

BÓ YÌ
博 弈

fǎn jiàn

反 间

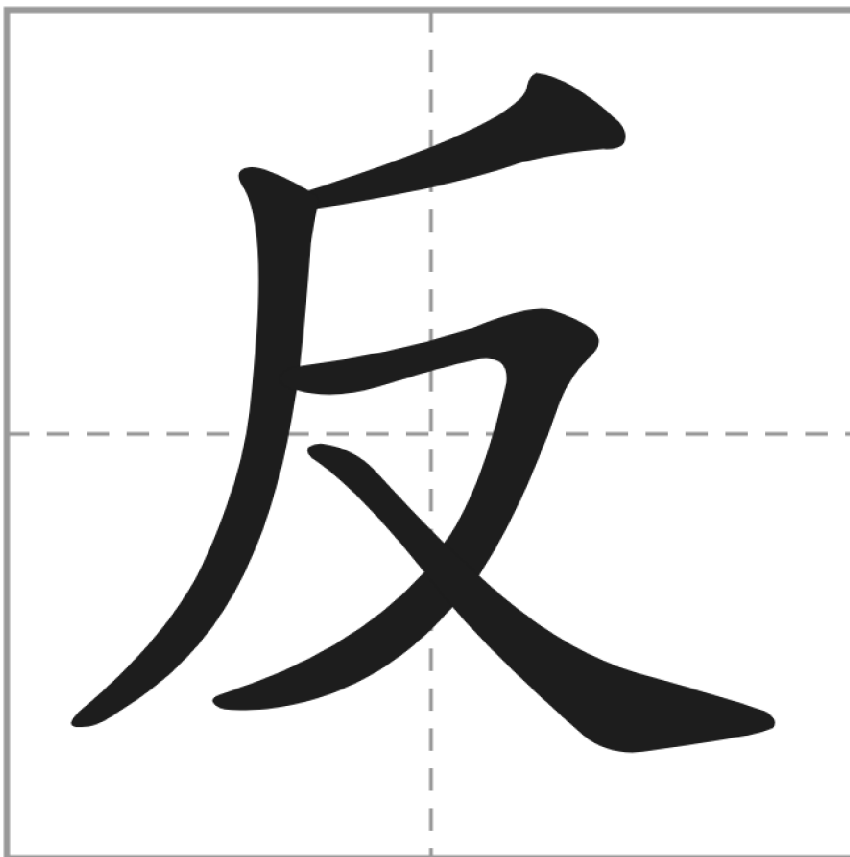
jì

计

Turn the spy.

