

AI Acknowledgement

☐ I have not used AI in my assignment

I confirm that I have not used any AI tools in the research and creation of this assignment. I confirm that I have not presented any AI generated materials as my own work. I confirm I have copies of my drafts, notes, and other resources I used, which I may be asked to provide in evidence.

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I acknowledge the use of Doubao(<https://www.doubao.com/chat/>) on 2 Mar 2026 to support my research. I used the prompt(s):

1. 幫我檢查語法(Help me check my grammar)

I confirm that I have not presented any AI generated text as my own work. I confirm I have copies of my drafts, notes, and other resources I used before, and after the use of AI tools which I may be asked to provide in evidence.

An Analysis of Diplomatic Language in *Zuozhuan*

Module code: SICH3010
Module tutor: Dr. Chen
Student name: Min Zheng
Student ID number: 2503167
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A chronological history

Lu's successive rulers

254 years from 722 BCE to 468 BCE

The Zhou court and other feudal states

Zuozhuan contains 180,000 characters.

25,000 are diplomatic discourse.

1/7 are diplomatic discourse.¹

Categories of Diplomatic Language in *Zuozhuan*

	War-Related	Alliance-Related	Court Visits and Exchanges between Feudal States
	Pre-War During Warfare Post-War	Alliance Oaths Disputes over Alliance Precedence Making Requests Reprimands and Warnings Rejections	Expressions of Concern and Condolences Rewards and Gifts Divination and Prophecies Making Requests Reprimands and Warnings Rejections Feasts and Performance Appreciation Inquiries Commands and Announcements

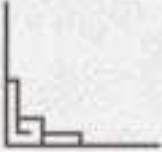
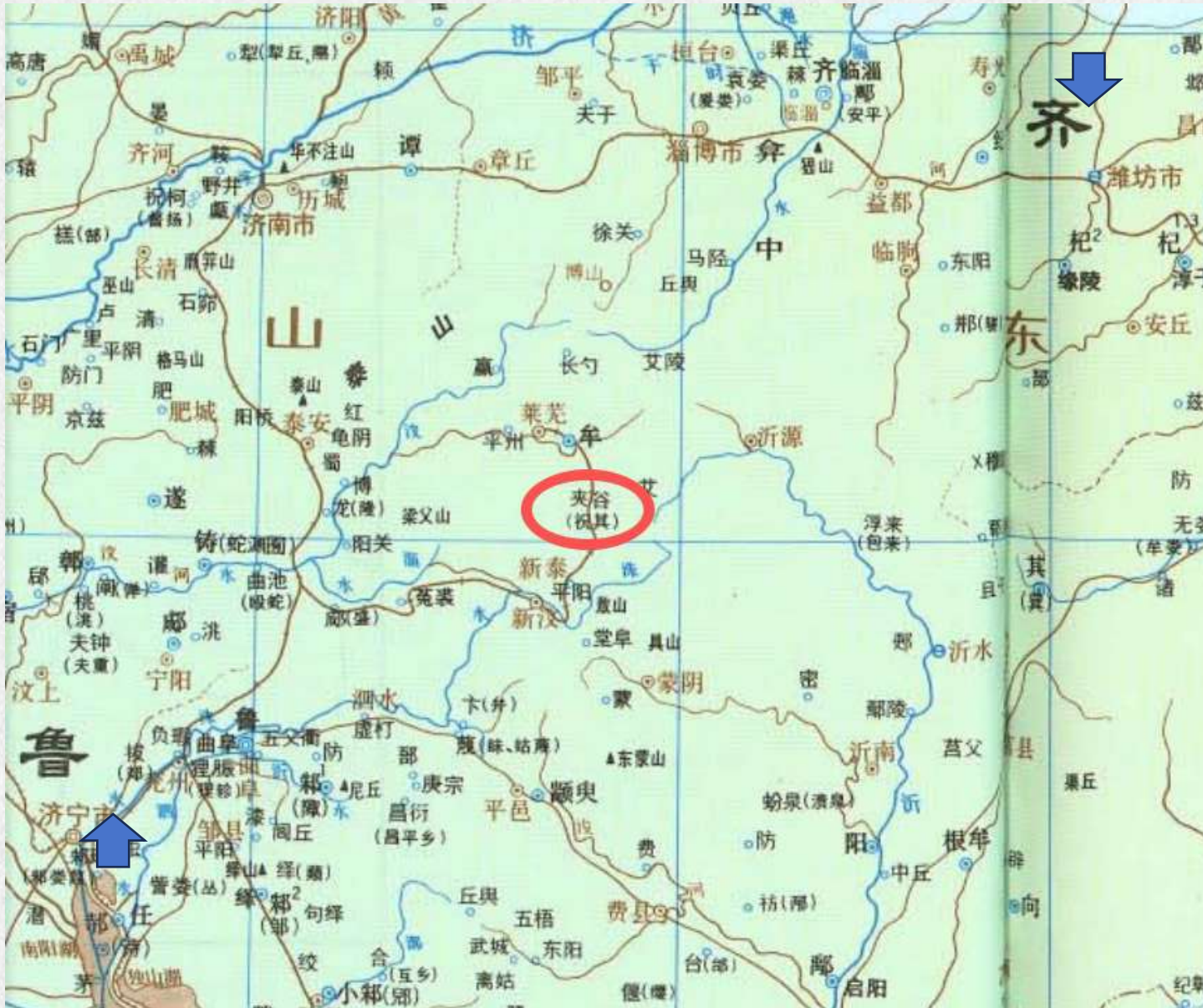


