

Can We Effectively Predict Success in Business by Dynamical Divinations Based Upon *I Ching*--A Case Study?

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Abstract

The divination has been one of main topics derived from *I Ching* 易经 or the *Book of Changes* 周易 over 5000 years in China, and it is still one of the main methodologies to understand new events in the traditional or modern Chinese society. We apply the divination to predict a person's success in business and find evidences in results to support this method implicatively. The divination, unlike methodology based on statistics, performs better in prediction of (in) auspiciousness of a personal behaviors in many aspects, not only limited to business success characterized in this paper.

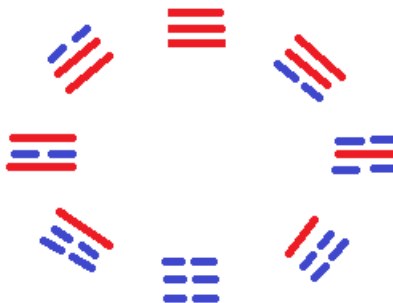
Keywords: divination, I Ching, prediction, personal behavior, auspicious, inauspicious

1. An Introduction

The divination has been one of main topics derived from *I Ching* 易经 or the *Book of Changes* 周易 over 5000 years in China³. What is *I Ching* or the *Book of Changes* for? We could give a frame of answers to this question in brief as follows.

Fuxi⁴伏羲 (ca. 2953-2838 BCE), the founding father of human civilization in the sense of the ancient Chinese folklore, created eight trigrams through his wise eyes' observation of the Heaven over head and of the Earth under feet, and formed his eight trigrams-destiny eight trigrams 先天八卦 as bellows:

Figure 1. Destiny eight trigrams



Note: The upward is the orientation of South

Where the solid line “—” represents “Yang” such as the Sun or the Bright light, and the broken line “- -” represents “Yin” such as the Moon or the Dark of night or the Shadow of light etc. like that, including everything which has such features. Qian 乾 matching number 1, Dui 兑 matching number 2, Li 离 matching number 3, Zhen 震 matching number 4,

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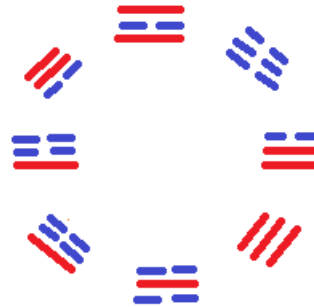
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³ Olshin(2005) states that *I Ching* is often referred to as a book of divination or fortune-telling, and expresses many statements on divination in the sense of philosophy. For details, one could refer Olshin.. There are many statements on the divination in the learning world, see Jian Wang(2015) for reference. For more interpretations of the divination, see also Chen(2001), Sun(2018), Adler(2020), Ritsema and Sabbadini(2018).

⁴ See Cook and Zhao(2017) for details.

Xun巽 matching number 5, Kan坎 matching number 6, Gen艮 matching number 7, and Kun坤 matching number 8, those numbers are called Fuxi's numbers or destiny numbers. Following Fuxi's ideas, Wen Wang文王 or King Wen(ca. 1152-1056 BCE) , the founder of Zhou Dynasty, developed the post-destiny eight trigrams后天八卦 with keeping Fuxi's numbers in order, illustrated as following:

Figure 2. Post-destiny eight trigrams



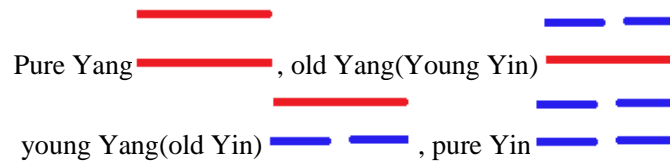
Note: The upward is the orientation of South

King Wen extended the eight trigrams into sixty-four hexagrams, as shown in Appendix A. The current version of *I Ching* is derived from Confucius's commentaries and his followers' commentaries on the hexagrams and each line of them, Confucius or, Kongzi⁵孔子, was a wise man who lived 2500 years ago or earlier, i.e. 551-479 BCE.

So far, there have been lots of variations of *I Ching* depending solely upon the corresponding writers' understanding and explaining, following Confucius' style. All those versions of *I Ching* might have their different styles on the grand literature engineering in the learning world. The appearance occurred in the long-long stream of history must be reasoning and normal in the sense of civilization of the Eastern Country-China.

