

BÓ YÌ
博 弈

měi rén

美人

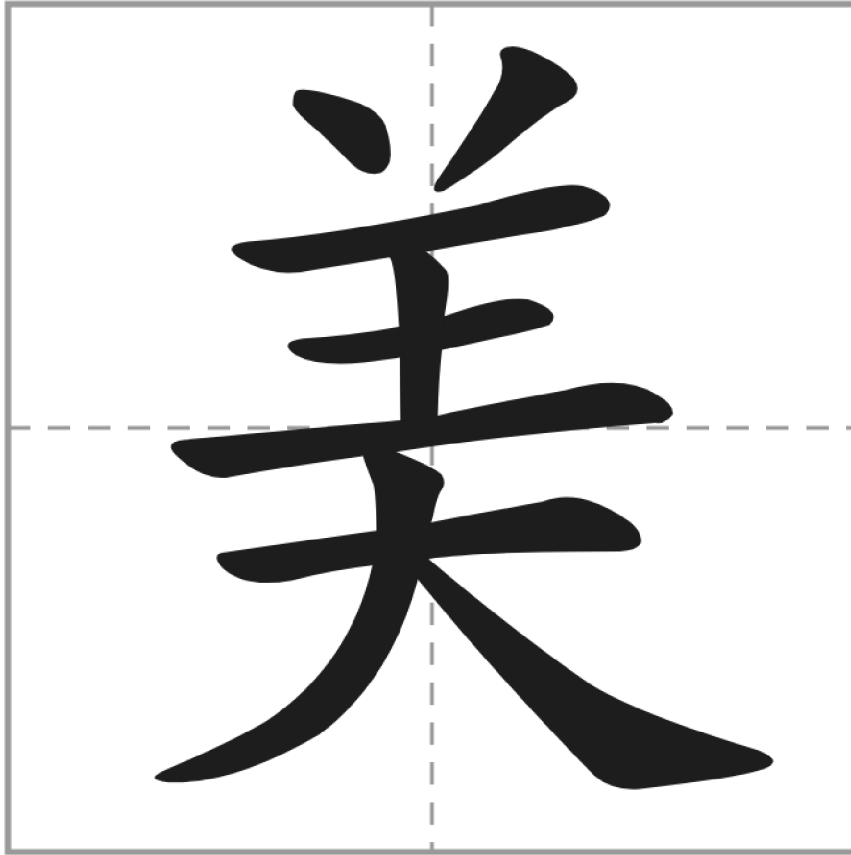
jì

计

The beauty strategy.

CHARACTER CARD · 美

měi *beauty*



měi
beauty

9 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

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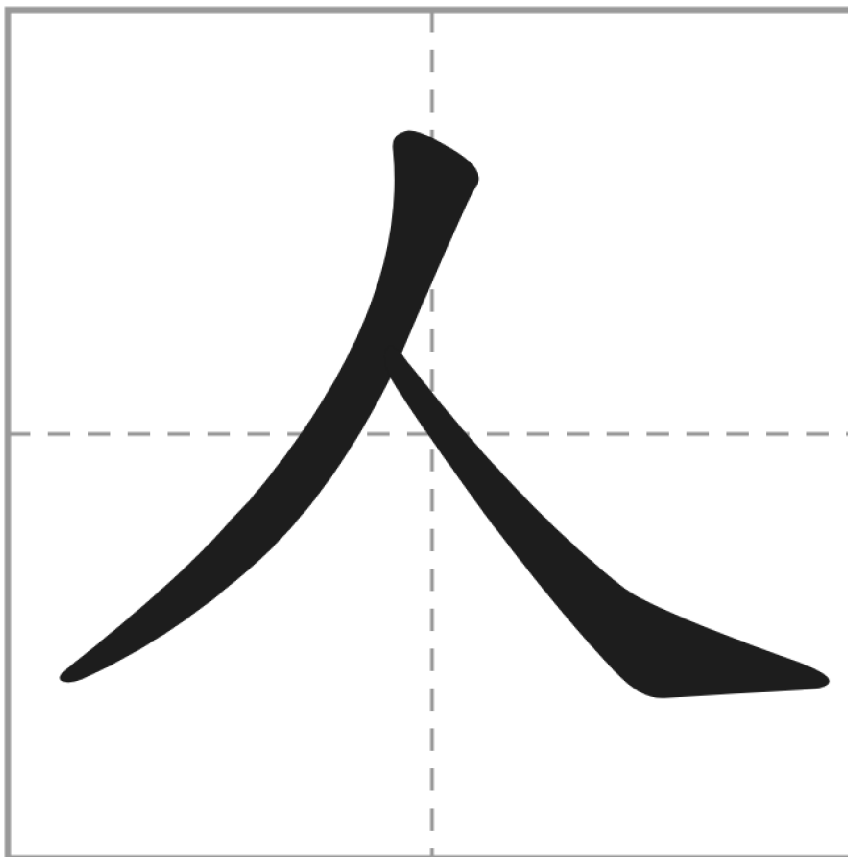
Stroke data: Make Me a Hanzi (github.com/skishore/makemeahanzi), derived from Arphic Technology fonts under the Arphic Public License, via Hanzi Writer data.

