣都是被誰殺的？被暴君殺的；假如我把他殺了，那我不就變什麼？變歷史上的暴君了！

While he was laughing, he was thinking, "By whom are the loyal ministers killed?" By a tyrant! If I were to kill him, wouldn't I become a tyrant in history?

所以，其實魏徵這段話已經讓他自己這個命已經可以先保住了。

So, Wei Zheng's words had already saved his own life in the first place.

An Empress Wisdom Turn the Emperor's Rage into Joy

魏徵也常常在唐太宗有些過失的時候，都對他直言不諱，

Very often, Wei Zheng would give Emperor Tai Zong blunt advice whenever the emperor did something wrong.

他也常常提醒唐太宗，「水可以載舟，亦可以覆舟」，

He often reminded Tai Zong, "Water can hold a boat afloat, it can also capsize it."

人民可以擁護你，成就你的功業，當你不愛惜人民，他同樣可以把你推翻。

Likewise, the people can support and help you succeed in your endeavor, but they can also overthrow you when you don't love and cherish them.

所以，唐太宗也是時時戰戰兢兢治理國家。

So, Emperor Tai Zong was able to rigorously remain vigilant when governing his empire.

有一次魏徵進諫的很激烈，把唐太宗氣得半死，然後氣沖沖就跑回他的寢宮，

Once, Wei Zheng gave Tai Zong a very intense admonition. Tai Zong became so furious and walked back to his imperial bedchamber.

邊走邊喊,「氣死我了,我一定要殺了他」,就這樣氣沖沖走回他的寢宮。

He was whining while walking, "Really drive me crazy! I must have him killed." Furiously, he arrived his bedchamber.

他的皇后就看到了,看到他氣得半死,皇后心裡想只有誰可以辦得到?只有魏徵辦得到。

Seeing the emperor being enraged, the empress knew well that there was no one other than Wei Zheng who was capable of stirring his anger like this.

皇后馬上就去換了非常端莊的衣服,很正式的衣服,

This empress immediately went to change into very dignified and formal attire.

換好以後就走到唐太宗面前,就跟他跪下來說:恭喜皇上!賀喜皇上!

Then she walked up to the emperor, knelt down before him and said, "Congratulations, Your Majesty! Congratulations, Your Majesty!"

唐太宗本來氣得半死,對皇后這個舉動覺得莫名其妙。

The enraged emperor was now baffled by the empress's behavior.

然後皇后就說:皇上,一定有明主出現,明君聖主出現才有臣子敢這樣直言不諱。

The empress continued, "Your Majesty! Surely a sage monarch has appeared, otherwise there wouldn't be such a minister who dared to say blunt words."

結果唐太宗一聽轉怒為喜:那我是明主!

The emperor's anger was turned into joy because the empress was implying that he was a sage monarch.

所以,一個太太對先生可有很大的影響,假如這個時候皇后又進了魏徵幾句讒言,我看「貞觀之治」可能就改寫了。

So indeed, a wife can have profound influence on her husband. If the empress had further uttered some smearing words against Wei Zheng at that time, I think the Golden Years of Zhenguan (A glorious era of the Tang dynasty) would have been replaced by a different history. 所以一個家的興旺,一個朝代的興旺,絕對都是非常多人的付出,非常多人的參與才可以做得到。

So, the prosperity of a family and a dynasty is definitely attributed to many people's contribution and involvement.

我們明白這一點,在人生當中成就的一些事,一定要把功勞回饋給所有的人,一定是眾志才可以成城。

Understanding this, we must give credit to everyone who has contributed to some of our life accomplishments. As a saying goes, "Only by uniting the will of all people, can a strong fortress be built."

所以,唐太宗不止有魏徵,還有身旁皇后,這麼多賢德之人的輔助。

Emperor Tai Zong was not only assisted by Wei Zheng but also supported by many virtuous people like the empress.

Emperor Tai Zong's Three Mirrors

後來魏徵去世了,唐太宗哭得很傷心,

After Wei Zheng passed away, Emperor Tai Zong cried bitterly.

他說:我有三面鏡子(以前都是銅鏡),

He said "I have three mirrors." In the past, the mirrors were made of bronze.

「以銅為鏡,可以正衣冠」,可以把他的衣服、帽子戴好;

He said, "Using a bronze mirror, I can see if I have worn my clothes and hats properly.

「以史為鏡」，用歷史來觀照自己的施政，「可以知興替」，怎麼做才可以讓朝代興，怎麼做會讓朝代敗，他可以從歷史觀照的到；

Using history as a mirror, it enables me to know how a country can rise and fall." If a nation's leader uses history to observe his own governance, he will be able to learn how a country can prosper or decline. He can observe them from the history.

