

BÓ YÌ
博 弈

shàng wū

上 屋

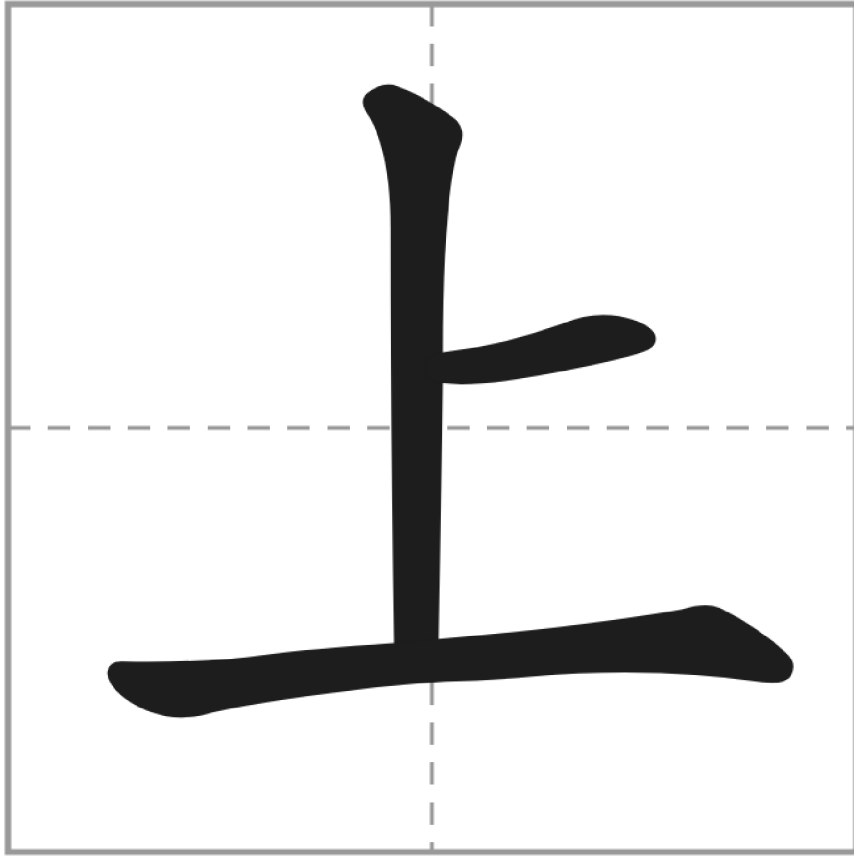
chōu tī

抽 梯

Send them up, then take away
the ladder.

CHARACTER CARD · 上

shàng *up*



shàng

up

3 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

Free to share. Please keep the BÓYÌ 博弈 credit.

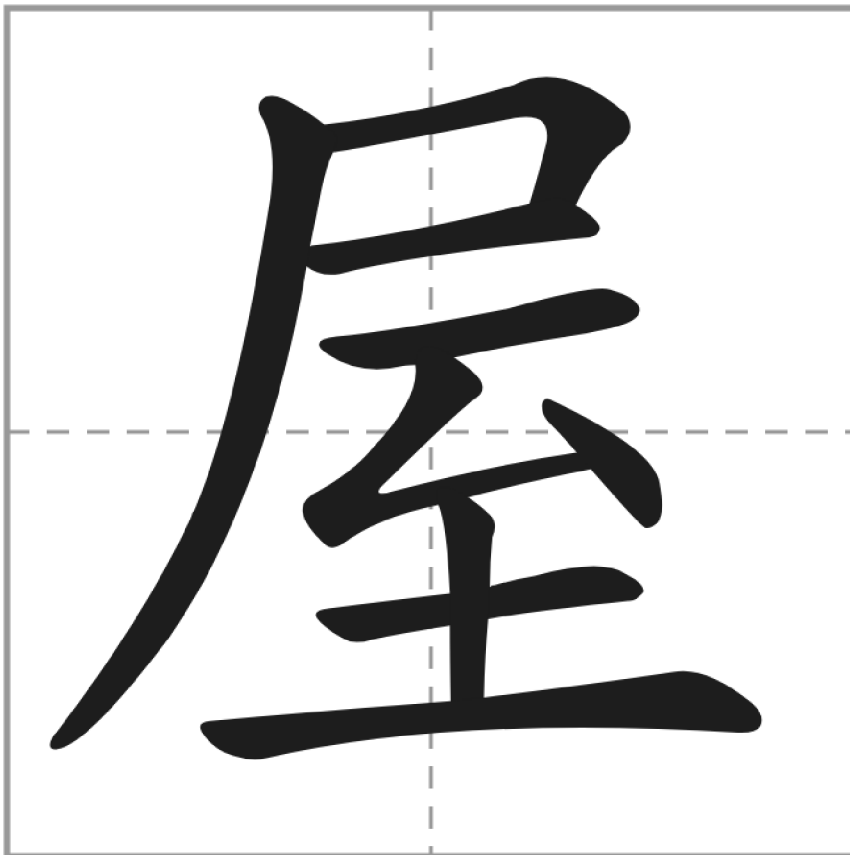
Stroke data: Make Me a Hanzi (github.com/skishore/makemeahanzi), derived from Arphic Technology fonts under the Arphic Public License, via Hanzi Writer data.