2.The Theories of Yin-Yang and Wuxing

Anything is of two features of Yin and Yang, without one except in the nature world. For example, a day of 24 hours is divided into the white day (Yang) of 12 hours for an example and the night (Yin) of 12 hours, or,for a thing of two faces, the outside is Yang, and the inner is Yin, etc. The research of the function of Yin and Yang forms the Theory of Yin and Yang⁶. The Theory of Yin and Yang describes the following relationships derived from Yin and Yang, i.e.



or like the below matrix

up	Yang	Yin	Yang	Yin
down	Yang	Yang	Yin	Yin

This Theory has lots of examples in practice distributed into the learning world through thousands of years of evolution of the human civilization over thousands of years on the earth. In this paper, we only apply a few aspects of the Theory for divination and show its power in interpretation of many phenomena observed. In order to extend the practicable fields, we need to combine another relative Theory of Wuxing .

⁵ See Cook and Zhao(2017) for more detail.

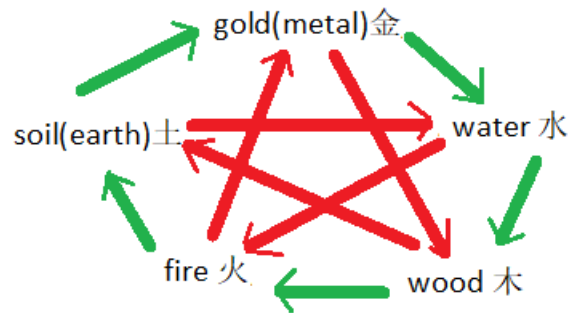
⁶The Theory of Yin-Yang has a unique name, Dao道, the following of Dao names Good善, the stopping of Dao or the forming性 means success成, see Confucius, etal.(2016) for details.

⁷ Wuxing is composed by five material's satates, i.e., gold, wood, water, fire and soil. The five material's states have a relationship with complexities within them. Their relationships may be described as: Gold would be melted by fire into water, and could cut off wood; Wood would be lighted by fire and burned into soil, and would be irrigated by water; Water could distinguish fire and its flood could be blocked by soil, the remains like, etc. The five material's states represent five elements,

What does Wuxing 五行 mean?

The ancient Chinese ideologies believed that the World was made of five fundamental elements or matters, such as, gold(metal) 金, wood 木, water 水, fire 火, and soil(earth) 土, over 5000 years ago, every element is of double faces, one being Yang, and another being Yin. The research on the interaction among those five matters forms the Theory of Wuxing, where Wuxing represents the general name of those five matters. The Theory of Wuxing could be described as the circle shown:

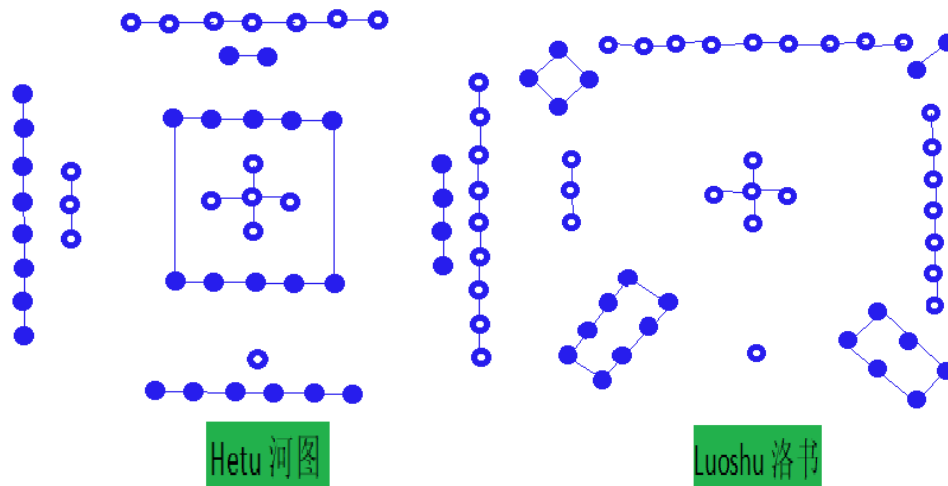
Figure 3. Wuxing’s relationships



Where the green arrow means PROMOTION, and the red arrow means BLOCK in brief, as the representatives of numerous meanings of the relationships among the five matters, for the sake of convenience.