「以人為鏡」，用到一個賢良的大臣來勸誡他，「可以明得失」，可以了解到他所有的政策的得跟失，進而去修正。

"Using people as a mirror, it can enable me to see clearly the pros and cons of things." If a nation's leader allows virtuous ministers to exhort him, he will be able to know all the pros and cons of his policies, and further rectify them.

唐太宗說他有這三面鏡子，而現在已經壞了一面，就是魏徵死了。

The emperor said that he had these three mirrors, but now one of them had broken because of Wei Zheng's demise.

從這裡我們也可以看出來，一個賢明的君主一定是非常惜才、愛才，他才能夠贏得這些大臣對他的信任。

From here, we can also deduce that a sage monarch must have greatly cherished and loved his virtuous and talented ministers, only then could he win the trust of these great ministers.

Management 101: *The Four Books*

治理國家如是，現在治理企業亦如是。

Governing a country is like this, so is administering an enterprise now.

所以諸位朋友，現在企業界很強調管理學問，其實我們的《四書》裡面有沒有管理學問？

My friends, the current business world emphasizes management knowledge. In fact, is such knowledge available in our classics, such as *The Four Books* (**The Great Learning, Doctrine of the Mean, The Analects, and Mencius*, written before 300 BCE)?

有！而且都是非常精闢的管理學問，都是綱舉目張。

Yes! Its management knowledge is very incisive, and is clear in both principles and details.

我們來思考一下，《中庸》裡面有提到，「凡為天下國家有九經」，

Let's contemplate it! *The Doctrine of the Mean* states, "For governing a country and bringing world peace, there are nine constant laws to be observed."

有九個治理 天下的好方法，

It means that there are nine good methods for governing a country and bringing peace to the world.

第一個「修身也」，第二個「尊賢也」。

The first one is self-cultivation; the second is honouring the sages.

求學問要主動，所以我就講三條就好，其他諸位朋友去翻《中庸》。

One must be proactive in seeking knowledge and wisdom. So, I will only explain the first three methods, and you can study the rest in the *Doctrine of the Mean*,

「親親也，敬大臣也，體群臣也，子庶民也，來百工也，柔遠人也，懷諸侯也」，

which includes: being affectionate to one's family members and relatives, respecting the great ministers, being considerate to all officers, treating commoners like your own children, recruiting all classes of artisans, being kind to those from afar, and appeasing feudatories (*people who hold land under the conditions of the feudal system) of the states.

這九個方法，其實用在現代絕對可以讓你的企業蓬勃發展。

By applying these nine methods in modern times, your business is bound to flourish.

第一個一定要「修身」,

But first and foremost, we must cultivate our own virtue.

自己真有德行才能贏得真正好的人跟你一起共事, 只要有人就不怕不能把事情做好, Only when we have virtuous conduct can we attract truly good people to work with us. As long as we attract good people, we need not fear being unable to accomplish our task well. 所以《大學》裡面也提醒我們「有德此有人」。

The Great Learning reminds us. "If one has virtue, he will then have people's hearts."

現在有錢的人不一定找得到人才, 現在暴發戶很多, 但是他要請人都請不到優秀的人。

Nowadays, the rich people may not necessarily be able to find talented people. There are many upstarts now, but they are unable to employ people of outstanding talents.

但是只要自己有德行, 所謂「物以類聚, 人以群分」,

As long as we have virtues...just like the saying goes, "Birds of a feather flock together"

自然而然德行就會感召這些有志之士過來。所以根本還在修身。

our virtue will naturally attract people with noble aspirations. So, self-cultivation is still the root of success.

When We Respect Sages, More Sages Will Come to Assist Us

第二個「尊賢」,

Secondly, we must honor the sages.

尊敬賢能的人, 自然而然就有更多的賢哲來投靠,

If you respect sages, naturally there will be more sages coming to assist you.

因為真正賢能的人不是用錢可以請得到的。用什麼可以請得到?

Because a genuine virtuous person would not be hired with money. What could he be hired with?

孔明是不是用錢請出來的?

Was Kong Ming (*Also known as Zhuge Liang, 181-234 AD, thrice visited by Liu Bei in his secluded cottage, finally agreed to serve the public and became a well-known politician, strategist, and inventor in Chinese history) hired with money to serve the public?

「三顧茅廬」是什麼原因? 真誠心; 是什麼? 恭敬心,

How did Liu Bei thrice visit Zhuge Liang's secluded cottage? With his utmost sincerity and respect.

我們恭敬對待賢德的人, 他就很願意出來。

When we can respect the virtuous people, they will be very willing to come out and help.

除了真誠心、恭敬心, 還有一個, 要有為人民服務的心, 才能請得出這些人。

Other than sincerity and respect, we must have a heart of serving the people, only then can we move the virtuous people and have them agree to help out.

