

the Sovereign Individual

主权个人：掌握信息时代的变革

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Lord William Rees-Mogg

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序言

中世纪的人对意志没有信心，认为人类是容易受伤的、极其脆弱的，但他们尊重智力。他们认为只要认真思考，即使是人，也有能力回答关于上帝和宇宙的最深奥的问题。现代人崇拜意志，但他们对智力感到绝望。乌合之众，随机粒子的偏转，无意识偏见的影响：所有这些当代的陈词滥调，都在谈论智力的弱点，或者说也在谈论我们自己。

威廉·里斯·莫格勋爵和詹姆斯·戴尔·戴维森，并没有承诺也没有给出任何关于上帝和宇宙的答案。但是，他们对“大政治”的研究，对历史上各种力量的剖析，以及对不久的将来的一系列预测，是非比寻常的，甚至是反文化的，因为他们运用人类的理性，去思索那些我们被教导为“机遇”或“命运”的事情。在《主权个人》首次出版近四分之一世纪之后，回顾过去，最容易做、也是我们周围的文化最喜欢做的事，就是挑剔他们的错误，这也算是一种自我安慰：那么费心去思考未来有什么意义呢？

当然，有一些事情他们没有想到：首先就是中国的崛起。在共产党的领导下，21 世纪的中国创造了自己的信息时代，具有明显的民族主义、种族同化和深刻的国家主义特征。这可能是该书出版以来最大的“大政治”现象。仅举一个关键的例子，共产中国已经粉碎了香港这个城邦（城市国家），而里斯·莫格和戴维森曾将香港描述为“一种心智模式，一种会在信息时代繁荣昌盛的管辖区模式”。

从某个角度看，这是作者的一个盲点。从另一个角度看，中国的政治局委员一定是《主权个人》的热心读者。在不断重温列宁斯大林主义的同时，也积极地展望信息时代，只有这种特有的长期的警惕意识，才使得党的领导人能在本书分析的趋势中获得胜利。

这些趋势在今天依然适用：赢家通吃的经济、管辖权的竞争、大规模生产的转移，以及国家间的战争可能会过时。中国的崛起，与其说是对里斯·莫格和戴维森的反驳，倒更像是对他们所描述的利害关系的剧烈提升。

事实上，未来大政治的巨大冲突才刚刚开始。在技术层面上，**这场冲突的两极是：人工智能和加密技术**。人工智能展现出一种前景，能够最终解决经济学家所说“计算问题”（计划经济的关键）。理论上，它使集中控制整个经济成为可能。CCP 最喜欢的技术，就是人工智能，这绝不是巧合。强加密技术在另外一极，它带来的远景是一个去中心化和个性化的世界。如果说人工智能是共产主义的，那么加密技术就是自由主义的。

未来可能就落在这两极之间。而要知道，我们今天采取的行动，会决定日后全局性的结果。在 2020 年，阅读《主权个人》，有助你认真思考，自己的行动将塑造什么样的未来；这是一次不容浪费的学习机会。

彼得·蒂尔

2020 年 1 月 6 日，洛杉矶

译者推荐

今天，我们生活在一个民族国家的世界里，联合国承认 195 个“国家”，地球上除南极洲以外的几乎所有陆地领土都属于其中一个国家。我们认为这很正常。但实际上，我们现在的时代是一个历史上的异类：在过去 2000 年的大部分时间里，世界上的大部分领土都是完全不受统治的。为什么今天不一样了？因为在过去 500 年的大部分时间里，现有的技术创造了一套激励机制，让民族国家是有意义的。用《主权个人》的作者詹姆斯·戴尔·戴维森¹的话来说，暴力的逻辑倾向于民族国家，政府通过征服尽可能多的领土会获得很多好处，而且他们这么做很容易，他们确实这么做了。

但事实并非总是如此。一个典型的例子是，在“黑暗时代”欧洲在地理上极为分散，很少有中央政府掌权。这部分是因为盔甲的发明。如果你有一套盔甲，一把剑和一匹马，那时候没有任何武器能真正阻止你。这意味着大国家很难形成，因为国家的运作依赖于隐性的暴力威胁。但当火药在欧洲盛行时，暴力的逻辑被颠覆了。在一个有枪的世界里，集结大量军队和征服大量领土要便宜得多。詹姆斯·戴尔·戴维森认为，互联网是另一项改变世界的发明，最终它会让民族国家过时，这是因为互联网能在本质上能使资本流动。

民族国家依赖富人的掠夺性税收（远远超过政府提供的商品和服务价值的税收），以支持大型军队和福利项目。但是戴维森说，互联网使掠夺性税收变得不可能，因为当资本流动时，人们可以选择生活在这个世界上任何地方。他们不会被自己的工作、拥有的土地或工厂的位置所束缚。他们可以去待遇最好的地方。