CHARACTER CARD · 反

fǎn *turn*



fǎn

turn

4 strokes

BÓYÌ 博弈 · Think Like a Chinese Strategist

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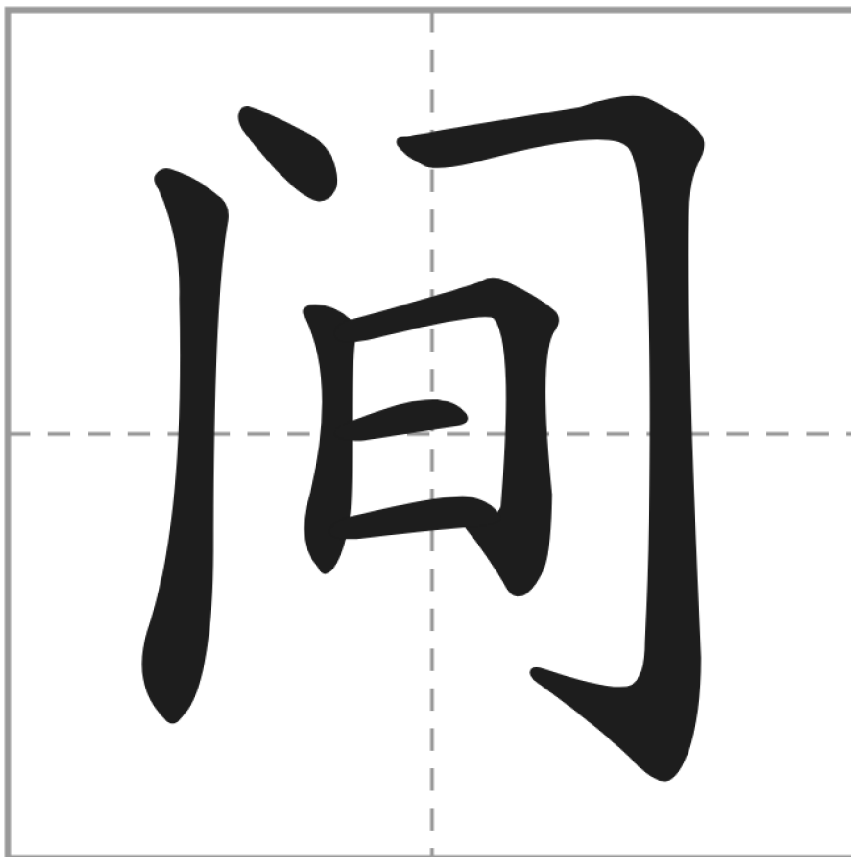
Stroke data: Make Me a Hanzi (github.com/skishore/makemeahanzi), derived from Arphic Technology fonts under the Arphic Public License, via Hanzi Writer data.

BÓYÌ 博弈 · Free character card · 1

BÓYÌ 博弈 · Week 33 · 02

CHARACTER CARD · 间

jiàn *spy*



jiàn

spy

7 strokes

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BÓYÌ 博弈 · Free character card · 2

BÓYÌ 博弈 · Week 33 · 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 33 · 04

Practice · 反间计 fǎn jiàn jì

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

fǎn jiàn jì
反 间 计

反间计 · Turn the spy.

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BÓYÌ 博弈 · Free practice · 1

① 字面意思 · LITERAL MEANING

第 33 计 · 反间计

Turn the spy.

《三十六计》原文

疑中之疑。比之自内，不自失也。

Doubt inside doubt. Use the enemy's own people, and lose nothing of yours.

古代那一行 · THEN

裂缝

一位从来不信任大将的新国王

A new king who never trusted his general.



一句话

一句话，说中他本来怕的事

A sentence that says exactly what the king already feared.



撤将

国王亲手撤掉最强的将军，敌人一根手指都没动

He removes the best general himself, and the enemy does not lift a finger.

② 背后道理 + ③ 今天怎么用

对得上他本来的怀疑

It fits what he already suspects.

对象

这句话不必让人信得过，只要他信得过

The sentence does not have to be believable. It has to be believable to him.

今天怎么用 · NOW

放风

基特在找投资人，要带走自己的团队

Kit is looking for investors and will take her team.

代理

他没打电话给她，当天下午指派代理销售负责人

He does not call her. That afternoon he names an acting head of sales.

赢回

瑞秋给没人照看的客户打电话，赢回几家

Rachel calls the clients nobody is looking after. She wins back several of them.

中国人的解法

先问谁得利，再找当事人谈

Ask who gains, then talk to the person named.

结论 · THE TAKEAWAY

两条底线，不走样

Two limits keep this stratagem honest.

行动之前，先问谁得利

Before you act on a story, ask who gains.

先问 · ASK

谁得利，先问清

谁得利／当面谈／留记录

Ask who gains, talk to the person face to face, and keep a note.

↓ VS ↓

照办 · ACT

他只是信了与自己所怕对得上的说法

没核对／没当面谈／撤掉最强的人

He just believed a story that fit his fear, did not check, and removed his best person.

当有人巴不得你撤掉一个人，先问谁得利。

先问得利

When someone wants you to remove a person, ask who gains.

BÓYÌ 博弈

When someone wants you to
remove a person, ask who gains.

YouTube · @yoko-boyi

boyi.snsaladdin.com/33/

Week 33 Journal