



临(亲临)由下兑三(泽)和上坤三(地)组成，也称‘地泽临’。

卦象显示泽在下地在上，说明地要保护沼泽，才能使泽水滋润大地，生长万物，这符合自然规律。君子(领导)从中领悟到：要处理好与下属(普通人民)的关系，要修己安人，亲临事实，保护和教导人民，才能使社会蓬勃发展。

《临》：‘元亨，利贞。至于八月有凶’。卦意是：通达无阻，坚守正道。到了八月会有凶险。卦象的下面两个阳爻代表阳刚之气逐渐向上，给整固大地带来和悦顺畅的气氛。由于《易经》强调‘变化’，万事万物都会出现物极必反，盛极必衰的现象，因此阳气到了上爻会逐渐削弱(八月有凶险)。这一卦也告诉人们，在顺利时要有居安思危的准备，提高警觉，抓住时机，预防凶险的来临。以下每一爻辞分析如何面临当前的处境而避免灾祸，获得吉祥。

初九，‘咸临，贞吉’。咸：感化，感动之意。以感化的心态面临大众，坚守正道，获得吉祥。第一爻提醒基层领导者要以真

chéng wú sī wú cháng de tài dù qù gǎn huà guān xīn hé bāng zhù rén mín cái néng qǔ dé xìn  
诚，无私，无偿的态度去感化，关心和帮助人民，才能取得信  
rèn wéi rì hòu jì xù fā zhǎn dǎ xià liáng hǎo jī chǔ  
任，为日后继续发展打下良好基础。

jiǔ èr xián lín jí wú bù lì jì xù yǐ gǎn huà de xīn tài miàn lín dà zhòng  
九二，‘咸临，吉，无不利。’继续以感化的心态面临大众，  
jí xiáng méi yǒu bù lì de dāng nǐ de wèi zhì tí shēng shí nǐ huán shì yào jì zhù bǎo chí chéng  
吉祥，没有不利的。当你的位置提升时，你还是要记住保持诚  
xìn wú sī de tài dù duì dài xià shǔ yǐ qiān xū hé shùn de xīn tài qù gǎn huà xià shǔ chí kāi  
信，无私的态度对待下属，以谦虚和顺的心态去感化下属，持开  
fàng de tài dù qù líng tīng tā men de xīn shēng gòng tóng jiàn lì yī gè hé xié chéng xìn de wén huà tuán  
放的态度去聆听他们的心声，共同建立一个和谐诚信的文化团  
duì zhè yàng jiù huì jí xiáng shùn lì  
队，这样就会吉祥顺利。

liù sān gān lín wú yǒu lì jì yǒu zhī wú jiù gān tián yán mì yǔ yòng tián  
六三，‘甘临，无攸利。既忧之，无咎’。甘：甜言蜜语。用甜  
yán mì yǔ lái qǔ yuè tā rén háo wú lì yì rú guǒ néng yì shí dào zì jǐ de guò shī jí shí  
言蜜语来取悦他人，毫无利益。如果能意识到自己的过失，及时  
gǎi guò jiù bù huì zhāo zhì zāi huò yáo cí tí xǐng yī gè lǐng dǎo zhě bù yào kào dòng tīng de yán  
改过，就不会招致灾祸。爻辞提醒一个领导者不要靠动听的言  
yǔ zì wǒ wéi zhōng xīn de tài dù qù tǒng yù mín zhòng yī gè hǎo de lǐng dǎo zhě shì yào kào shí jì  
语，自我为中心的态度去统御民众。一个好的领导者是要靠实际  
xíng dòng qù guān xīn bāng zhù yǒu xū yào de rén yào shí cháng fǎn sī zì jǐ de yán xíng fā xiàn zì  
行动去关心，帮助有需要的人，要时常反思自己的言行，发现自  
jǐ de guò cuò bìng jiā yǐ gǎi jìn tí gāo jiě jué wèn tí de néng lì cái néng bì miǎn guò shī  
己的过错并加以改进，提高解决问题的能力，才能避免过失。

liù sì zhì lín wú jiù qīn zì guāng lín méi yǒu zāi huò yáo cí tí xǐng yī gè lǐng  
六四，‘至临，无咎’。亲自光临，没有灾祸。爻辞提醒一个领  
dǎo zhě dāng nǐ zhī dào rēn hé dì fāng tuán tǐ gè rén yǒu zāi nán hé kùn nán shí dōu yào  
导者，当你知道任何地方（团体，个人）有灾难和困难时，都要  
qīn zì dào dá xiǎn chǎng kǎo chá shí qíng zhǎo dào wèn tí de gēn yuán tí chū jiě jué wèn tí de fāng  
亲自到达现场考察实情，找到问题的根源，提出解决问题的方  
àn zhè yàng de lǐng dǎo fāng shì jiù bù huì gěi zì jǐ hé shè huì tuán tǐ dài lái huò huàn  
案。这样的领导方式就不会给自己和社会（团体）带来祸患。

