# Contents

*Chronology of Approximate Dynastic Periods*  
*Preface*  

## Part 1  
**Early History**

1. **Early Records and the First Spies**  
   - Yi Yin and Early History, 7  
   - China's Second Spy: The T'ai Kung, 12  
   - Tzu Kung, 20  

2. **The Spring and Autumn Period**  
   - Time and Communications, 28  
   - Terminology and Agents, 30  
   - Diplomatic Missions, 37  
   - The *Hsing-jen*, 41  
   - The *Mu*, or Clandestine Shepherd, 47  
   - Military Intelligence, 49  
   - Defectors, 50  
   - Covert and Subversive Practices, 58  
   - Divination and Prognostication, 75  
   - The Battle of Yen-ling, 77  

3. **The Warring States Period**  
   - Agents and Intelligence, 87  
   - Su Ch'in, 89  
   - Military Intelligence, 92  
   - Covert Practices, 98  
   - Rumors and Estrangement Techniques, 102  
   - Women, Sex, and Consorts, 109
Contents

Lord of Hsin-ling, Prince of Wei, 111
Pivotal Role of Assassinations, 116

Part 2
Spycraft

4 Fundamental Thrust
Necessity for Intelligence and Agents, 126
Stress on Human Agency, 131

5 Nature and Theory of Agents
Shih Tzu-mei's Lectures on "Employing Spies," 143
Expendable and Double Agents, 156
Other Agents, 167

6 Operations and Control
Identifying and Recruiting Agents, 178
Operational Methods and Agent Control, 185

7 Secrecy and Countermeasures
Communications, 196
Concealment and Deception, 201
Counterintelligence, 216
Prisoners, 222

Part 3
Covert Activities

8 Systematic Programs and Psychological Warfare
King Kou-chien and the State of Yüeh, 232
Later Contemplations, 243

9 Assassination and Other Techniques
Beauty and Sex, 261
Consorts and Concubines, 268
Bribes and Estrangement Techniques, 274
Stealthy Methods, 282
Contents

Part 4
Theories of Evaluating and Intelligence

10 Basic Theory and Issues 289

Prejudices, Inclinations, and Interference, 292
Sources and Credibility, 297
Semblances and Doubt, 300
Doubt and the Military Perspective, 302
Other Issues and Perceptions, 306

11 Knowing Men 309

Basic Problems and Questions, 312
Selecting Men, 315
Problematic Theory of Transparency, 316
Perceiver's Qualifications, 323
The Body as Naturally Expressive, 325
The Basic Principle, 326
Constancy, 327
Criteria for Evaluating, 328
Physiognomy, 346
Expressions and Postures, 347
Possibilities and Problems in Criteria, 352
Han Fei-tzu's Views, 354

12 Character, Archetypes, and Typology 360

Somatotypes and Character, 364
Yin and Yang Somatotypes, 365
"The Offices of King Wen," 367

13 Intelligence Applications 377

14 Political Intelligence 388

Historical Episodes and Their Significance, 389
Political Evaluation in the Military Writings, 399
Political Intelligence in the Philosophical and Political Writings, 402
Signs of a Doomed State, 411
Steppe and Border Peoples, 420
Part 5
Military Intelligence

15 Field Intelligence

- Concept of Timeliness, 428
- Observation and Reconnaissance, 430
- Active Probing Measures, 437
- General Field Assessments, 439
- The Role and Importance of Ch’i, 457
- Commanders, 463

16 Classifications of Terrain

- Topography and Configurations of Terrain, 469
- Configurations of Terrain in the Hu-ling Ching, 482
- Mountains and Rivers, 485
- Hsü Tung’s Contrary Practices, 488
- The Wu-ching Tsung-yao, 491
- Evaluating and Targeting Cities, 510

Part 6
Prognostication, Divination, and Nonhuman Factors

17 Historical Practices and Their Rejection

- Prognosticatory Systems in Military Practice, 529
- Dust, Smoke, and Atmospheric Manifestations, 533
- Ch’i Theory and Representative Selections, 536

Notes 549
Index 597