

17 康永說：

「交淺言深時」，  
不妨先「試水溫」「測風向」。

政壇人物，常用一招，叫做「試水溫」「測風向」。

比方說，某局長想要爭取某部長的職位，但不知道輿論的反應會如何，就偷偷放消息給一家報紙。這家報紙略為報導一下，說聽到這樣的風聲，報紙刊出來之後，自然會收到一些各方反應，可以供某局長思考下一步棋要怎麼走。我們不作官的人，什麼時候需要試水溫呢？如果貴人這樣接，好像就可以再往下聊一點。「對阿！我也覺得是鬼扯。」這樣接，都還算安全。「你怎麼可能排第三名，你當然是第一名！」如果這樣接，那就算踩下地雷了，也算頗冒險的交淺言深了。那萬一貴人本來就是排行榜的第一名呢？「你當然是第一名，我猜第二名差你十倍都不止。」這也挺冒險的，因為有的貴人就會感覺你這樣是在再揣測他的收入，會提防你。但起碼我建議你接話的用語，都算是再捧貴人的，可算在危險中偏安全面。沒辦法，富貴險中求。

## **17 You can try to find out if the man tell the truth when you interact with a man who is unfamiliar with you.**

Many politicians often use some ways to know if their policies will work. For example, a bureau chief tries to be a minister, but he does not know how many people will agree. Then, he will tell a media secretly because the media will spread the information. At that time, he can pay much attention to these reactions which come from others to consider how to win the position. When can those people who are not a politician

need to try to use these ways? It will be fine if the nobility answer that “Yeah! I think so, too.” However, if the nobility answer that “It’s impossible that you only win the third place instead of the first!” It will be a dangerous talking. Yet, you answer like “Without doubt, you’re the No.1 and I assume that the gap between you and the second must be so much.” as you find the nobility had won the first place. It will also risky because the nobility may feel that you try guessing how much income will he deserve, and then he will beware of you. Nevertheless, some words I suggested is to flatter the nobility and the way is save. There is nothing to be done since money always comes from danger.

就像金庸筆下，《鹿鼎記》中的韋小寶，擺盪在清朝皇帝和反清組織的夾縫中，先測風向，再見風使舵，是韋小寶的拿手本事。如果你押中寶，貴人被你打開話匣，和你大聊排行榜上其他對手的八卦，那貴人盡了談興之後，就會覺得你真是「知情識趣」，也許你的人生就會有一道門，打開了一條縫。我認為測水溫的時候，只要對方願意顯露情緒或價值觀，就表示對方有興趣多聊兩句。就算貴人的反應是：「排行榜這種東西，沒什麼好聊的。」這也仍然是顯露了某種價值觀。「所以．．．．．你都從來不看報紙喔？」你可能可以這樣接話。比較沒轍的是，貴人如果像世外高人那樣，只「嗯」一聲，這就有點測不出水溫風向了。這種「嗯派」貴人，身上也許會有些別的線索，這時就考驗你的眼力了。如果貴人身上穿的是罕見的北歐新興小名牌，設計師姓氏超過十個字母以上，連這都被你認出來；或者它的鞋是大牌第幾代和另一大牌聯名推出的限量款，也被你認出來，那絕對就是一線生機。其實就算認不出，也沒關係，只要看見什麼特別的細節，說一句：「這個好特別噢！」也許就成了。人身上不會無緣無故出現特別的東西，會出現特別的東西，就是那個人選擇過的結果。而選擇就表示他們有費心，他有費心就會高興別人注意到。