所以戴维森说，在未来的一百年左右，民族国家将开始崩溃，因为他们根本没有足够的钱来维持今天的运作方式。相反，他想象的是一个由小城邦组成的世界，类似于 19 世纪前的意大利，或今天的新加坡。我不知道这一切是否会成真，或者何时会成真，但我们已经看到了一些趋势。疫情证明大规模远程工作是可行的，这意味着工人们可以不再被自己的位置所束缚。许多城市和国家正在为远程工作者提供激励措施，让他们回到自己的境内生活。此外，越来越多的人以高税收为由放弃了他们的美国公民身份，许多西方商人现在住在避税天堂。纳西姆·塔勒布让我相信未来的世界可能会有不确定性，而《主权个人》让我相信，未来的世界会有所不同。在未来的几十年里，像美国这样的大国的影响力可能会下降，而像葡萄牙、新加坡和土耳其这样的小国的影响力会变得更重要。人们可能会集体逃离西方，特别是如果目前这种低自由度的趋势继续下去的话。

因此，指望过一种“传统”的生活（上大学、在大公司找工作、努力工作、在公司里步步高升）可能没有意义。相反，现在的年轻人应该尽可能多地学习，培养一套灵活的技能，这样他们才可以重新适应未来的任何情况。

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<https://macin.org>

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2000 年转折： 人类社会的第四阶段

1.1 PREMONITIONS

预言

The coming of the year 2000 has haunted the Western imagination for the past thousand years. Ever since the world failed to end at the turn of the first millennium after Christ, theologians, evangelists, poets, seers, and now, even computer programmers have looked to the end of this decade with an expectation that it would bring something momentous. No less an authority than Isaac Newton speculated that the world would end with the year 2000. Michel de Nostradamus, whose prophecies have been read by every generation since they were first published in 1568, forecast the coming of the Third Antichrist in July 1999. Swiss psychologist Carl Jung, connoisseur of the “collective unconscious,” envisioned the birth of a New Age in 1997. Such forecasts may easily be ridiculed. And so can the sober forecasts of economists, such as Dr. Edward Yardeni of Deutsche Bank Securities, who expects computer malfunctions on the millennial midnight to “disrupt the entire global economy.” But whether you view the Y2K computer problem as groundless hysteria ginned up by computer programmers and In-

在过去的一千年里,2000 年的到来一直困扰着西方人的想象力。自从世界在基督之后的第一个千年之交未能结束以来,神学家、传道者、诗人、先知,甚至现在,甚至计算机程序员也期待着这个十年的结束,期望它会带来一些重大的东西。不亚于艾萨克·牛顿(Isaac Newton)推测世界将在 2000 年结束的权威。米歇尔·德·诺查丹玛斯(Michel de Nostradamus)的预言自 1568 年首次出版以来,每一代人都在阅读,他预言了 1999 年 7 月第三敌基督者的到来。瑞士心理学家卡尔·荣格(Carl Jung)是“集体无意识”的鉴赏家,他在 1997 年设想了新时代的诞生。这样的预测可能很容易被嘲笑。经济学家的清醒预测也是如此,例如德意志银

formation Technology consultants to stir up business, or as a mysterious instance of technology unfolding in concert with the prophetic imagination, there is no denying that circumstances at the eve of the millennium excite more than the usual morbid doubt about where the world is tending.

A sense of disquiet about the future has begun to color the optimism so characteristic of Western societies for the past 250 years. People everywhere are hesitant and worried. You see it in their faces. Hear it in their conversation. See it reflected in polls and registered in the ballot box. Just as an invisible, physical change of ions in the atmosphere signals that a thunderstorm is imminent even before the clouds darken and lightning strikes, so now, in the twilight of the millennium, premonitions of change are in the air. One person after another, each in his own way, senses that time is running out on a dying way of life. As the decade expires, a murderous century expires with it, and also a glorious millennium of human accomplishment. All draw to a close with the year 2000.

For there is nothing covered that shall not be revealed, neither hid that shall not be known.