剛剛講到唐太宗這麼樣的珍惜魏徵, 一定會讓更多讀書人願意來效忠他, 這是尊賢。

We have just mentioned how Emperor Tai Zong valued and cherished Wei Zheng, his attitude surely attracted many more scholars who were willing to devote themselves to him.

假如今天當老闆的不尊賢, 還會嫉妒很多很有工作能力的部屬, 甚至於他還好女色,

This is about honoring the sages. If today an employer was not respectful to the virtuous people, was jealous of many of his highly capable subordinates, and was even fond of lust, 縱使他現在如日中天, 遲早會衰敗下來。

sooner or later he would fail even if he were at the pinnacle of his career now.

所以一個人尊賢就能夠「去讒遠色」, 去讒言, 遠離女色。

So, a person who honors the sages will be free from believing in fawning speech and will stay away from lust.

A Filial Leader Saves His Company and Uses *Dizigui* for Staff Training

第三個，「親親也」，這個「親」是指他的父母，他的親人。

Thirdly, we must be affectionate to our parents, family members, and relatives.

當一個領導者他首先把孝道做出來，一定可以以德感化他的員工，感化他的人民。

Being a leader, one must first demonstrate filial piety, then his virtuous conduct can definitely move and transform his employees and people.

在我們中國有個企業，它本來已經虧損了人民幣七、八億，

In China, there is an enterprise that had lost around ¥700-800 million RMB.

虧了那麼多，很多企業可能都爬不起來，但是它還是堅持繼續努力。

Suffering such a huge loss, many companies may not be able to revive their business, but this company still strived to work hard.

在這個努力過程，他們這個企業的家風很好，每到重要的節日，董事長一定帶著他自己的孩子、孫子一起拜他的媽媽，

During the course of their efforts, due to the president of this company inheriting a very good family tradition; he would always lead his children and his grandchildren to pay respect to his own mother whenever there were important festive occasions.

所以這個家裡有孝道之風。

This indicates that he inherited a good family tradition of filial piety.

然後他對於他的員工訓練也很用心，這就是把員工當親人看待，他們用《弟子規》來訓練員工

In addition, he also devoted his efforts to staff training. He treated his employees like his own family and used *Dizigui* to guide himself as well as his employees.

用《弟子規》訓練員工，這一點很難得！一般的企業、商業，訓練員工都訓練什麼？

It is very rare that an employer is willing to use *Dizigui* to train his employees! What training would most enterprises give their staff?

怎麼把東西賣出去，是不是？但是他卻是用《弟子規》來訓練員工，

Train them how to sell the company's products, right? Yet, he uses *Dizigui* to train his employees!

代表希望員工在他這裡能夠成長，能真正學到做人做事。

It indicates that he wishes the staff of his company to grow spiritually and truly learn the ways of dealing with people and matters.

改天縱使離開了，他也覺得對得起這個員工。

One day, even if the employees left the company, he would feel no guilt for how he had treated them.

有他的這一分孝道，也有這一分對下屬的一種關懷、栽培之意，所以他現在已經從虧損了七、八億人民幣，到現在企業發展得很快速，也很成功。

Owing to his filial piety as well as his intention to care for and educate his employees, his company, from the loss of ¥700-800 million RMB, is now growing rapidly and is very successful.

所以確確實實我們老祖宗講的這些道理，絕對不會因為時空而改變。

Indeed, the principles that were imparted by our forefathers will never change throughout time and space.

而很多的企業為什麼不能長久？因為他都沒有回歸到根本的做人態度，

Why are there many enterprises unable to survive long? Because they did not return to the fundamental attitude for being a person.

很多人是倒下來了，還不知道自己為什麼會倒下來。
Many enterprises had collapsed but still did not know why.

How Can We Gain Benefit from Listening to Sage Stories?

我們剛剛是從唐太宗懂得接納部屬、接納臣民對他的進諫，代表他尊賢。

We have just cited Emperor Tai Zong's ability to accept his subordinates' and ministers' exhortation, which shows his respect to sages.

我們從一個聖主的言行舉止，也能夠學到他為什麼能這麼成功！

From a sage monarch's speech and behavior, we can certainly learn why he was able to achieve such success!

當我們知道了，就要把這些態度怎麼樣？

After we know the principle, what should we do with these life attitudes it imparts?

聽完唐太宗、聽完魏徵的故事要怎麼樣？

What should we do after listening to the story of Emperor Tai Zong and Wei Zheng?

我們人生這場戲主角是誰？是自己！

May I ask who plays the leading role in the show of our own lives? Ourselves!

所以我們在聽故事的過程，誰是唐太宗？我就是唐太宗。

So, when we listened to the story, who is Emperor Tai Zong? It is myself!