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- *Analyse the 'Meeting at Jiagu' chapter*
- *compare it with the diplomatic rhetoric characteristics*



The ruler of Qi 齊景公: Duke Jing(?-490 BCE)



The ruler of Lu: Duke Ding 魯定公
(?-495 BCE)

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<https://baike.baidu.com/item/%E9%BD%90%E6%99%AF%E5%85%AC/4232258>

3 Tan Qixiang 譚其驤, *Zhongguo lishi dituji (di yi ce)* 中國歷史地圖集 (第一冊) (Beijing: Zhongguo ditu chubanshe, 1996).

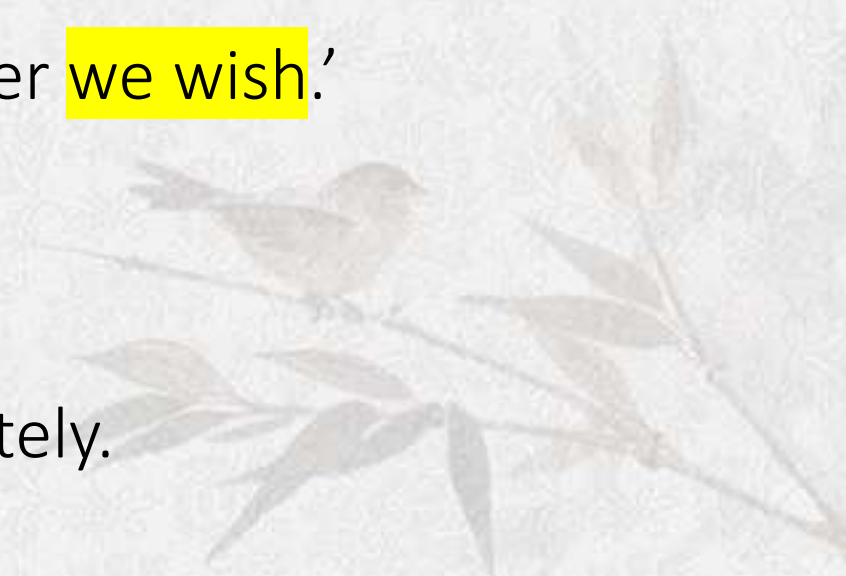


Upheld ritual Propriety as both shield and sword



<https://ts1.tc.mm.bing.net/th/id/R-C.e8bc7014da0cb7f96db40237e55b35ad?rik=byWmOciwCooYAA&riu=http%3a%2f%2fwww.quanminbaike.cn%2fuploads%2f201908%2f1565450943FsZBXwo3.jpg&ehk=sBoZt31nuNjqPREIhD%2fXQQ2XV5EolcYP8Lgowz5aXA%3d&risl=&pid=ImgRaw&r=0>