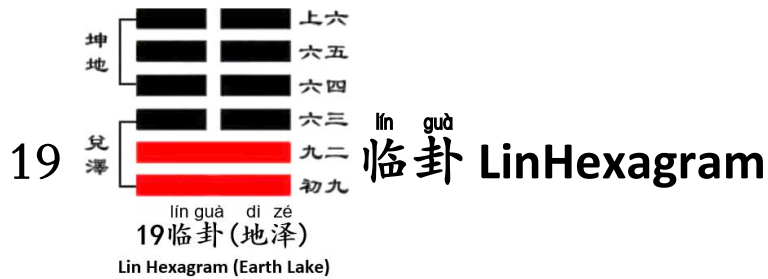
liù wǔ zhī lín dà jūn zhī yí jí yòng míng zhì de fāng shì chù lǐ lái lín zhè shì  
六五，‘知临，大君之宜，吉’。用明智的方式处理来临，这是  
wéi dà de jūn zhǔ zuì shì yí de tǒng zhì zhī dào jí xiáng zuò wéi yī gè hǎo de jūn zhǔ lǐng  
伟大的君主最适宜的统治之道，吉祥。作为一个好的君主（领

dǎo yào yòng zì jǐ de zhì huì qīn zì tǐ chá mín yì , fā xiàn wèn tí , huán yào guǎng fàn tīng qǔ yì  
导)要用自己的智慧亲身体察民意,发现问题,还要广泛听取意  
jiàn hé jiàn yì , yě yào zhī rén shàn rèn , cǎi qǔ hé shì de cè lüè jiě jué wèn tí , zhè yàng cái néng  
见和建议,也要知人善任,采取合适的策略解决问题,这样才能  
jí xiáng 。  
吉祥。

shàng liù , ‘dūn lín , jí , wú zāi ’ 。 dūn hòu chéng shí zhì mín , jí xiáng , méi yǒu zāi huò 。  
上六,‘敦临,吉,无咎’。敦厚诚实治民,吉祥,没有灾祸。

yī gè yǒu zhì huì de tǒng zhì zhě (lǐng dǎo ) yào yǐ dūn hòu , zhēn chéng de tài dù duì dài guó mín  
一个有智慧的统治者(领导)要以敦厚,真诚的态度对待国民  
(tuán duì ) ; yǐ kuān róng de tài dù jiē nà bù tóng de yì jiàn ; yǐ dà gōng wú sī chù shì yuán zé  
(团队);以宽容的态度接纳不同的意见;以大公无私处事原则  
wéi guó mín (tuán duì ) bàn shí shì 。 zhè yàng zuò cái néng jí xiáng , méi yǒu zāi huò 。  
为国民(团队)办实事。这样做才能吉祥,没有灾祸。

lín (qīn lín ) yóu xià duì (zé ) hé shàng kūn (dì ) zǔ chéng 。 guà xiàng yòng shuǐ zài xià dì zài shàng de  
临(亲临)由下兑(泽)和上坤(地)组成。卦象用水在下地在上的  
zì rán guī lǜ lái qǐ fā jūn zǐ (lǐng dǎo ) yào rú hé chù lǐ hǎo yǔ xià shǔ (pǔ tōng rén mín )  
自然规律来启发君子(领导)要如何处理好与下属(普通人民)  
de guān xì 。 yī gè hǎo de lǐng dǎo bì xū yào xiū jǐ ān rén , yǐ zhēn chéng hé dà gōng wú sī de tài  
的关系。一个好的领导必须要修己安人,以真诚和大公无私的态度  
duì dài bǎi xìng , qīn zì tǐ chá mín qíng ; yě yào zhī rén shàn yòng , guǎng fàn tīng qǔ yì jiàn hé jiàn  
对待百姓,亲身体察民情;也要知人善用,广泛听取意见和建议,  
yì gòng tóng zhì dìng yǒu xiào jiě jué wèn tí de fāng àn , chuàng jiàn yī gè hé xié xìn rèn de tuán tǐ  
共同制定有效解决问题的方案,创建一个和谐信任的团体  
(guó jiā ) , cái néng shǐ shè huì fā zhǎn zhuàng dà 。 《yì jīng 》 yǒu ‘wù dà rán hòu kě  
(国家),才能使社会发展壮大。《易经》有‘物大然后可  
guān ’ , kàn xià yī guà ‘guān guà ’ tí chū zě yàng de qǐ shì 。  
观’,看下一卦‘观卦’提出怎样的启示。