要有去學習他的優點的這個態度，不然聽了，閔子騫是閔子騫，子路是子路，那不就白聽了嗎？

We must have this attitude to emulate his strengths, otherwise, Min Ziqian is Min Ziqian, Tai Zong is still Tai Zong..... we have gained nothing from the stories.

所以有位老師他的成長特別快，

There is a teacher who has made rapid progress.

有一天他就跟其他的老師說，他說：我覺得蔡老師在講課，每句話都在罵我。

One day, she said to the other teachers, "I felt when teacher Tsai was teaching the class, each of his words was scolding me."

我看起來像會罵人嗎？

Do I look like someone who would scold people? Ha ha ha...

但是他這句話就已經點出來，他為什麼進步的特別快？

But her words have already pointed out to us why she has made such rapid progress.

因為他時時看到好的就提醒自己要效法，聽到不好的馬上怎麼樣？

It is because she would remind herself to emulate good people whenever she saw them. What would she do when she hears some bad examples?

「見人惡，即內省」，

"When I notice misbehavior of others, I must immediately reflect upon myself."

就好像覺得每個都好像在說我一樣，這個叫善學。

Therefore, she felt that my lectures were all pointing out her faults. This is called *keen learning*.

所以，同樣聽課聽那麼多，每個人學到的都不一樣，善於學習很重要。

Everyone who has listened to the same lecture would reap different benefits. So, it is very important to have the ability of keen learning.

這是唐朝。

These are the stories from the Tang Dynasty.

A Minister Risked His Life to Save Royal Family During the Witchcraft Chaos

在漢武帝的時候，武帝那個時候也是文治武功相當興盛的一個朝代。

Now let's take a look at the Han dynasty! During the reign of Emperor Wu of the Han dynasty, it was an era of a great success in the fields of literature, politics, and military.

但是武帝他的末年發生了一件很不幸的事，叫做「巫蠱之亂」。

But, in the later years of Emperor Wu, a very unfortunate incident happened. It is called "the witchcraft chaos."

就是有人誣告太子、皇后，他們拿了些巫術要去陷害別人，都把它埋在地底下，其實是要嫁禍於皇后跟太子。

Someone had taken some witchcraft items and buried them beneath the prince's and empress' palace with the intention to frame the prince and the empress.

最後太子覺得這個情況不妙，就起兵殺了這些蠱惑的人，殺了這些把皇帝欺騙的這些江湖術士。

In the end, the prince was pessimistic about the situation and ordered his soldiers to kill the warlocks who had been deceiving and misleading his father, the Emperor Wu.

但是由於這個動作，漢武帝還以為太子要造反，

Because of this act, Emperor Wu thought the prince had planned to plot a rebellion.

所以那個時候太子還有太子的親人統統都被關起來，搞得整個漢室的家族也是非常的混亂。

As a result, the prince and his family were all locked up, and the entire royal family had fallen into total chaos.

結果漢武帝那時候剛好在氣頭上，就說只要在監獄裡面的統統殺了，殺自己的人。

At that time, Emperor Wu was in a fit of rage, he ordered to kill all those imprisoned. The emperor was going to kill his own family!

有個孩子才剛出生，是漢武帝的曾孫，也就是後來的漢宣帝，才剛出生。

There was a newborn baby, who was the emperor's great grandson. Later, he was known as Emperor Xuan of Han.

那時候有個大臣叫丙吉，他也負責這件事情，這個巫蠱之事的審判，但是他就不願意把宣帝交出去。

At that time, a great minister, Bingji was in charge of this witchcraft trial. He was unwilling to let Emperor Xuan to be executed.

漢武帝已經派人來要人，

Emperor Wu had sent someone to ask for his great grandson.

丙吉雖然知道漢武帝已經在氣頭上，但是他也非常有正氣，

Bingji still upheld righteousness even though he knew that Emperor Wu was enraged.

他就回答說：沒有罪的人，我們都不應該殺他，更何況這個人還是皇上的親人。

He said, "We should not kill the innocent, let alone he is the emperor's family member."

結果來的人就把這個話帶回去給漢武帝。漢武帝突然醒過來了，才大赦了這些還沒殺的人。

When the messenger conveyed Bengji's words to Emperor Wu, the emperor suddenly restored his sanity and declared an amnesty for the remaining prisoners.

所以丙吉是以死，因為皇帝在氣頭上的時候，很有可能受到株連，連自己的都保不住。

So, Bingji was actually risking his own life to exhort Emperor Wu; because, when the emperor was enraged, he might be implicated and lose his own life.

所以他以死來進諫，才能夠把漢武帝喚醒。

Yet, using *death* to dissuade the emperor, Bingju could finally awaken Emperor Wu.