——MATTHEW 10.26

We believe that the modern phase of Western civilization will end with it. This book tells why. Like many earlier works, it is an attempt to see into a glass darkly, to sketch out

行证券（Deutsche Bank Securities）的爱德华·亚德尼（Edward Yardeni）博士，他预计千禧年午夜的计算机故障将“扰乱整个全球经济”。但是，无论你是否将 Y2K 计算机问题视为计算机程序员和信息技术顾问为搅动业务而制造的毫无根据的歇斯底里，或者作为技术与预言想象力一起展开的一个神秘例子，不可否认的是，千禧年前夕的情况比通常对世界走向何方的病态怀疑更令人兴奋。

对未来的不安感已经开始为过去 250 年来西方社会特有的乐观情绪着色。世界各地的人们都在犹豫和担心。你可以在他们的脸上看到它。在他们的谈话中听到它。看到它反映在民意调查中并在投票箱中登记。正如大气中无形的物理变化甚至在云层变暗和闪电袭击之前就预示着雷暴即将来临，所以现在，在千年的黄昏，空气中弥漫着变化的预感。一个又一个人，每个人都以自己的方式，感觉到时间在垂死的生活方式上已经不多了。随着十年的过去，一个杀戮的世纪也随之结束，也是人类成就的光荣千年。所有这些都在 2000 年结束。

因为没有什么是不能透露的，也没有隐藏的，是不应该知道的。

——马太福音 10.26

我们相信，西方文明的现代阶段将随之结束。这本书讲述了原因。像许多早期的作品一样，它试图黑

the vague shapes and dimensions of a future that is still to be. In that sense, we mean our work to be apocalyptic—in the original meaning of the word. Apokalypsis means “unveiling” in Greek. We believe that a new stage in history—the Information Age—is about to be “unveiled.”

We are watching the beginnings of a new logical space, an instantaneous electronic everywhere, which we may all access, enter into, and experience. We have, in short, the beginnings of a new kind of community. The virtual community becomes the model for a secular Kingdom of Heaven; as Jesus said there were many mansions in his Father’s Kingdom, so there are many virtual communities, each reflecting their own needs and desires.

——MICHAEL GRASSO

暗地看到玻璃，勾勒出未来仍然存在的模糊形状和维度。从这个意义上说，我们的意思是我们的工作是世界末日的——在这个词的原始含义中。Apokalypsis 在希腊语中的意思是“揭幕”。我们相信，历史的新阶段——信息时代——即将“揭开面纱”。

我们正在观察一个新的逻辑空间的开始，一个瞬间的电子无处不在，我们都可以访问，进入和体验。简而言之，我们已经有了了一种新的社区的开端。虚拟社区成为世俗天国的典范；正如耶稣所说，在他父的王国里有许多豪宅，所以有许多虚拟社区，每个社区都反映了他们自己的需要和愿望。

——迈克尔·格拉索

1.2 THE FOURTH STAGE OF HUMAN SOCIETY

人类社会的第四阶段

The theme of this book is the new revolution of power which is liberating individuals at the expense of the twentieth-century nation-state. Innovations that alter the logic of violence in unprecedented ways are transforming the boundaries within which the future must lie. If our deductions are correct, you stand at the threshold of the most sweeping revolution in history. Faster than all but a few now imagine, microprocessing will subvert and destroy the nation-state, creating new forms of social organization in the process. This will be far from an easy transformation.

本书的主题是权力的新革命，它以牺牲二十世纪的民族国家为代价解放个人。以前所未有的方式改变暴力逻辑的创新正在改变未来必须存在的界限。如果我们的推论是正确的，那么你就站在了历史上最彻底的革命的门槛上。微处理的速度比现在除了少数人想象的要快，它将颠覆和摧毁民族国家，在此过程中创造新的社会组织形式。这远

The challenge it will pose will be all the greater because it will happen with incredible speed compared with anything seen in the past. Through all of human history from its earliest beginnings until now, there have been only three basic stages of economic life: (1) hunting-and-gathering societies; (2) agricultural societies; and (3) industrial societies. Now, looming over the horizon, is something entirely new, the fourth stage of social organization: information societies.

Each of the previous stages of society has corresponded with distinctly different phases in the evolution and control of violence. As we explain in detail, information societies promise to dramatically reduce the returns to violence, in part because they transcend locality. The virtual reality of cyberspace, what novelist William Gibson characterized as a “consensual hallucination,” will be as far beyond the reach of bullies as imagination can take it. In the new millennium, the advantage of controlling violence on a large scale will be far lower than it has been at any time since before the French Revolution. This will have profound consequences. One of these will be rising crime. When the payoff for organizing violence at a large scale tumbles, the payoff from violence at a smaller scale is likely to jump. Violence will become more random and localized. Organized crime will grow in scope. We explain why.

Another logical implication of falling returns to violence is the eclipse of politics, which is the stage for crime on the largest scale. There is much evidence that adherence to the civic myths of the twentieth-century nation-state is rapidly eroding. The death of Communism is merely the most striking example. As we explore in detail, the collapse of morality and growing corruption among leaders of Western governments are not random developments. They are evidence that the potential of the nation-state is exhausted. Even many of its leaders no longer believe the platitudes they mouth. Nor are they believed by others.

