

Just as a stone is raised to the top of a hill with great efforts but hurled down in a moment, so is the soul led to virtue or vice.

It is by his actions that a man sinks lower and lower, or rises up like the digger of a well or the builder of a wall.

Therefore, friend, a man's position (i.e. soul) depends on his exertions. Karatakaka said—Now what do you say? He replied—This our lord Piṅgalaka has come back frightened at something or other and has sat down. Karatakaka asked—Do you know the real fact? Damanaaka replied—What is there that is not known? It is said—

When a thing is expressed in words, even a brute can understand it; even horses and elephants bear (loads) when ordered; a clever man comprehends a meaning although not expressed; for, talent has for its fruit the knowledge of the inward thoughts of others.

The inmost thoughts of a man are divined from his features, gestures, movements, actions, speech and the motion of the eyes and the face. - 50 -

P. 40. Therefore, on this occasion of fear, I will win over this lord by the force of my intellect. For,

He is a wise man who knows how to address a speech suited to an occasion, or to act in a manner befitting one's good intention or to be angry in proportion to one's strength.

Karatakaka said—Friend, you do not know how to serve. See, He is a fool who enters (into royal presence) without being called, speaks much without being asked, and considers himself a favourite of the king.

Damanaaka said—Friend, how can I be ignorant of serving? Is there anything by nature charming or not charming? Whatever a man likes is charming to him. For,

Whatever a man's (thought or) feeling be, having ministered to that, a talented man should quickly win him over.

When asked 'who is here' a servant should say, 'I, please command'; and he should execute the king's command to the best of his ability. Moreover,

He, who is modest in his desires, patient, wise, always in attendance like a shadow and would not hesitate when ordered (to do a thing), should dwell in a king's palace.