後來漢宣帝繼位，但是丙吉從來沒有再提這件事。

Later Emperor Xuan succeeded the throne, but Bingji never mentioned this incident again.

所以，以前讀書人覺得我這麼做，比方說「殺身成仁，捨身取義」，是為了什麼？

So, to the past scholars, why did they dare to do such things? For instance, why did they dare to sacrifice their own lives to uphold benevolence and righteousness?

絕對不是為了我以後有沒有什麼好處，而是有沒有遵循聖賢人的教誨，能夠時時為人民、為國家，還有對得起他自己的良心。

It was definitely not because they wanted to obtain future rewards, but because they wanted to abide by the sages' teachings. They harbored a heart of serving the people and country at all times. Also, they chose to live up to their own conscience.

這是我們在唐朝、在漢朝看到了臣子對於皇帝、對於君主的勸誡。

These were the examples of exhorting their monarchs from the ministers in the Tang and Han dynasties.

The Right and Wrong Ways to Dissuade a Spouse to Quit Smoking

再來我們看，夫婦之間也要勸誡，

Next let's see, the husband and wife must also exhort each other.

剛剛也提到，唐太宗的皇后也是很善巧的勸誡了他。

We have just mentioned that the empress had skilfully and wisely exhorted Emperor Tai Zong.

有個朋友她要勸她先生戒煙，怎麼勸先生戒煙？

Now let's see a friend who wanted to dissuade her husband to quit smoking. How should a wife dissuade her husband?

有位女士叫她先生不要抽煙，

This woman asked her husband not to smoke.

剛好她先生跟一些朋友一起吃飯，另外的朋友遞給她先生一支煙，她馬上把他的煙搶過來，這麼做會不會成功？

One time, they were having a meal with some friends. One of the friends handed a cigarette to her husband. She snatched the cigarette from her husband. Would she succeed by doing so?

這個一定會造成反效果。

This would surely bring about an opposite result.

所以我們勸的時候要看存心，不是那種控制「你就是得聽我的」，那一定反效果；

We must be mindful of our intention when exhorting others. It is definitely not a controlling like "just listening to me no matter what..." That would certainly lead to an opposite effect.

存心一定要想著讓對方得利益。再來時機要抓對，

Our intention must be for the benefit of the other party, and we must catch the right timing.

你這麼一搶，他的面子怎麼樣？都掛不住了。

What would happen to her husband's *face* when she snatched his cigarette like that? He would lose his *face* completely.

所以，要考慮態度、考慮方法。

So we must contemplate on our attitude and method.

另外一個勸先生戒煙就不是這樣勸，

Another woman did not use such a method to dissuade her husband from smoking.

她就跟她先生說：先生，你看我們孩子還小，孩子都這麼可愛，你的健康才是我們一生的依靠。

She said to her husband, "My dear, our children are still so little and so adorable, your health is our lifelong support."

不是男人講甜言蜜語有效，女人講也很有效，先生會突然覺得「我很重要」！

Not only men's sweet talk is effective, women's sweet talk will also be very effective. A husband would suddenly feel that he is very important!

用這些柔軟的言語勸先生戒。

This lady used her soft words to dissuade her husband.

不只是勸先生戒，還把方法告訴他，

She not only advised her husband stop smoking but also let him know its method.

就買了很多瓜子，跟她先生說「你只要很想抽煙就趕快嗑瓜子」，把方法都告訴他。

She bought a lot of toasted melon seeds and said to her husband, "Whenever you feel like smoking, you can quickly nibble some melon seeds."

後來嗑了一陣子瓜子，遇到一些境界來了，又抽起來，第一次沒成功。

After nibbling the melon seeds for a while, her husband went back to smoking when he encountered some challenging conditions. So, the first attempt failed.

第二次不惜重金，換巧克力，想抽煙的時候吃巧克力。

On the second attempt, she used chocolate at all costs. She let her husband eat chocolate whenever he wanted to smoke.

結果第二次也持續了一段時間，頗有功效。

The second attempt lasted for a while and was rather effective.

突然有一位朋友來找她先生，一坐下來，他這個朋友馬上要拿一支煙要遞給她先生。

One day, one of her husband's friends came to visit them. As soon as sitting down, this friend handed a cigarette to her husband.

這時候假如你是他太太怎麼辦？

What would you do at this moment if you were his wife?

情急之下，他太太就走過來，也是「怡吾色，柔吾聲」，

At that critical moment, the wife quickly came over. She "makes her expression pleasant and softens her voice".

她就對她先生的朋友說：你要多體諒我，我已經讓我先生戒煙，第一給他買瓜子，嗑了很久；後來這個失敗了，

Then she told her husband's friend, "Ah, you must forgive me! I have been helping my husband to quit smoking. I bought him melon seeds at first, but that method failed after a while.