矢量圖標和貼紙 - PNG、SVG、EPS、PSD 和 CSS --- Vector Icons and Stickers - PNG, SVG, EPS, PSD and CSS

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- Before this meeting, Grand Master Li Mi 犁彌(?-?) of Qi said to Duke Jing of Qi, ‘Confucius understands ritual but lacks valour. If we have our captives—the Lai men—threaten Duke Ding of Lu with weapons, we will get from him whatever we wish.’
 - Duke Jing arranged accordingly.
 - Confucius led Duke Ding to retreat immediately.

- Confucius: 'Let our soldiers strike those intruders! The two rulers have come together with good cheer, yet captive alien tribes are using their weapons to disrupt the meeting. This is certainly not how Duke Jing of Qi would behave toward other dukes.'
- Confucius: 'Those distant people have nothing to do with our great land; those wild tribes must not be permitted to create disorder among our flowery States; captives in war should not break in upon a covenant; arms should not force friendship. These things are an offense to the spirits, a violation of virtue, and a breach of ritual propriety toward other people. Surely you, as Duke of Qi, would not act in such a way.' ← Reaffirm trust
- Duke Jing ordered the Lai men to withdraw.



Zi Wuhuan made a bow with hands folded in front in salute.

<https://www.vcg.com/creative-image/12855/>

As they were about to swear the agreement, the Qi side added one sentence to the document: 'When Qi's army crosses its border, the state of Lu must follow it with three hundred chariots. Otherwise, Lu will be punished, as recorded in this pledge.'

Confucius had Grand Master Zi Wuhuan 茲無還(?-?) of Lu salute in response and say, 'And should you return our lands north of the Wen River, then we shall obey your commands, and let this be our pledge!'

Lu's lands north of the Wen River



4 Tan Qixiang 譚其驤, *Zhongguo lishi dituji (di yi ce)*.



Grand Master Liangqiu Ju of Qi

- Duke Jing was about to entertain Duke Ding with a feast.
- Confucius said to Grand Master Liangqiu Ju 梁丘據 (?-?) of Qi: 'How is it that you have not heard the ancient practices of Qi and Lu? A covenant has finished, but you are about to give an entertainment which brings trouble to the holder.'

- 'What is more, the wine vessels in the shapes of sacrificial bulls and elephants do not go out of the gates of the capital, nor is proper ceremonial music played in the wilds.'

The shapes of sacrificial bulls and elephants:



<https://www.shanghaimuseum.net/mu/asset2/20150818125736844/images/pic7.jpg>
https://bking.cdn.bcebos.com/pic/00e93901213fb80ef0cba73336d12f2eb9389438?x-bce-process=image/format,f_auto/watermark,image_d2F0ZXlvYmFpa2UyNzI,g_7,xp_5,yp_5,P_20/resize,m_lfit,limit_1,h_1080

- 'To feast with all these items furnished would be to discard ritual propriety. And if they are not all furnished, then the ceremony will be as insignificant as **barnyard grass and unfilled grain**. This would bring shame to your sovereign. The casting off of ceremony means a bad name. Why do you not reconsider? Entertainments are for displaying virtue, and if there is no such display, then it would be best to do without.'
- Therefore, this entertainment was given up.



unfilled grain

*Unimportant
Frivolous*



barnyard grass

Characteristics of Diplomatic Language in *Zuozhuan*

Clarifying Right and Wrong to
Subdue Others

Capturing Emotions to Craft
Words

Clarifying Risks to Guide
Compliance

Persuading through Artful
Strategy

Adapting Rhetoric to the
Situation

Conclusion



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*Thank you
for your attention*