非易事的转变。

它将带来的挑战将更大，因为与过去看到的任何东西相比，它将以令人难以置信的速度发生。纵观人类历史，从最早的开始到现在，经济生活只有三个基本阶段：（1）狩猎和采集社会；（2）农业社会；（3）工业社会。现在，迫在眉睫的是某种全新的社会组织阶段：信息社会。

社会以前的每个阶段都与暴力演变和控制的明显不同阶段相对应。正如我们详细解释的那样，信息社会有望大幅减少暴力的回归，部分原因是它们超越了地方性。小说家威廉·吉布森（William Gibson）称之为“自愿幻觉”的网络空间的虚拟现实将远远超出欺凌者的想象范围。在新的千年里，大规模控制暴力的优势将远远低于法国大革命前的任何时候。这将产生深远的影响。其中之一将是犯罪率上升。当大规模组织暴力的回报下降时，小规模暴力的回报可能会增加。暴力将变得更加随机和局部化。有组织犯罪的范围将会扩大。我们解释原因。

暴力回归下降的另一个逻辑含义是政治的黯然失色，这是最大规模犯罪的舞台。有很多证据表明，对二十世纪民族国家的公民神话的坚持正在迅速侵蚀。共产主义的死亡只是最引人注目的例子。正如我们详细探讨的那样，西方政府领导人道德的崩溃和日益严重的腐败并不是随机的发展。它们证明民族国家的潜力已经耗尽。甚至许多领导人也不再相信他们所说的陈词滥调。

他们也不被其他人相信。

1.2.1 History Repeats Itself

历史重演

This is a situation with striking parallels in the past. Whenever technological change has divorced the old forms from the new moving forces of the economy, moral standards shift, and people begin to treat those in command of the old institutions with growing disdain. This widespread revulsion often comes into evidence well before people develop a new coherent ideology of change. So it was in the late fifteenth century, when the medieval Church was the predominant institution of feudalism. Notwithstanding popular belief in “the sacredness of the sacerdotal office,” both the higher and lower ranks of clergy were held in the utmost contempt—not unlike the popular attitude toward politicians and bureaucrats today.

We believe that much can be learned by analogy between the situation at the end of the fifteenth century, when life had become thoroughly saturated by organized religion, and the situation today, when the world has become saturated with politics. The costs of supporting institutionalized religion at the end of the fifteenth century had reached a historic extreme, much as the costs of supporting government have reached a senile extreme today.

We know what happened to organized religion in the wake of the Gunpowder Revolution. Technological developments created strong incentives to downsize religious institutions and lower their costs. A similar technological revolution is destined to downsize radically the nation-state early in the new millennium.

这种情况在过去有着惊人的相似之处。每当技术变革将旧形式与新的经济动力分离时，道德标准就会发生变化，人们开始越来越蔑视那些控制旧机构的人。这种普遍的厌恶往往在人们形成一种新的连贯的变革意识形态之前就已经显现出来了。因此，在十五世纪后期，中世纪教会是封建主义的主要机构。尽管人们普遍相信“神圣职位的神圣性”，但神职人员的上级和下级都受到了极大的蔑视——这与今天对政治家和官僚的普遍态度没有什么不同。

我们认为，通过类比 15 世纪末的生活被有组织的宗教彻底浸透的情况与今天世界政治饱和的情况，可以学到很多东西。十五世纪末支持制度化宗教的成本已经达到了历史的极端，就像支持政府的成本今天达到了衰老的极端一样。

我们知道在火药革命之后，有组织的宗教发生了什么。技术发展为了缩小宗教机构规模和降低成本创造了强烈的动力。类似的技术革命注定要在新千年初期从根本上缩小民族国家的规模。

Today, after more than a century of electric technology, we have extended our central nervous system itself in a global embrace, abolishing both space and time as far as our planet is concerned

——MARSHALL McLuhan, 1964

今天，经过一个多世纪的电气技术，我们已经在全球范围内扩展了我们的中枢神经系统本身，就我们的星球而言，废除了空间和时间

——马歇尔·麦克卢汉，
1964

1.2.2 The Information Revolution

信息革命

As the breakdown of large systems accelerates, systematic compulsion will recede as a factor shaping economic life and the distribution of income. Efficiency will become more important than the dictates of power in the organization of social institutions. This means that provinces and even cities that can effectively uphold property rights and provide for the administration of justice, while consuming few resources, will be viable sovereignties in the Information Age, as they generally have not been during the last five centuries. An entirely new realm of economic activity that is not hostage to physical violence will emerge in cyberspace. The most obvious benefits will flow to the “cognitive elite,” who will increasingly operate outside political boundaries. They are already equally at home in Frankfurt, London, New York, Buenos Aires, Los Angeles, Tokyo, and Hong Kong. Incomes will become more unequal within jurisdictions and more equal between them.

