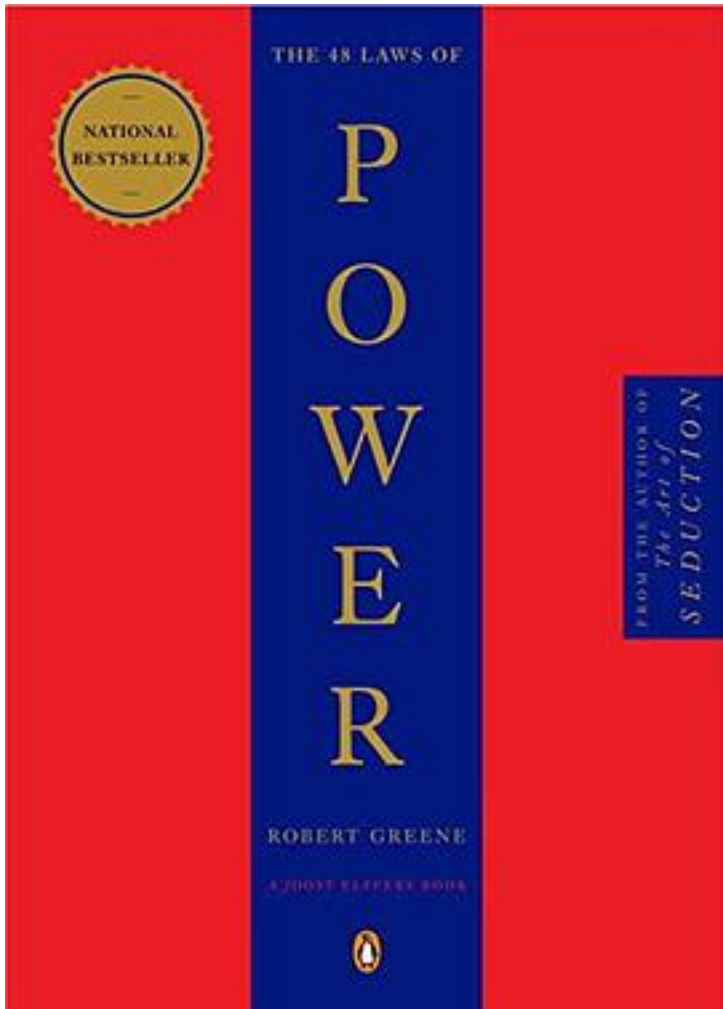


# The 48 Laws of Power



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Amoral, cunning, ruthless, and instructive, The 48 Laws of Power is the definitive

manual for anyone interested in gaining, observing, or defending against ultimate control.

In the book that People magazine proclaimed “beguiling” and “fascinating,” Robert Greene and Joost Elffers have distilled three thousand years of the history of power into 48 essential laws by drawing from the philosophies of Machiavelli, Sun Tzu, and Carl Von Clausewitz and also from the lives of figures ranging from Henry Kissinger to P.T. Barnum.

Some laws teach the need for prudence ( “Law 1: Never Outshine the Master” ), others teach the value of confidence ( “Law 28: Enter Action with Boldness” ), and many recommend absolute self-preservation ( “Law 15: Crush Your Enemy Totally” ). Every law, though, has one thing in common: an interest in total domination. In a bold and arresting two-color package, The 48 Laws of Power is ideal whether your aim is conquest, self-defense, or simply to understand the rules of the game.

#### 作者介绍:

Robert Greene, author of the bestseller The 48 Laws of Power, and The Art of Seduction, has a degree in classical literature and has been an editor at Esquire and other magazines. He is also a playwright and lives in Los Angeles.

Joost Elffers is the packaging genius behind Viking Studio's Secret Language series, Play with Your Food, and How Are You Peeling?. He lives in New York City.

目录: 1. Never outshine the master.

2. Never put too much trust in friends; learn how to use enemies.

3. Conceal your intentions.

4. Always say less than necessary.

5. So much depends on reputation. Guard it with your life.

6. Court attention at all costs.

7. Get others to do the work for you, but always take the credit.

8. Make other people come to you; use bait if necessary.

9. Win through your actions, never through argument.

10. Infection: avoid the unhappy and unlucky.

11. Learn to keep people dependent on you.

12. Use selective honesty and generosity to disarm your victim.

13. When asking for help, appeal to people's self-interests, never to their mercy or gratitude.

14. Pose as a friend, work as a spy.

15. Crush your enemy totally.

16. Use absence to increase respect and honor.

17. Keep others in suspended terror: cultivate an air of unpredictability.

18. Do not build fortresses to protect yourself. Isolation is dangerous.

19. Know who you're dealing with; do not offend the wrong person.

20. Do not commit to anyone.

21. Play a sucker to catch a sucker: play dumber than your mark.

22. Use the surrender tactic: transform weakness into power.

23. Concentrate your forces.

24. Play the perfect courtier.

25. Re-create yourself.

26. Keep your hands clean.

27. Play on people's need to believe to create a cultlike following.
  28. Enter action with boldness.
  29. Plan all the way to the end.
  30. Make your accomplishments seem effortless.
  31. Control the options: get others to play with the cards you deal.
  32. Play to people's fantasies.
  33. Discover each man's thumbscrew.
  34. Be royal in your fashion: act like a king to be treated like one.
  35. Master the art of timing.
  36. Disdain things you cannot have: Ignoring them is the best revenge.
  37. Create compelling spectacles
  38. Think as you like but behave like others.
  39. Stir up waters to catch fish.
  40. Despise the free lunch.
  41. Avoid stepping into a great man's shoes.
  42. Strike the shepherd and the sheep will scatter.
  43. Work on the hearts and minds of others.
  44. Disarm and infuriate with the mirror effect.
  45. Preach the need for change, but never reform too much at once.
  46. Never appear perfect.
  47. Do not go past the mark you aimed for; in victory, learn when to stop.
  48. Assume formlessness.
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## 标签

管理

成长

思维

商业

## 评论

## 书评

### (一)

有空的时候，会看看央视的《赢在中国》。评委中有我喜爱的企业家：柳传志、牛根生、马云。对于他们的创业故事和传记，总是让人能耳熟能详的。至于节目本身，我常戏称为：《超级女声》企业版。央视把节目定位为“励志和创业”，每当听到《在路上》，总会有一种令人...