The Theories of Yin-Yang and Wuxing are derived from the function of ten fundamental matters or elements such as Yin gold 阴金, Yang gold 阳金, Yin wood 阴木, Yang wood 阳木, Yin water 阴水, Yang water 阳水, Yin fire 阴火, Yang fire 阳火, Yin soil 阴土 and Yang soil 阳土. And furthermore, combine Hetu 河图 and Luoshu 洛书 into its theoretical frame, where Hetu and Luoshu are described as following respectively,

Figure4. Hetu and Luoshu



Notes: Solid circle means Yin, empty circle means Yang

Therefore, we have established the Theories of Yin-Yang and Wuxing based on the function of ten elements and Hetu and Luoshu. The theories are more complicated and are very difficult to interpret clearly. With our limited understanding of the theories, however, it is still applicable to predicting certain situations. In fact, the theories sometimes provide better predictions than a statistical approach.

i.e., gold, wood, water, fire, and soil, which make up the Universal World, depending upon the ancient Chinese traditional culture and philosophy originated from Old Chinese Wisdom. So, as a traditional methodology derived from Chinese old theory and practices, the theories of Yin-Yang and Wuxing have been used to predict many situations included personal achievements in many aspects until now..See cook and Zhao(2017) for a reference, or see Richard Wilhelm(1924), trans. The I Ching or Book of Changes, Eng. trans. By Cary F. Baynes(1950), 3rd ed. Princeton University Press, 1967, Princeton, USA.

3. An Application for divination


The divination is one of the important features of *I Ching*⁸, which is closely related to Yin-Yang, Wuxing, Hetu and Luoshu. As a traditional divination based on *I Ching*, there are many methodologies introduced for divination through a long history over 5000 years, including some famous methods such as stalk, coil, straw, yarrow stick, etc. Even though there are variations of many methods for divination, each method might have its sole role and perform personality. It is very difficult to compare which method would be better, since all those methods may have few common characters in divination.

In this paper, our method has its own personalities, not like those methods used by many people around the world. According to our method, we sufficiently consider all relevant factors affected by trigrams, hexagrams, Yin-Yang, Wuxing, Hetu and Luoshu. These factors form a complicated system. So, it is not easy to apply our method for predictions in many fields, like predicting personal business behaviors. It is fortunate for us to apply our method for interpretation of such behaviors in success better in some senses of comparing with statistical methods.

In the next Section, we will apply our method to study a case of one of the richest men in the world, Bill Gates. Bill Gates' personal data were from public media, its sources omitted for convenience.

4.A Case Study-Bill Gates

Bill Gates was born in an upper middle-class family, Seattle, USA, on October, 28th, 1955. In fact, there were millions of new babies born on the same day all over the world, but why did some few people like Bill Gates become a great entrepreneur and businessman, who has been ranking the first class of the richest people according to Forbs for decades in the World? What are the main factors that decide Bill Gates' success in his business? There may be many answers for those questions that only attribute his success to, his great efforts and persistence. But, why did so many people who worked harder than Bill Gates, accumulated less wealth than Bill Gates? The factors, aforementioned could not be the key reasons for his success! Depending on our serious analysis and investigations for many years, we were able to find the key factors through the Old Eastern Wisdom *I Ching*.

According to our divination, Bill Gates' hexagrams are changing from original Dun hexagram, 遁卦  to Xian

hexagram 咸卦  .

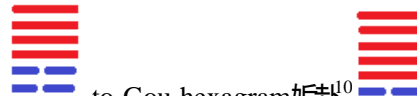
From Dun hexagram, we could see an image of golden shining like gold and jewellery shining over a mountain peak and showing down their lights over the around, that sightseeing suggests that Bill Gates has a grand wealth sign with him, which is intimately related to his name Bill Gates. The Xian hexagram also shows the similarity in his wealth bank. Because of Bill Gates' bringing the great wealth bank along with his life, he, along with his work ethic, would be able to dig out his great wealth bank and become one of the great richest Entrepreneurs in the World. For others without such destiny, it would be very difficult for them to become great businessmen in the sense of wealth, even though they could have made great efforts for many years to achieve accomplishments in their wealth. It sounds a little fortunate for many people who always have made a great effort to reach their dreams in wealth, but this is a fact based on our research.

However, for others, it is not necessary to be discouraged. We of course can create our happy lives through persisting in office and working harder in our career fields, even though we would stand a long-long distance to the World's first richest person. "No pain, no gain"-it is effective for mostly everybody, this is fortunately for us to stand in the World and to get our happy lives forever!