又給他買很多巧克力，我已經花了那麼多錢，接下來再戒不掉，那我不知道要花多少時間、多少精神，拜託！拜託！

Now I am buying a lot of chocolates for him. I have spent so much money, I don't know how much time and effort I would have to spend if it fails again. So, please, please!"

假如你是他先生的朋友，你還會拿過去嗎？

If you were her husband's friend, would you still give him the cigarette?

所以用柔和的言語把人家勸退了，她先生的面子怎麼樣？也保住了。

She used soft words to dissuade this friend. What about her husband's *face*? It was also saved!

所以確確實實，我們除了要有一顆心，要能夠人情練達，用些好的方法去規勸。

So indeed, other than having good intentions, we should be sophisticated in interpersonal relations, using good methods to exhort others.

不能別人不聽，我們就惱羞成怒，意氣用事，人生會愈走愈多的後悔還有埋怨。

We must not fly into a rage out of humiliation when others refuse to listen. Such an attitude of acting on impulse will lead us to have more and more regrets and complaints in life.

所以，勸誡別人也需要我們處處去觀察時機，觀察方法。

So, exhorting others also requires us to observe the timing and method at all times.

A Minister Saves a Nation and a Duke's Relationship with His Mother

在周朝時候有個君主叫鄭莊公，

During the Zhou dynasty, there was a monarch called Duke Zhuang of Zheng.

他剛好跟他的弟弟發生了衝突，因為他的媽媽對他的弟弟比較寵愛，甚至於還支持他弟弟很多的力量，搞得他弟弟起來要跟他作對。

He happened to have conflicts with his younger brother because his mother was fonder of his brother and even rendered his brother with a lot of power. As a result, his younger brother rose to oppose him.

所以鄭莊公對他母親非常的生氣，

So, Duke Zhuang was enraged at his mother.

在氣頭之下就講了一句話，他說「我跟我母親不到黃泉不相見」。

In a fit of rage, he said, "I will never see my mother again until we are both in *the yellow spring* (*Referring to after death)."

意思是什麼？這輩子死都不再見我媽媽。

What does that mean? It means that he never wanted to see his mother again in this lifetime.

鄭莊公這句話講完，怎麼樣？你覺得他會怎麼樣？會覺得很痛快嗎？

After he said these words, what happened? What do you think he would feel? Would he feel very happy?

其實人講氣話，講完以後都很後悔，因為收不回來了。

Actually, when a person has said angry words, he will be very regretful because he won't be able to retract his words.

而且他又是一國之君，一國之君一言九鼎，

Moreover, he was the monarch of a nation. A monarch's words were unshakable.

說話要算話，結果後來真的都不再跟他媽媽相見。

As a result, he really never saw his mother again.

我們要謹記，人與人、這些親情要好好的去經營，

We must always remember that the relations among people, especially between beloved family members, must be properly managed.

「勿以小嫌疏至親，勿以新怨忘舊恩」，

As the saying goes, "Don't estrange yourself from your loved ones due to a minor grudge; don't forget their past kindness because of a new enmity."

不要因為小小的嫌隙就疏遠了最親的親人，不要因為新的摩擦就忘記了幾十年的恩德，

Do not drift apart from our closest loved ones only because of a very small animus. Do not forget decades' kindness that our loved ones have bestowed upon us simply because of a new friction.

這樣做非常折自己的福分，其實這麼做害了自己，也傷了別人的心。

To do so is to greatly drain our own fortune. It really harms ourselves and it also hurts other people's hearts.

人不要那麼傻，我們不要盡幹一些損人又不利己的事，

We must not be so silly, must not always do things that harm others and do no good to ourselves.

其實損人保證不利己，這是真理！

Actually, anything that hurts others is guaranteed to not benefit ourselves. This is the truth!

鄭莊公這樣的情況，他的一個臣民看到了，這個臣子是個孝子叫穎考叔。

One of Duke Zhuang's ministers, Ying Kaoshu, a filial child, saw the situation.

諸位朋友，一個孝子看到君王這樣對待母親，他會想怎麼做？勸！

My friends, when a filial child saw the monarch treating his mother in such a manner, what would he do? Yes, exhort him!

因為一個孝子一定可以體會為人母親的辛勞。

Because a filial child would surely be able to understand a mother's toil.

當別人的母親不能夠得到孩子的奉養，他的內心會怎麼樣？也會很難過，他能夠感同身受。

When others' mother could not be attended by her own children, how would a filial child feel? He would feel terribly sad and would develop a deep empathy for this mother.

《孝經》裡面有提到,「教以孝,所以敬天下之為人父者也」,

In the *Classic of Filial Piety*, it states, "The teaching of filial piety is a tribute of reverence to all the parents under heaven."

