

### Pass Oneself off as One of the Players in an Orchestra

During the Warring-states Period, the Qi Kingdom had a king who was particularly fond of listening to orchestras. His favorite performances were those of hundreds of musicians playing in symphony, so he sent his servants to find 300 musicians and to organize them into an orchestra. There was one fellow called Nanguo, who actually couldn't play the instrument, accepted the offer. So everyday he performed for the king with the hundreds of musicians, pretending to play, imitating expertly and seeming to play expertly. For a longtime no one else realized. Afterwards this king passed away, and his son succeeded him. His son also liked to listen to music, but he didn't like listening to the cacophony of a 300 strong orchestra, rather he liked listening to them play individually in succession. Nanguo when he heard of this news knew he could no longer pass himself off as a musician and stole away never to be seen again in the palace.

Around you, you may have people like Nanguo, who in reality have no skill but in the numbers can pass themselves off. You should be careful to detect them and be aware of their true strengths.

### 11. 自相矛盾

yǒu ge chū guó rén dài zhe máo hé dùn dào shì chǎng shàng qù  
有个楚国人带着矛和盾到市场上去

mài 。 tā xiān jǔ qǐ shǒu zhōng de máo , dà shēng yāo he zhe  
卖。他先举起手中的矛，大声吆喝着：

kuài lái qiáo kuài lái mǎi zhè shì shì jiè shàng zuì lì hài de  
“快来看！快来买！这是世界上最厉害的  
máo le wú lùn duō me jié shí de dùn zhǐ yào yòng zhè zhī máo  
矛了！无论多么结实的盾，只要用这支矛

yí cì guǎn bǎo néng cì tòu ! ” zhōu wéi de rén yì tīng quán  
一刺，管保能刺透！”周围的人一听，全



dōu wéi le guò lái yǒu rén ná guò tā de máo lái zǐ xì guān  
都围了过来。有人拿过他的矛来，仔细观  
kàn zhe  
看着。

zhè ge rén jiàn lái de rén duō yòu jǔ qǐ shǒu zhōng de dùn  
这个人见来的人多，又举起手中的盾  
yào he qǐ lái zài kàn kan zhè miàn dùn pái ba zhè shì shì jiè  
吆喝起来：“再看看这面盾牌吧，这是世界  
shàng zuì hǎo de dùn pái wú lùn duō me ruì lì de máo yě bié  
上最好的盾牌！无论多么锐利的矛，也别  
xiǎng cì chuān tā  
想刺穿它！”

páng biān yí ge rén tīng le tā de yāo he biàn wèn tā  
旁边一个人听了他的吆喝，便问他：  
“ yòng nǐ de máo qù cì nǐ de dùn jié guǒ huì zěn me yàng ? ”  
“用你的矛去刺你的盾，结果会怎么样？”

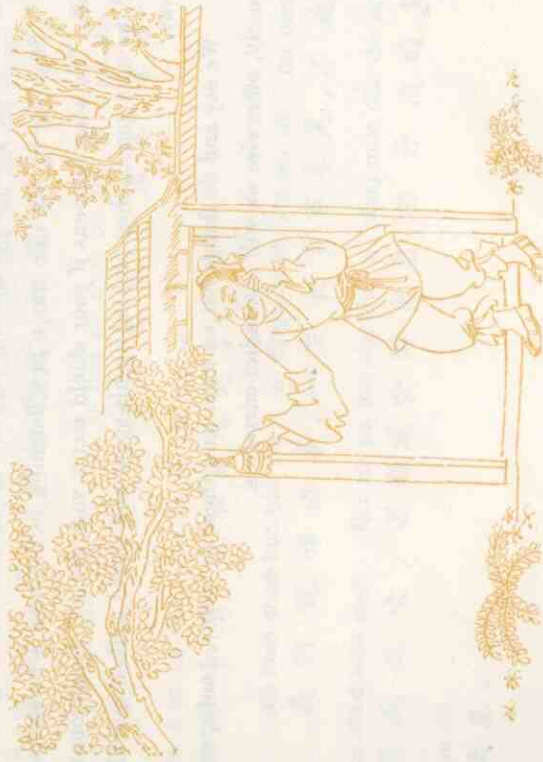
zhè ge rén tīng le yí jù huà yě shuō bù chū lái ná zhe tā  
这个人听了，一句话也说不出，拿着他  
de máo hé dùn huī liū liū de zǒu le  
的矛和盾，灰溜溜地走了。

wǒ men shuō huà bàn shì yí dìng yào shí shì qiú shì bù néng  
我们说话办事，一定要实事求是，不能  
hú shuō luàn chuī fǒu zé jiù huì nào chū zì xiāng máo dùn de xiào  
胡说乱吹，否则就会闹出自相矛盾的笑  
hua lái  
话来。

## 12. 掩耳盗铃

cóng qián yǒu yí ge xiǎo tóu kàn jiàn rén jia dà mén shàng guà  
从前有一个小偷，看见人家大门上挂  
zhe yí ge piào liang de líng dang jiù xiǎng bǎ tā tōu zǒu  
着一个漂亮的铃铛，就想把它偷走。

dào le yè li tā tōu tóu de lái dào zhè jiā de dà mén qián  
到了夜里，他偷偷地来到这家的大门前，  
gāng yào shēn shǒu qù zhāi mén shàng de líng dang yí xiǎng bù  
刚要伸手去摘门上的铃铛，一想：不  
xíng wǒ de shǒu yí pèng líng dang nà líng dang bú jiù huì xiǎng  
行！我的手一碰铃铛，那铃铛不就会响



qǐ lái ma líng dang yì xiǎng bié rén bú jiù tīng jiàn le ma zěn  
起来吗？铃铛一响，别人不也就听见了吗？怎  
me bàn ne duì bǎ ěr duo dǔ shàng dǔ shàng ěr duo bú jiù  
么怎么办呢？对！把耳朵堵上。堵上耳朵不就  
tīng bú jiàn líng dang de shēng yīn le ma yú shì tā dǔ shàng zì  
听不见铃铛的声音了吗？于是，他堵上自  
jǐ de ěr duo shēn shǒu qù zhāi líng dang kě hái méi děng tā  
己的耳朵，伸手去摘铃铛。可还没等他  
zhāi xià lái líng dang de shēng yīn zǎo jiù jīng dòng le zhè jiā rén  
摘下来，铃铛的声音早就惊动了这家人，  
tā men hěn kuài jiù bǎ zhè ge xiǎo tóu zhuā zhù le  
他们很快就把这个小偷抓住了。

yǒu xiē rén zuò shì bù zūn zhòng kè guān shì shí què yǐ wéi bié  
有些人做事不尊重客观事实，却以为别  
rén yě hé zì jǐ yí yàng jié guǒ zhǐ néng shì zì jǐ qī piàn zì  
人也和自己一样，结果只能是自己欺骗自  
jǐ 己。