BÓYÌ 博弈 · Free character card · 1

BÓYÌ 博弈 · Week 28 · 02

CHARACTER CARD · 屋

wū *house*



wū

house

9 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

Free to share. Please keep the BÓYÌ 博弈 credit.

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 · 2

BÓYÌ 博弈 · Week 28 · 03

CHARACTER CARD · 抽

chōu *to pull out*



chōu
to pull out

8 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

Free to share. Please keep the BÓYÌ 博弈 credit.

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 · 3

BÓYÌ 博弈 · Week 28 · 04

CHARACTER CARD · 梯

tī *ladder*



tī

ladder

11 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

Free to share. Please keep the BÓYÌ 博弈 credit.

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 · 4

BÓYÌ 博弈 · Week 28 · 05

Practice · 上屋抽梯 shàng wū chōu tī

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

shàng	wū	chōu	tī
上	屋	抽	梯

上屋抽梯 · Send them up, then take away the ladder.

Free to share. Please keep the BÓYÌ 博弈 credit.

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 practice · 1

① 字面意思 · LITERAL MEANING

第 28 计 · 上屋抽梯

Send them up, then take away the ladder.

《三十六计》原文

假之以便，峻之使前，断其援应，陷之死地。遇毒，位不当也。

Offer an easy way forward, urge them on, cut off their support, and they stand where there is no way back. To meet poison is to stand in the wrong place.

古代那一行 · THEN

关门 | 谋士一再推辞，不肯开口

The adviser keeps refusing to speak.



去梯 | 高楼上，梯子被撤走

In the high room, the ladder has been taken away.



一句话 | 在里面危险，在外面安全

Inside is danger; outside is safety.

② 背后道理 + ③ 今天怎么用

撤掉出口，逼出一句实话

*Take away the exit, and you get one honest sentence.***对象****能走开的人，总能说以后再说***A person who can leave can always say "later".*

今天怎么用 · NOW

私下谈**湖心落帆，手机留在岸上***At mid-lake she lowers the sail; phones stay on shore.***书面办****书面申请调去图森工厂***She asks in writing to transfer to the Tucson plant.***读条款****律师逐条读，职位股份不变***Her lawyer reads the terms; title and shares stay.***中国人的解法****先求一句实话，再书面行动***Ask for one honest sentence, then act in writing.*

结论 · THE TAKEAWAY

上去之前，先看

Look before you climb.

问清楚怎么下来

Ask how you get down.

求实话 · ASK

私下坦诚，只求一句话

私下／坦诚／不用暴力、谎言、威胁

Be private and honest, ask for one sentence, never use force, lies or threats.

↓ VS ↓

无出口 · NO EXIT

别人搭梯，却没有退路

响亮头衔／独家授权／一个靠山

Someone offers a ladder, but there is no way down: a grand title, sole authority, one sponsor.

先看出口

上船之前，先看清怎么下来。

Before you board, know the way off.

BÓYÌ 博弈

Before you board,
know the way off.

YouTube · @yoko-boyi

boyi.snsaladdin.com/28/

Week 28 Journal