**Lin** Hexagram (approach) is combined with Dui ☱ (lake) below and Kun ☷ (Earth) above. The image of Lin shows the lake is under the Earth which indicates the Earth must protect the lake so that the water can moisturize the land and make everything grow. This conforms to the law of nature and inspires the Junzi (leader) that when building a good relationship with their subordinates, they must focus on self-cultivation and comfort others. They must also approach people to investigate the truth in all situations and protect and nurture their people (team members) to make the whole society thrive.

The **Judgment** of Lin: ‘Supreme fortune, to be steadfast, profit. In the eighth month, calamity.’ There are two yang lines at the base that rise upwards and bring an atmosphere of vitality to the land. As ‘I Ching’ focuses on ‘Change’ which means everything that reaches the utmost will reverse. So, when the two yang lines rise upward to the top will turn to decline (the eighth month will have danger). This hexagram also reminds people to be prepared for risk in times of peace, to be vigilant, to seize opportunities when they present, and to prevent danger. Each line of the hexagram will analyze the current situation and give appropriate suggestions to avoid calamity and encourage prosperity.

**Chu-Jiu** ‘A concerted approach with heart and influence, stick to the right path, will obtain auspiciousness.’ The first line reminds the leader they need to approach their people with sincerity and selflessness and righteousness. The

leader must care for and help their team members in order to gain their trust and support, together to build a good foundation for further achievement.

**Jiu-Er** ‘A concerted approach with heart and influence, will auspicious, all things profits.’ When you have been promoted to a higher position, you still need to retain integrity and maintain a selfless and humble attitude toward your team members. You must take care of your subordinates and be open-minded to listen to their views and concerns. Working together is needed to establish a harmonious and honest team culture that is auspicious and brings prosperity.

**Liu-San** ‘With empty platitude of complacent approach, no profits. Reflection and remorse on time, no harm’. This line warns a leader that the danger of complacent management using empty platitudes. A wise leader should rely on practical actions to look after those in need and constantly reflect upon one's words when interacting with your team members, discover and rectify your own mistakes and change them so as to improve their ability to solve problems and avoid future mistakes.

**Liu-Si** ‘A thorough approach, no harm.’ This line reminds a leader when made aware of any problems or disasters happening in any place or to any person, you should investigate the real situation personally and work with trustful and capable people to find the truth and determine a solution. Such a leadership style will prevent calamity for yourself and your society.

**Liu-Wu** ‘A wise approach, befitting a great leader, auspicious.’ As a great leader who adopts a wise approach by interacting with the people in a sincere and selfless manner, approaching the status quo personally to investigate the truth, being open-minded to listen to people's views widely, and also often self-reflecting and selecting the right people to work together to find an effective

solution to create a harmony society. Doing so will help the whole society stay peaceful and thriving.

**Shang-Liu** ‘A honest approach, auspicious, no harm.’ The last line reveals that a wise ruler (leader) should treat the people (team) with honesty and sincerity, accept different opinions with a tolerant attitude, and do practical things for the people selflessly that would avoid major mistakes is harmless.

**Lin** Hexagram (approach) is combined with Dui (lake) and Kun (the Earth). The image of the phenomena of the lake under the earth guides a leader in how to interact with one’s subordinates - just as the lake sustains the earth by providing it with moisture. A good leader should consistently self-cultivate and influence others and be honest and sincere when interacting with people. They should investigate and seek the truth personally with trustful and capable people, be open-minded and listen to others’ views and suggestions, and work collaboratively to develop effective solutions to problems. Together to create a harmonious and trusting country (group) to make their society thrive. I Ching says that flourishing and then be observed, next ‘Guan’ hexagram will talk about observation.