

BÓ YÌ
博 弈

dǎ cǎo

打 草

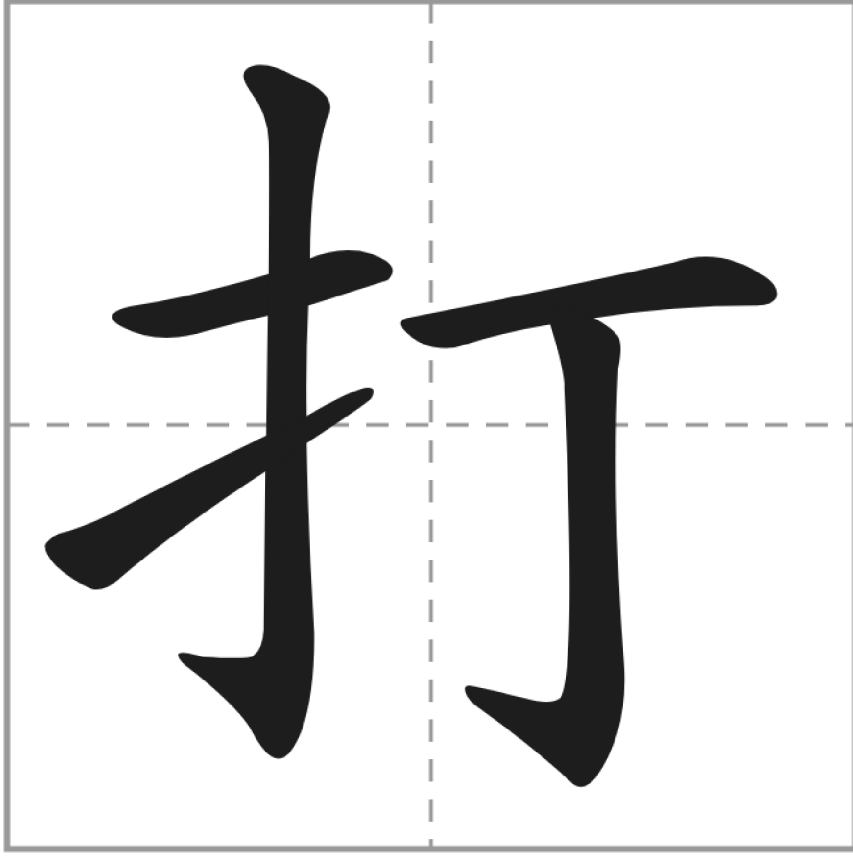
jīng shé

惊 蛇

Poke the grass and the snake
moves.

