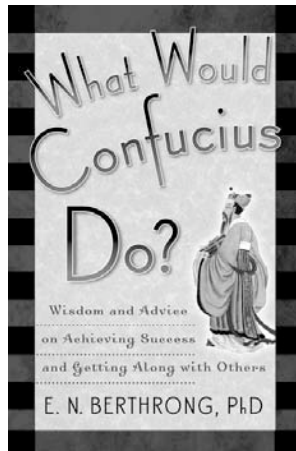


What Would Confucius Do?

*Wisdom and Advice on Achieving Success
and Getting Along With Others*

Countless books have been written about Confucianism attempting to answer the questions: is it a religion or not; who really wrote the texts; what do those technical terms mean, and so on. This book's purpose is different: *What Would Confucius Do?* offers an interpretation of the great philosopher's seminal work *The Analects* reflected in the subtitle: *Wisdom and Advice on Achieving Success and Getting along with Others..* It can be applied to the workplace, the family, or social strata in general because *The Analects* are, at bottom, about how we learn to live with each other with a minimum of conflict. According to Confucius this requires tact, compromise and the willingness to see the other person's point of view. All of this is fueled by enlightened self-interest and tempered by a strong sense of justice and the best interests of society at large. Confucius made it clear that the essence of civilized behavior is to consider why someone acted in a manner deleterious to another. Missing the *why* could elicit an incorrect and even self-injurious response to perceived slight.

Confucius' insights into the human condition have been remembered and practiced for two-and-a-half millennia precisely because they can be applied to any life situation at any time. High tech and space travel notwithstanding, we still need the wisdom of Confucius to help us live with each other in concord.



From the Author:

"I am writing *What Would Confucius Do?* to jiggle the ordinary ways we think about our social and working organizations: It is the humane way to think about society divided into people who are leaders or followers; bosses or employees; white collar or blue collar; successful or failing; men or women; educated or unlettered; go-getters or gofers. If only everyone fit nicely and permanently into his or her niche upon birth, things would go smoothly. The problem is that individuals will insist on moving up or down or laterally on the socio-economic scale, following no rules but those dictated by ability, ambition and opportunity! Thus, someone who begins as a follower can become a leader and vice versa. This applies to the workplace as well as to the home: wishing for something won't make it happen but working toward it might. But then, if you stoke the fires of success in any endeavor you must remember that you risk being burned. It is the Confucian Way to understand, as the classical Greeks did, that "all is flux." Even if only a few people change their relative positions, these changes affect many others in countless and often subtle ways."

Non-Fiction: Popular Culture

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