The Sovereign Individual explores the social and financial consequences of this revolutionary change. Our desire is to help you to take advantage of the opportunities of the new age and avoid being destroyed by its impact. If only half of what we expect to see happens, you face change of a magnitude with few precedents in history.

随着大型系统的加速崩溃，系统性强迫作为影响经济生活和收入分配的一个因素将会消退。在社会机构的组织中，效率将变得比权力的要求更重要。这意味着，能够有效维护财产权和提供司法行政的省份甚至城市，同时消耗的资源很少，在信息时代将是可行的主权，就像过去五个世纪以来通常没有的那样。一个不受身体暴力影响的经济活动全新领域将在网络空间出现。最明显的好处将流向“认知精英”，他们将越来越多地在政治边界之外运作。他们已经在法兰克福、伦敦、纽约、布宜诺斯艾利斯、洛杉矶、东京和香港同样自在。辖区内的收入将变得更加不平等，它们之间的收入将变得更加平等。

《主权个人》探讨了这一革命性变化的社会和财务后果。我们的愿望是帮助您利用新时代的机遇，避免被其影响所摧毁。如果我们期望看到的只有一半发生，你将面临历史上很少有先例的巨大变化。

The transformation of the year 2000 will not only revolutionize the character of the world economy, it will do so more rapidly than any previous phase change. Unlike the Agricultural Revolution, the Information Revolution will not take millennia to do its work. Unlike the Industrial Revolution, its impact will not be spread over centuries. The Information Revolution will happen within a lifetime.

What is more, it will happen almost everywhere at once. Technical and economic innovations will no longer be confined to small portions of the globe. The transformation will be all but universal. And it will involve a break with the past so profound that it will almost bring to life the magical domain of the gods as imagined by the early agricultural peoples like the ancient Greeks. To a greater degree than most would now be willing to concede, it will prove difficult or impossible to preserve many contemporary institutions in the new millennium. When information societies take shape they will be as different from industrial societies as the Greece of Aeschylus was from the world of the cave dwellers.

2000 年的转变不仅将彻底改变世界经济的性质,而且将比以往任何阶段性变化都快。与农业革命不同,信息革命不需要几千年才能完成其工作。与工业革命不同,它的影响不会延续几个世纪。信息革命将在有生之年发生。

更重要的是,它几乎会同时发生在任何地方。技术和经济创新将不再局限于全球的一小部分。这种转变几乎是普遍的。它将涉及与如此深刻的过去决裂,以至于它几乎将像古希腊人这样的早期农业民族所想象的那样,使神的神奇领域栩栩如生。在比大多数人现在愿意承认的更大程度上,在新千年中保留许多当代机构将证明是困难或不可能的。当信息社会形成时,它们将与工业社会不同,就像埃斯库罗斯的希腊与穴居者的世界一样。

1.3 PROMETHEUS UNBOUND: THE RISE OF THE SOVEREIGN INDIVIDUAL

普罗米修斯不受束缚：主权个体的崛起

The coming transformation is both good news and bad. The good news is that the Information Revolution will liberate individuals as never before. For the first time, those who can educate and motivate themselves will be almost entirely free to invent their own work and realize the full benefits of their own productivity. Genius will be unleashed, freed from both the oppression of government and the drags of racial and ethnic prejudice. In the Information Society, no one who is truly able will be detained by the ill-formed opinions of others. It will not matter what most of the people on earth might think of your race, your looks, your age, your

即将到来的转变既有好消息也有坏消息。好消息是信息革命将像从未有过的那样解放个人。首次,那些能够自我教育和激励自己的人将几乎完全自由地发明自己的工作,并实现自己生产力的全部好处。天才将被释放,摆脱了政府的压迫和种族和民族偏见的限制。在信息社会中,没有真正有才华的人会被他人没见过的肤浅见解所阻拦。你的种族、外貌、年龄、性取向或发型方

sexual proclivities, or the way you wear your hair. In the cybereconomy, they will never see you. The ugly, the fat, the old, the disabled will vie with the young and beautiful on equal terms in utterly color-blind anonymity on the new frontiers of cyberspace.

1.3.1 思想成为财富

Merit, wherever it arises, will be rewarded as never before. In an environment where the greatest source of wealth will be the ideas you have in your head rather than physical capital alone, anyone who thinks clearly will potentially be rich. The Information Age will be the age of upward mobility. It will afford far more equal opportunity for the billions of humans in parts of the world that never shared fully in the prosperity of industrial society. The brightest, most successful and ambitious of these will emerge as truly Sovereign Individuals.