BÓYÌ 博弈 · Free character card · 1

BÓYÌ 博弈 · Week 31 · 02

CHARACTER CARD · 人

rén *person*



rén
person

2 strokes

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BÓYÌ 博弈 · Free character card · 2

BÓYÌ 博弈 · Week 31 · 03

CHARACTER CARD · 计

jì *plan*



jì
plan

4 strokes

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BÓYÌ 博弈 · Free character card · 3

BÓYÌ 博弈 · Week 31 · 04

Practice · 美人计 měi rén jì

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

měi rén jì
美人计

美人计 · The beauty strategy.

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BÓYÌ 博弈 · Free practice · 1

① 字面意思 · LITERAL MEANING

第 31 计 · 美人计

The beauty strategy.

《三十六计》原文

兵强者，攻其将；将智者，伐其情。将弱兵颓，其势自萎。利用御寇，顺相保也。

Against a strong army, attack its general. Against a wise general, work on his feelings. When the general weakens, the army falls apart. Go with the flow, and stay safe.

古代那一行 · THEN

强国

越没法靠武力赢强国

Yue cannot beat the stronger kingdom by force.



送礼

礼物到了，国王不再听劝

A gift arrives, and the king stops hearing his adviser.



没人劝

提醒过他的人没有了

The one who warned him is gone.

② 背后道理 + ③ 今天怎么用

蒙住判断，他自己变弱

Cloud his judgement, and his own side weakens.

对象

这是书里的说法，不是规律

That is the book's claim, not a law of nature.

今天怎么用 · NOW

送小礼

小礼物，小得没人申报

Small gifts, too small for anyone to declare.



被警告

合规官警告，他却撤了她

Compliance warns him; he removes her.



没检查

没有竞标，审计作废合同

No bid; an audit voids the contract.

中国人的解法

听进警告，把礼物申报

Hear the warning, and declare the gifts.

结论 · THE TAKEAWAY

三条底线，不走样

Three limits keep this stratagem honest.

殷勤，要摆到明处

Put the warmth on the record.

申报 · DECLARE

礼物饭局，都摆到明处

礼物／饭局／第二个人读

Declare gifts and dinners, and get a second reader.

↓ VS ↓

瞒着 · HIDE

小礼物，没人申报

不申报／没竞标／撤掉合规

Gifts go undeclared, there is no bid, and the compliance officer is removed.

先听警告

签字之前，先听听谁提醒过你。

Before you sign, hear who warned you.

BÓYÌ 博弈

Before you sign,
hear who warned you.

YouTube · @yoko-boyi

boyi.snsaladdin.com/31/

Week 31 Journal