

BÓ YÌ
博 弈

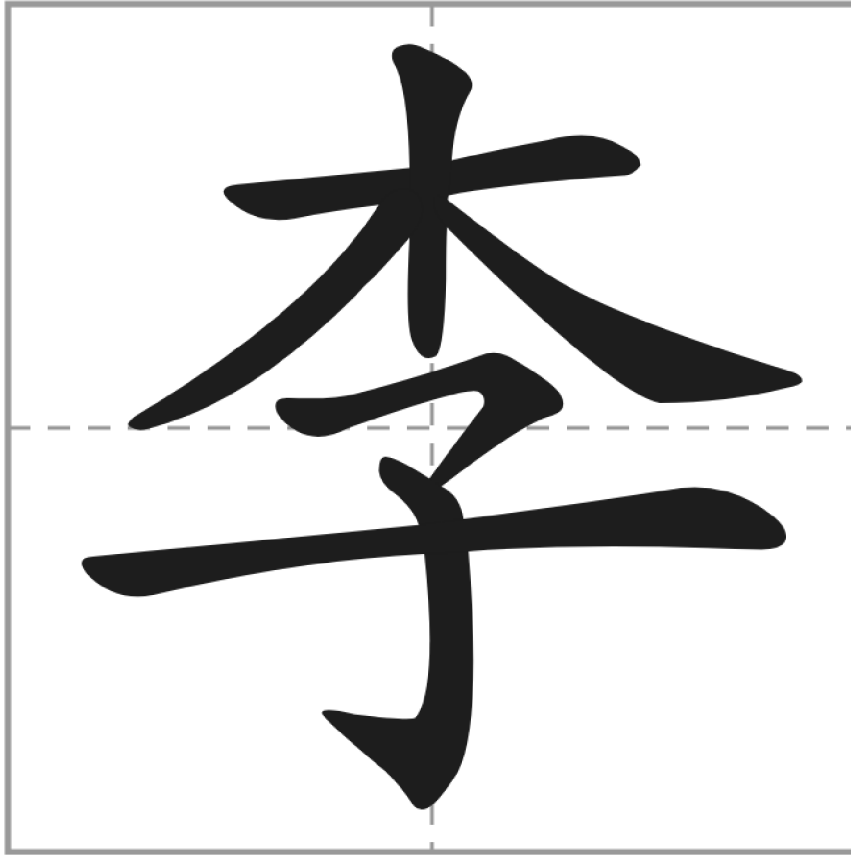
lǐ dài
李 代

táo jiāng
桃 僵

A plum takes the peach's fall.

CHARACTER CARD · 李

lǐ plum



lǐ

plum

7 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

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BÓYÌ 博弈 · Free character card · 1

BÓYÌ 博弈 · Week 11 · 02

CHARACTER CARD · 代

dài to stand in for



dài

to stand in for

5 strokes

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BÓYÌ 博弈 · Week 11 · 03

CHARACTER CARD · 桃

táo *peach*

桃

táo

peach

10 strokes

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BÓYÌ 博弈 · Week 11 · 04

CHARACTER CARD · 僵

jiāng *to fall stiff*

僵

jiāng
to fall stiff

15 strokes

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BÓYÌ 博弈 · Week 11 · 05

Practice · 李代桃僵 lǐ dài táo jiāng

Trace the first row, then write the whole phrase four times. Say it out loud each time.

lǐ	dài	táo	jiāng
李	代	桃	僵

李代桃僵 · A plum takes the peach's fall.

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BÓYÌ 博弈 · Free practice · 1

① 字面意思 · LITERAL MEANING

第 11 计 · 李代桃僵

A plum takes the peach's fall

《三十六计》原文

势必有所损，损阴以益阳。

A loss is certain. Spend what is lesser, keep what is greater.

古代那一行 · THEN

秤左

一袋粮放到天平左端：损失已经在那儿

the loss is already there



秤右

右端换成一小块：选你能没有的那一头

choose the smaller thing



稳住

保住必须活下来的那一头

keep the thing that has to survive

② 背后道理 + ③ 今天怎么用

计谋花你的，罪花别人的

A stratagem spends what is yours.

界线

他没有把代价推给任何人

He does not push the cost onto anyone else.

今天怎么用 · NOW

问舍

我要舍的是什么？

What am I giving up?



问保

要保的是什么？要清单，不要讲话

What is being kept



签收

保下来的东西最后归谁？

Ask who signs for it

中国人的解法

先问一句：这是谁的大局？

Whose big picture is it?

结论 · THE TAKEAWAY

花掉一笔损失，两种方式

Two ways to spend a loss.

一种是决定，一种是欠债

One is a decision. The other is a debt.

取舍

自己签的字，自己扛

自己的钱／自己的时间／自己的名字

Choice: your money, your time, your name. You sign it, you carry it.

↓ VS ↓

替死

你的决定，他们来扛

别人的名字／别人的时间／别人的工作

Substitution: someone else's name on the paper. They carry what you decided.

这是谁的
大局？

这是谁的大局？

Whose big picture is it?

BÓYÌ 博弈

Whose big picture
is it?

YouTube · @yoko-boyi

yoko-naora.github.io/boyi-site/11/

Week 11 Journal