At first, only a handful will achieve full financial sovereignty. But this does not negate the advantages of financial independence. The fact that not everyone attains an equally vast fortune does not mean that it is futile or meaningless to become rich. There are 25,000 millionaires for every billionaire. If you are a millionaire and not a billionaire, that does not make you poor. Equally, in the future, one of the milestones by which you measure your financial success will be not just how many zeroes you can add to your net worth, but whether you can structure your affairs in a way that enables you to realize full individual autonomy and independence. The more clever you are, the less propulsion you will require to achieve financial escape velocity. Persons of even quite modest means will soar as the gravitational pull of politics on the global economy weakens. Unprecedented financial independence will be a reachable goal in your lifetime or that of your children.

式将无关紧要。在网络经济中，别人永远看不见你。在新的网络空间上，丑陋、肥胖、老年和残疾的人将与年轻和美丽的人平等竞争，实现完全无色觉偏见的匿名。

无论何时何地，凡是有卓越思想的人都将得到前所未有的奖励。在一个最大的财富资源是你脑中的思想而不仅仅是物质资本的环境中，任何能够清晰思考的人都可能富有。信息时代将是流动性的年代。它将为数十亿生活在未曾共享工业社会繁荣的地区的人提供更多平等机会。这些人中最聪明、最成功和最有抱负的人将成为真正的独立个体。

一开始，只有少数人能实现完全的财务主权。但这并不否定财务独立的优势。并不是每个人都能获得同样巨大的财富，这并不意味着成为富有是毫无意义的。每个亿万富翁都有 25000 个百万富翁。如果你是百万富翁而不是亿万富翁，那也不代表你是穷人。同样，在未来，衡量你的财务成功的一个里程碑不仅仅是你的净值上有多少个零，而是你能否以一种可以实现个人完全自治和独立的方式来构建你的事务。越聪明的你，就越不需要推动力来实现财务逃逸速度。即使是非常普通的人也可以在全球政治重力对全球经济的影响减弱之际腾飞。在你或你的子孙一生中，无先例的财务独立将成为一个可以实现的目标。

At the highest plateau of productivity, these Sovereign Individuals will compete and interact on terms that echo the relations among the gods in Greek myth. The elusive Mount Olympus of the next millennium will be in cyberspace – a realm without physical existence that will nonetheless develop what promises to be the world’s largest economy by the second decade of the new millennium. By 2025, the cybereconomy will have many millions of participants. Some of them will be as rich as Bill Gates, worth tens of billions of dollars each. The cyberpoor may be those with an income of less than \$200,000 a year. There will be no cyberwelfare. No cybertaxes and no cybergovernment. The cybereconomy, rather than China, could well be the greatest economic phenomenon of the next thirty years.

The good news is that politicians will no more be able to dominate, suppress, and regulate the greater part of commerce in this new realm than the legislators of the ancient Greek city-states could have trimmed the beard of Zeus. That is good news for the rich. And even better news for the not so rich. The obstacles and burdens that politics imposes are more obstacles to becoming rich than to being rich. The benefits of declining returns to violence and devolving jurisdictions will create scope for every energetic and ambitious person to benefit from the death of politics. Even the consumers of government services will benefit as entrepreneurs extend the benefits of competition. Heretofore, competition between jurisdictions has usually meant competition by means of violence to enforce the rule of a predominant group. Consequently, much of the ingenuity of interjurisdictional competition was channeled into military endeavor. But the advent of the cybereconomy will bring competition on new terms to provision of sovereignty services. A proliferation of jurisdictions will mean proliferating experimentation in new ways of enforcing contracts and otherwise securing the safety of persons and property. The liberation of a large part of the global economy from political control will

在生产力的最高高原上，这些主权个体将在类似于希腊神话中神之间的关系条件下竞争和互动。下一个千禧年的神山将是虚拟空间——一个没有实体存在的领域，但它发展成为新千年二十年代世界上最大的经济体之一。到2025年，虚拟经济将有很多百万参与者。其中一些人将像比尔·盖茨一样富有，价值数百亿美元。虚拟贫穷可能是年收入不到20万美元的人。没有虚拟福利。没有虚拟税收，也没有虚拟政府。虚拟经济可能成为未来30年最伟大的经济现象，而不是中国。