一個真正有孝心的人,他會尊敬全天下人的父母。

A truly filial person would respect all parents on earth.

而且我在想,這個穎考叔不只考慮到鄭莊公的母親,他還考慮到一個更深遠的影響,

And I think Ying Kaoshu had not only considered the well-being of Duke Zhuang's mother but had also thought of a more far-reaching influence;

就是當一國的國君都不孝母親,會造成什麼更嚴重的事?

which was, when even a monarch was not filial to his own mother, what more serious matter would happen?

對,全國的子民,他說:君王都不孝母親,幹嘛叫我孝!

Yes, children of the whole nation would say, "Even our monarch is not filial to his own mother, why should I be?"

那全國的風氣很有可能就瞬間在變壞當中。

The value and the vibe of the entire nation would very likely turn bad in an instant.

所以一個為人臣者,他覺得這是他的職責,要趕快勸,可是要勸的讓鄭莊公心服口服。

So, as a subordinate, he thought it was his duty to exhort Duke Zhuang quickly. But, his exhortation must be very convincing to Duke Zhuang.

所以,穎考叔有一天就拿著很好的禮物就送給鄭莊公。

One day, Ying Kaoshu presented a precious gift to Duke Zhuang.

因為當時的禮儀,臣子只要送國君東西,國君一定要回禮,一定要請他吃飯,

The etiquette at that time required the monarch to return his minister's gift by inviting him for a meal.

所以穎考叔已經算到,沙盤推演,一定會請我吃飯。

Ying Kaoshu was expecting to be invited by a duke and had deduced a scheme of how to exhort him. Finally, the duke invited him over. Finally, the duke invited him over.

這個請吃飯的過程,穎考叔就坐在那裡把很多很好的食物都放到另外一邊去。

During the meal, Ying Kaoshu sat there and put a lot of good dishes on one side of the table.

鄭莊公愈看愈覺得好奇,他說:我賜給你的食物,你為什麼不吃?

Seeing this, Duke Zhuang was getting curious and said, "Why are you not eating the food?"

穎考叔就說:我從小到大,所有好的食物一定是我母親先吃,我才吃;

Ying Kaoshu replied, "Since childhood, I would first let my mother eat all the delicious food before I ate them.

而我的母親從沒有吃過君王您賞賜的食物,所以我要把它包回去,我母親吃剩了我再吃。

And my mother has never eaten the food treated by a Duke, so I want to take them home. After my mother has eaten, I will then eat the leftovers."

他這一片孝心,鄭莊公聽了很感動,他就說:唉!你都有母親可以孝敬,寡人現在都沒有母親可以孝敬。

Upon hearing this, Duke Zhuang was deeply moved by his filial act and said, "Alas! You still have your mother to show your filial piety, but I no longer have my mother to show my filial piety."

這麼幾句話把鄭莊公的孝心也喚醒,

Ying Kaoshu's few words had awakened Duke Zhuang's filial heart.

穎考叔就說,他說君王,你絕對可以馬上孝敬你的母親,因為我已經找到一個地方,它有個山洞通往地底下,那個地名就叫「黃泉」。

Ying Kaoshu then said, "Your Majesty, you can definitely fulfill your filial piety to your mother right now, because I have found a place which has a cave leading to the underground and that ground is called *the yellow spring*.

您跟您的母親只要相約在那裡相見，你再把她接回國內來，那就統統都圓滿了。

You just need to arrange a time to meet your mother there. Then you can bring her back to our homeland and everything will be perfectly accomplished."

所以，鄭莊公就跟他母親在這個「黃泉」相見了，然後就用很隆重的禮把他母親接回國都來。

So, Duke Zhuang met his mother at *the yellow spring* and brought her home in a solemn and grand ceremony.

我們可以想像，當他母親在國都的大道上走，人民看了也會怎麼樣？歡欣鼓舞。

We can imagine that when his mother was walking on the avenue of the national capital, how would the people feel? They were jubilant!

你看，穎考叔一個勸誡影響的面可是很大的。

You see, Ying Kaoshu's exhortation had brought a significant influence.

這是我們談到君臣，剛剛還談到夫妻之間。

This is about the exhortation between a monarch and his ministers. We have also just talked about the exhortation between a husband and a wife.

Siblings Exhortation: the Thunder of Silence and Genuine Sincere Care

再來我們看兄弟，勸兄弟難度也很高，

Next, let's look at the exhortation among siblings.

因為兄弟的年齡差不多，要產生很深的敬意，除非你的德行讓他很佩服。

It is also very difficult to persuade siblings because of the smaller age gaps among them. To have siblings deeply respect you, they must greatly admire your virtues.

不然你勸到一半，他會說：你是五十步笑一百步，你也差不多，你有什麼資格說我？

Otherwise, when you exhort them, they would say, "You are similar to me, just like the pot calling the kettle black, how are you qualified to speak about me?"