CHARACTER CARD · 打

dǎ to hit; to strike



dǎ

to hit; to strike

5 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

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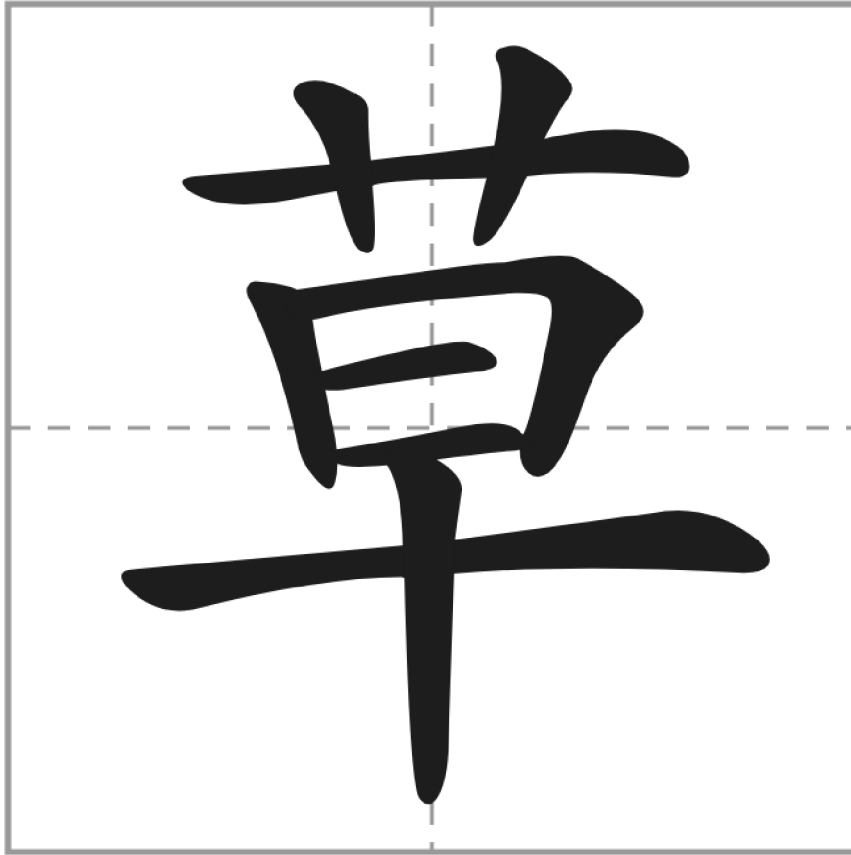
Stroke data: Make Me a Hanzi (github.com/skishore/makemeahanzi), derived from Arphic Technology fonts under the Arphic Public License, via Hanzi Writer data.

BÓYÌ 博弈 · Free character card · 1

BÓYÌ 博弈 · Week 13 · 02

CHARACTER CARD · 草

cǎo *grass*



cǎo

grass

9 strokes

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BÓYÌ 博弈 · Free character card · 2

BÓYÌ 博弈 · Week 13 · 03

CHARACTER CARD · 惊

jīng *to startle*

惊

jīng
to startle

11 strokes

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BÓYÌ 博弈 · Free character card · 3

BÓYÌ 博弈 · Week 13 · 04

CHARACTER CARD · 蛇

shé *snake*



shé

snake

11 strokes

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BÓYÌ 博弈 · Free character card · 4

BÓYÌ 博弈 · Week 13 · 05

Practice · 打草惊蛇 dǎ cǎo jīng shé

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

dǎ	cǎo	jīng	shé
打	草	惊	蛇

打草惊蛇 · Poke the grass and the snake moves.

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BÓYÌ 博弈 · Free practice · 1

① 字面意思 · LITERAL MEANING

第 13 计 · 打草惊蛇

Poke the grass and the snake moves

《三十六计》原文

疑以叩实，察而后动；复者，阴之媒也。

If something does not add up, knock on it. Look, then move.

古代那一行 · THEN

敲一下

觉得不对，就去敲一下

knock on it



看清

看清了再动

look, then move



反复试

反复去试，暗处自己会露

the dark shows itself

② 背后道理 + ③ 今天怎么用

看不见的东西才要命

The part you cannot see.

界线

山谷里三十万伏兵，谁都看不见

Invisible is the same as nothing.

今天怎么用 · NOW

问一句

只问那件能改变你决定的

Ask the one thing that would change your mind.



试一下

只试你付得起的那一下

Test only the edge you can afford.



敲草

先敲草，再走过去

Poke the grass before you walk through it.

中国人的解法

先敲一下草，再走过去

Poke the grass before you walk through it.

结论 · THE TAKEAWAY

先问，还是先付

Ask first, or pay first.

走进一笔生意，只有两条路

Two ways into any deal.

先问 · ASK FIRST

搭一个下午，摸清这间屋

问一句／看清了再动／一分钱没付

Ask first: one afternoon, and you know the room.

↓ VS ↓

先付 · PAY FIRST

从账单里认识这间屋

先签下去／第二个月／才知道

Pay first: you learn it from the invoice.

先敲草
再走过去

走过去之前，先敲一敲草。

Poke the grass before you walk through it.

BÓYÌ 博弈

Poke the grass
before you walk.

YouTube · @yoko-boyi

yoko-naora.github.io/boyi-site/13/

Week 13 Journal