好消息是政治家将不再能够在这个新领域中支配、压制和规范大部分商业活动，就像古希腊城邦的立法者不能修剪宙斯的胡须一样。这对富人来说是好消息。对于不那么富裕的人来说更是好消息。政治施加的障碍和负担对于成为富人来说是更多的障碍，而对于已经富足的人来说则更少。暴力收益递减和权力下放的益处将为每个有活力和雄心壮志的人创造发挥，从而从政治的消亡中受益。即使是政府服务的消费者也会受益，因为企业家会扩大竞争的好处。迄今为止，司法管辖区之间的竞争通常意味着通过暴力竞争来强制执行主导群体的规则。因此，许多跨领土竞争的独创性都集中在军事事业上。但是，网络经济的出现将为主权服务的供给带来新的竞争条件。司法管辖区的繁殖将意味着在新的执行合同和保障人身和财产安全的方式方面的多

oblige whatever remains of government as we have known it to operate on more nearly market terms. Governments will ultimately have little choice but to treat populations in territories they serve more like customers, and less in the way that organized criminals treat the victims of a shakedown racket.

1.3.2 超越政治

What mythology described as the province of the gods will become a viable option for the individual – a life outside the reach of kings and councils. First in scores, then in hundreds, and ultimately in the millions, individuals will escape the shackles of politics. As they do, they will transform the character of governments, shrinking the realm of compulsion and widening the scope of private control over resources.

The emergence of the sovereign individual will demonstrate yet again the strange prophetic power of myth. Conceiving little of the laws of nature, the early agricultural peoples imagined that “powers we should call supernatural” were widely distributed. These powers were sometimes employed by men, sometimes by “incarnate human gods” who looked like men and interacted with them in what Sir James George Frazer described in *The Golden Bough* as “a great democracy.”

When the ancients imagined the children of Zeus living among them they were inspired by a deep belief in magic. They shared with other primitive agricultural peoples an awe of nature, and a superstitious conviction that nature’s works were set in motion by individual volition, by magic. In that sense, there was nothing self-consciously prophetic about their view of nature and their gods. They were far from anticipating microtechnology. They could not have imagined its impact in altering the marginal productivity of individu-

种多样的实验。全球经济的大部分解放出了政治控制，这将迫使我们所知道的政府在更接近市场原则的条件下运作。政府最终将别无选择，只能把他们服务的地区人口视为顾客，而不是像有组织的犯罪分子对待勒索诈骗受害者一样。

神话描述的神的领域将成为个人的可行选项 - 生活在国王和议会无法触及的生活之外。从成百上千开始，最终达到数百万，个人将逃脱政治的枷锁。他们这样做，将改变政府的性质，缩小强制的范围，扩大对资源的私人控制范围。

个人主权的出现将再次证明神话的奇异预言能力。早期的农业民族很少了解自然法则，他们认为“我们应该称之为超自然的力量”是广泛分布的。这些力量有时被人类利用，有时由“人格化的人类神”利用，他们看起来像人类，并与他们互动在詹姆斯·乔治·弗雷泽在《金枝》中所描述的“一个伟大的民主制”中。

当古人想象宙斯的子女与他们一起生活时，他们受到了对魔法的深刻信仰的启发。他们与其他原始农业民族分享对自然的敬畏，以及通过个体意志的魔法来控制自然力量的迷信信念。从这个意义上说，他们对自然和他们的神并没有什么自觉的预言性。他们远未预见到微技术的到来。数千年后，他们也无

als thousands of years later. They certainly could not have foreseen how it would shift the balance between power and efficiency and thus revolutionize the way that assets are created and protected. Yet what they imagined as they spun their myths has a strange resonance with the world you are likely to see.

1.3.3 Abracadabra 咒语

The "abracadabra" of the magic invocation, for example, bears a curious similarity to the password employed to access a computer. In some respects, high-speed computation has already made it possible to mimic the magic of the genie. Early generations of "digital servants" already obey the commands of those who control the computers in which they are sealed much as genies were sealed in magic lamps. The virtual reality of information technology will widen the realm of human wishes to make almost anything that can be imagined seem real. Telepresence will give living individuals the same capacity to span distance at supernatural speed and monitor events from afar that the Greeks supposed was enjoyed by Hermes and Apollo. The Sovereign Individuals of the Information Age, like the gods of ancient and primitive myths, will in due course enjoy a kind of "diplomatic immunity" from most of the political woes that have beset mortal human beings in most times and places.

The new Sovereign Individual will operate like the gods of myth in the same physical environment as the ordinary, subject citizen, but in a separate realm politically. Commanding vastly greater resources and beyond the reach of many forms of compulsion, the Sovereign Individual will redesign governments and reconfigure economies in the new millennium. The full implications of this change are all but unimaginable.