In other words, like Wei Xiaobao, who is a character of *The Deer & The Cauldron the First Book* written by Jing Yong. He is an unpredictable man because he seems to support the king of Qing but support the anti-Qing organization. He is good at taking advantage of any situation that is good for him. On the contrary, if you succeed in making the nobility open his own heart and talking to you without adjusting, when you end the conversation, he may consider that you're a good guy to teach. Afterwards, you probably will have a wonderful future. As long as the nobility is willing to express his emotion or the opinion of

value, he is interesting in chatting with you, I believe. Even if his reaction is “Theirs is nothing need to be talked on the table of ranking.”, it also expresses his value. And then, you can reply like “So... you never read newspapers?”. However, it can't be dealt with that the nobility just reply “Well.” Such as these nobilities, some special things may found on their bodies. In the meantime, you must observe them carefully. If the nobility wears a fresh brand, which comes from north Europe and its designer name is over ten letters, or his shoes are a famous brand's limited edition, and you recognize all brands. Luckily, you will absolutely create the new life. But actually, you can't know those brands is never mind, just focus on some special details and say, “This is pretty unique!” then it may complete. People do not wear any delicate thing in their bodies without planning, if any, just because their choice. In other words, that means they spend their time on dressing, expecting someone to notice.

假設你撞上了珍貴的機會，和重要的貴人意外的共處一室，一旦共處的時間很久，眼看著再這樣不痛不癢的聊下去，等到時間結束，這輩子都不會再遇到這位貴人了。這就遇到必須「交淺言深」的冒險時刻了。要賭一下，令貴人對自己留下印象？還是乖一點，聽從命運的安排？關於這點，我不能貿然建議，這一方面要看你的個性，另一方面要看貴人的個性，以及當時的氣氛。但如果你決定要賭一下，聊一些「地雷型」的話題，那我建議你先試一下水溫，看看貴人會不會被你打開話匣子。「昨天報上登了娛樂圈年度收入的排行榜，我在上面看到您的大名了。」這已算很莽撞的話題，但不會踩到地雷，腳還懸在半空，沒踩下去。還在「試水溫」「測風向」。「哈哈對阿！超扯的排行榜，胡說八道。」貴人說。有個安全得多的方法，可以博取貴人的注意。如果你有習慣關注你在意的貴人們，他們在網上寫的一些很個人的小事，那通常是非常妥當的話題。「我再網上看到你昨天半夜還幫你的狗綁辮子。」或「你上禮拜下廚煮的那個南瓜湯，看起來好好喝喔！」我相信會在網上發布這些小事的貴人，都會很樂意跟你多聊兩句的，要不然他們就不會把這些小事放在網上。不少人會覺得這樣未免太麻煩，寧願輕鬆些，任貴人從面前飄過，對貴人視而不見。這樣的態度，我也很同意。機會，本來就是給想要機會的人。對不想要機會的人來說，機會根本沒有存在過，也就談不上損失或錯過機會了。沒有誰對誰錯，也沒有什麼高下好壞，只是想要與不想要的差別。就像你可以把這本《說話之道2》當成作戰手冊，也可以當成隨手翻翻的小書，不管怎樣，我作為寫書的人，都一樣很高興啊！

If you get the precious opportunity that stay together with critical nobility long time without expecting, and probably you will not meet each other. At that crucial time, you should dare to choose an option that follow the destiny or impressed the nobility. In my opinion, I cannot decide without thinking because it needs to be considered that your and the nobility's personalities, and the atmosphere. However, if you decide to talk some serious questions, I strongly suggest you have to try guiding the nobility and test how will be his reaction. For example, "Yesterday, on the entertainment of the revenue ranking table, I saw your name" you said. It may be impolite, but it is ok. The nobility answer "Yeah! It is ridiculous." There is a proper way that can make him feel you are outstanding. That is, the nobility usually would share their private thing in their website, and you can try to talking about that if you used to focus on their website. I saw your post that you dressed up your dog in the midnight yesterday, or the pumpkin soup that you cooked last week looks good! As a result, I believe that these nobilities will glad to chat with you for long time because they hope that someone can notice those little things they post on the social media. However, many people rather miss these nobilities than follow their social media, because they find that is too difficult. Such as their attitude, I truly agree. Since the opportunity will be deserved by people who want to get. On the contrary, for people who do not want to get the chance, it means that has never existed. Thus, it cannot belong to lose or miss this chance. There is no right or wrong in this thing, just concerning those people who desire or not. For instance, you can view "the way of speaking2" as a treasure, or rubbish. But no matter what you think, as an author, I am willing to share with you!