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2007年底的一个百无聊赖的下午，我漫不经心地在书城晃悠，在我喜欢的古代谋略的专柜眯来眯去的时节，忽然身边有人答话，看我这么喜欢谋略书籍，向我推荐了《权力的48条法则》三部曲，当时翻了翻，就有点如获至宝的感觉。恰如人生的豁然开朗，也就是源于一个偶尔感应的灵感...

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跟Machiavelli The prince 和孙子兵法都很类似。作者的33 strategies of war也是类似的论调。那本跟孙子兵法就更像了。读来也不想玩弄权术，防止自己被权术玩弄就好了。另外也让我想起办公室厚黑学。  
以下是来自[http://www2.tech.purdue.edu/cg/courses/cgt411/covey/48\\_laws\\_...](http://www2.tech.purdue.edu/cg/courses/cgt411/covey/48_laws_...)

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近来在工作上、人际关系上很是被动，陷入低潮。不知道是不是占星小组里面说的水星逆行的影响。我似乎把自己陷入了一种四面楚歌的环境中，以高压政策对待下属、员工。某一天，看到李叔同的“威不足而怒，识不足则虑”，有一种醍醐灌顶的感觉。但如何不怒而威，却一直找不到门路...

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想看这本书很久了，但只能看到企鹅出版集团的原版，原版畅销了10年。今年终于看到中文版了。  
一纸风行，肯定有其理由。很难相信，这本书能够在大陆出版，毕竟中国人热衷于权力，但对于权力却是讳莫如深的。这本书在出版之后，受到读者们的垂青，也说明了中国的官本位思...

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这本书的直白露骨的确在市面上其他书本里很难看到，我们从小被教育要做一个正派诚

实的人，但同时又听到许多为权力斗争你死我活的故事，中国历史上不乏兄弟相残，父子反目的故事，在巨大的权力面前，人人都是饥渴的原始动物。  
了解厚黑学的目的在于，使自己的头...

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人经常是很矛盾的。  
比方说现在的我，一边看着《李叔同解经》，一边看着《权力48法则》，思维交替，简直要精神分裂。不得不承认自己，既没有出世的淡定，又没有入世的激情，半三不四真正要折磨死人。  
书很好，里面只有48条法则，可是互相之间又有相互矛盾，正像现在的我们。真...

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其实和 厚黑学差不多 有句话，我记得很清楚。虽然过去几年了。  
“射手射出的箭，不一定能杀死百步之内的敌人。  
但智者bu下的计谋，甚至可以害死尚在子宫里的婴儿” 楼下 你怎么看

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每章标题总结的很精辟。这里简单罗列一下案例，日后当提纲来看。  
48条法则中有些似乎矛盾。比如“18不要筑起堡垒自我防御” VS  
“20不要依附于任何人”，一个主张联合，一个主张独立。  
有些似乎重复。比如“14装成朋友的姿态进行间谍的工作” VS  
“33找出每个人的缺点 “，都是...

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翻了翻，觉得不错。  
结构比较清晰，有正面证明的例子，也有反面证明的例子，还说明一些反向应用也可以成功的特例。  
其实从某种角度上说，中国人可以说是阴谋诡计的天才，这48个法则，中国的24史上比比皆是，只不过没有人像本书作者这样总结了48个法则。 第一条，NEVER OVERS...

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必须指出来的错误。看完原版48laws+君主论+波吉亚家族才认识到的。  
第二章阿斯托·曼弗雷迪王子被Cesare暗杀的事例中，Faenza应该翻译成法恩莎，而不是佛罗伦萨，Florence才是佛罗伦萨，佛城城主是美第奇家族+马基雅维里。  
再说Cesare Borgia，刺客信条boss及君主论男主角，在...

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看故事听道理《权力48法则》  
拿到手中才知道这本书竟然有这么厚，当时挺担心的，不知道什么时候能看完，可是没想到看起来挺快的，读的时候主要读的是故事，读的是案例，至于道理，你把故事读明白了，道理自然就懂了。作者是美国人，可是书里面却有很多中国古代的故事...

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作者案例引用太野了，纵横古今中外（没错这西方作者对中国资料也很熟悉），传说故事和诗歌也不放过，覆盖官场战场商场情场三教九流，五大洲四大洋全部出镜，上到皇帝国王下到街头骗子，鬼知道作者为写书看了多少东西。1永远不要盖过上司的光芒  
2朋友容易背叛而敌人的投靠更加...

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48条法则很随意，不成体系。类似于国内成功学堆砌案例，或高中作文引用写作案例。如果关注于权力，更建议阅读：权力，为什么只为某些人拥有。那本书更严谨，实操性更强。有详实数据支撑，令人信服。  
这本书的感觉，作者个人主观意识太强。每个法则引用了一些符合该法则的案例...

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