1.3.4 天才与天惩

法想象它对个人边际生产力的改变会对生产资产和保护方式的变革带来多大的影响。然而，当他们编织神话时所想象的，却与你可能看到的世界有着奇怪的共鸣。

魔法咒语中的“阿布拉卡达布拉”与访问电脑的密码惊人地相似。高速计算在某些方面已经让模仿神灵魔法成为可能。早期的“数字仆人”就像法器中被封印的神灵一样服从主人的命令。信息技术的虚拟现实将扩大人类的愿望范围，使几乎任何想象得到的事情都变得真实。远程存在将赋予生命体在超自然速度下跨越距离和远程监控事件的能力，就像希腊神话中的赫尔墨斯和阿波罗一样。信息时代的主权个体，像古代和原始神话中的神灵一样，最终将享有一种“外交豁免权”，使其免于大多数时代和地方困扰凡人的政治问题。

新的主权个体将在同一物理环境中与普通公民生活，但在政治上处于单独的领域。拥有非常庞大的资源，超出多种形式约束的范围，主权个体将重新设计政府和经济，进入新的千年。这种变化的全部影响几乎无法想象。

For anyone who loves human aspiration and success, the Information Age will provide a bounty. That is surely the best news in many generations. But it is bad news as well. The new organization of society implied by the triumph of individual autonomy and the true equalization of opportunity based upon merit will lead to very great rewards for merit and great individual autonomy. This will leave individuals far more responsible for themselves than they have been accustomed to being during the industrial period. It will also precipitate transition crises, including a possibly severe economic depression that will reduce the unearned advantage in living standards that has been enjoyed by residents of advanced industrial societies throughout the twentieth century. As we write, the top 15 percent of the world's population have an average per-capita income of \$21,000 annually. The remaining 85 percent of the world have an average income of just \$1,000. That huge, hoarded advantage from the past is bound to dissipate under the new conditions of the Information Age.

As it does, the capacity of nation-states to redistribute income on a large scale will collapse. Information technology facilitates dramatically increased competition between jurisdictions. When technology is mobile, and transactions occur in cyberspace, as they increasingly will do, governments will no longer be able to charge more for their services than they are worth to the people who pay for them. Anyone with a portable computer and a satellite link will be able to conduct almost any information business anywhere, and that includes almost the whole of the world's multitrillion-dollar financial transactions.

This means that you will no longer be obliged to live in a high-tax jurisdiction in order to earn high income. In the future, when most wealth can be earned anywhere, and even spent anywhere, governments that attempt to charge too much as the price of domicile will merely drive away their best customers. If our reasoning is correct, and we believe it is, the nation-state as we know it will not endure in

对于任何一个追逐理想和成功的人来说,信息时代的回报将无与伦比。这无疑是几代人以来最好的消息,但也是一个坏消息。基于个人自治的新型社会组织,以及建立在能力之上的、真正的机会均等,会使才能出众者,得到超级的回报和个人自主性。但是,个人要对自己担负的责任,也会远远超过他们在工业时期所习惯的。此外,在整个 20 世纪,先进工业社会的居民,享受了不劳而获的优越生活,这种优势也将被削弱。在我们写这本书的时候(1997 年之前),世界上前 15% 的人口,人均年收入为 21000 美元;其余 85% 的人,平均年收入只有 1000 美元。在信息时代的新环境下,过去囤积起来的巨大优势,必将烟消云散。

随着它的消散,民族国家大规模重新分配收入的能力将崩溃。信息技术极大地促进了辖区之间的竞争。信息技术加剧了各管辖区之间的竞争。技术是流动的,交易是在网络空间进行的。任何人只要有一台便携式电脑,和一条卫星网络,就可以在任何地方,从事几乎任何信息业务,包括世界上数以万亿美金的金融交易。

这意味着,你不再需要为了高收入,而不得不生活在高税率的国家和地区。在未来,大多数财富可以在任何地方赚取,甚至可以在任何地方消费。到那时,政府试图对它的永久居民收取高额的服务费,只会丢掉它们最好的客户。如果我

anything like its present form.

们的推理是正确的，我们相信它是正确的，那么，大家所知道的民族国家，将不会再以任何类似现在的形式而存在。

1.4 RETURN OF THE LUDDITES

卢德分子的回归

1.5 BANDWIDTH TRUMPS BORDERS

带宽胜过边界

1.6 REVIVING LAWS OF THE MARCH

复兴游行的法律

1.7 THE VANITY OF WISHES

愿望的虚荣

1.8 MAINFRAMES AND THE Y2K TIME BOMB

大型机和 Y2K 定时炸弹

1.9 Y2K AND THE NUCLEAR ARSENAL

Y2K 与核武库