假如我們的兄弟這麼講，我們要怎麼樣？

If our siblings said this to us, what should we do?

這個時候「此時無聲勝有聲」，

At this moment, "silence is more expressive than a lot of words."

有時候沈默，一默如萬雷，你沈默的時候，他愈講些刻薄的話，他會愈講愈心虛，因為畢竟你是好意相勸。

Sometimes silence is like myriad thunders. When you keep quiet, your sibling may utter more harsh words. But the more they utter the more they will feel timorous. After all, you are trying to persuade them out of good intentions.

明朝有位讀書人叫陳世恩，

During the Ming dynasty, there was a scholar named Chen Shi En.

他的弟弟遊手好閑，常常都半夜才回來，

His younger brother was an idle person and would always come home late at midnight.

陳世恩的哥哥看了就很氣，每次看到弟弟就罵他，甚至於要處罰他。

Chen Shi En's older brother was enraged at his younger brother's behavior and would scold or even punish him every time he saw him.

他弟弟都這麼大的人，這樣罵有沒有用？愈罵愈不回來，得反效果了。

His brother was already a grown up, would it work to scold him like that? The more you scold him, the more he would not come home; you will get an opposite effect!

所以我們做什麼事要看結果如何，假如效果不好，要趕快修正方法、態度。

In whatever we do, we must observe the result. If the result is undesirable, we must immediately rectify our method and attitude.

陳世恩就跟他哥哥說：哥哥，你讓我來試試！

Chen Shi En said to his older brother, "Please let me give it a try!"

從那天開始，陳世恩就站在門口等他弟弟回來。

From that day onwards, Chen Shi En would stand at the front door to wait for his brother to come home.

結果一看十點過去了，十一點過去了，這個時候很重要，我們要怎麼樣？沈得住氣。

When he looked at the clock, it was already past ten, past eleven... It was very critical at this moment! What should you do if you were him? Stay calm!

你假如沉不住氣，怎麼還不回來？可能你一看弟弟就怎麼樣？火氣就上來了。

Suppose you could not contain your emotion, thinking "why was he still not home...?" What might happen as soon as you saw your brother? You might throw a quick temper!

所以我們剛剛提到，勸人還有很重要具備什麼？耐性。

So, as we have just mentioned, what is very important when exhorting others? Patience.

等到十一點、十二點，終於看到弟弟了，

Waiting until eleven, twelve o'clock, he finally saw his brother.

馬上不等弟弟走到門口，他直接跑過去抓著他弟弟的手：弟弟，外面天氣很涼，你冷不冷？

Not waiting for his brother walking to the door, he ran to him, held his brother's hand and said, "Brother, it is so cold outside, are you cold?"

然後就牽著弟弟的手，一邊走一邊又說：你一定肚子餓了，我叫大嫂幫你煮碗麵。

He then held his brother's hand and said to him while walking to the house, "You must be hungry, let me have your sister-in-law cook a bowl of noodle for you."

把弟弟牽進來，又親手把門門好。

After leading his brother to the house, he then locked the door in person.

他就這樣堅持了好幾天，後來他弟弟慢慢就愈來愈早回家。

He insisted to do so for several days. Later, his brother came home earlier and earlier.

當然當他弟弟已經生活正常，這個時候哥哥更要進一步把很多聖賢的教誨教給他，

Of course, when his brother started to live a more disciplined life, he must further teach him sages' teachings,

因為弟弟也要有正確的人生觀，他才可以把人生經營好。

because his brother must have correct life values, then he can manage his life well.

而最重要的是陳世恩用他的真心，用他的關懷，

Most importantly is that Chen Shi En used his genuine sincerity and care.

不用言教，用什麼？用身教，他贏回了他弟弟的這一分兄弟的情誼。所以，這是兄弟之間的勸誡。

He did not use his preaching with words. What did he use instead? Preaching by actions. He had earned his sibling's love! This is the exhortation between siblings.

在漢朝有位讀書人叫鄭均，

In the Han dynasty, there was a scholar named Zheng Jun.

他是哥哥在當縣令，他都看到哥哥常常接受別人的賄賂。

His older brother was a county mayor. He saw that his brother often accepted other people's bribes.

他心裡很急，自己的兄長這樣繼續收下去，遲早會東窗事發。

He was very anxious and thought that his brother's misdeeds would eventually be exposed.

那怎麼勸？他又是你哥哥。

How would you exhort him? He is your older brother.

諸位朋友，你們想一想，看你們有沒有跟鄭均一樣的方法，

My friends, please contemplate on this and see if you can come up with the same way as Zheng Jun had?

我們下一節課再說，謝謝大家。

Let's talk about it next class. Thank you all!