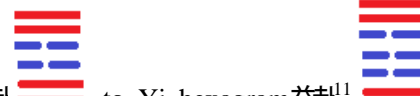
In this paper, we only focused on famous people like Bill Gates. A person to be richest may be chosen in destiny, not only based on her/his working harder. In terms of his personality, Bill Gates might be one of the best examples or cases induced. We are going to analyze several examples of Bill Gates' experiences, cross time section, to identify that our research is reasonable.

⁸One could find huge amounts of information on this topics-I Ching's application in almost literature related, see also Cook and Zhao(2017), Adler(2020), for examples, etc.

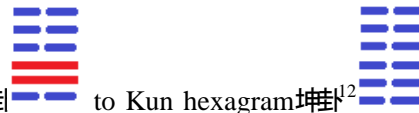
⁹ For Dun hexagram, "to withdraw is to make things go well"; for Xian hexagram, "if complete, things go well", see Christensen(2015) for details.



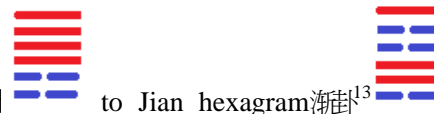
In 1970, Bill Gates' hexagrams changed from Dun hexagram 遁卦 to Gou hexagram 姤卦¹⁰. This suggests that Bill Gates could profit from contributing his expertise to some projects. Indeed, Bill Gates and his friend Paul Allen developed a new software named "Traf-o-Data" for the Seattle Traffic Bureau to monitor Seattle's traffic patterns, and was \$20,000 awarded in this year.



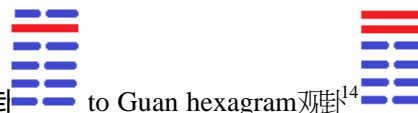
In 1973, Bill Gates' hexagrams changed from Zhongfu hexagram 中孚卦 to Yi hexagram 益卦¹¹. This implies that his state of life could be transmitted from one stage to another stage fluently. He doesn't run along an unliked way from the beginning to the end. In fact, Bill Gates was enrolled at Harford University law school, strongly recommended by his parents. But, Bill gates enjoyed Computer science more. So, Bill Gates spent more time in the lab for Computer science than in class for law.



In 1975, Bill Gates' hexagrams changed from Sheng hexagram 升卦 to Kun hexagram 坤卦¹². This means everything is going well and keeps rising from the beginning stage, and then it is dropped into a trait, but the glimmer of gold shining could not be totally covered by motes, like a ray of sunlight piercing the dark clouds. This situation was so suitable to Bill Gates' position by then. Bill Gates dropped out from Harford University and established Microsoft company with Paul Allen, one of two co-founders or co-fellows. At the first time, Bill Gates' endeavor was strongly opposed by his parents, who were very angry at his decision of beginning an undertaking. This block was seemed to be a heavy burden on the two young fellows, but their business was quickly on the way.



In 1986, Bill Gates' hexagrams changed from Dun hexagram 遁卦 to Jian hexagram 渐卦¹³. This is obviously a sign of bright future in wealth, and it is promising for the public society and is expected well by the investors around. Bill Gates and Paul Allen's company, Microsoft, was known gradually and gained the public eyes, and planned its IPO in this year. Bill Gates held 45% shares with 24.7 million shares totally, and its market values were \$2.34 billion.



In 1987, Bill Gates' hexagrams changed from Bi hexagram 比卦 to Guan hexagram 观卦¹⁴. This implies that the liquidity was more active and its shares absorbed numerous investors' eyes, its expectation was thought of investors far-ranging in the Country. This picture fits for Bill Gates' situation that year, and his wealth rose to \$ 90.25 per share, and entered Forbs' ranking list of 400 richest entrepreneurs around the world. From this milestone of his wealth accumulation, Bill Gates abruptly arose as a new business star.

So far, Bill Gates has been always ranking within ten richest entrepreneurs around the world.

These examples show that Bill Gates's path to his success in business fits the hexagrams occurred by dynamical divinations at each his key choice in career. This case study discovers that one's behaviors on business could be predicted by divination based on *I Ching*. This method is different to those derived from Statistics. Our method could

¹⁰ For Gou hexagram, "reject the woman forcefully", see Christensen(2015).

¹¹For Zhong fu hexagram, "you have inner confidence when you have pigs and fish because this is good. Therefore, it will be fruitful to cross the great river and to correct things", for Yi hexagram, "it will be fruitful to have a good and to cross the great river", see Christensen(2015).

¹²For Sheng hexagram, "moving upwards is fundamental for things to go well", for Kun hexagram, "the basic nature of the female is to make things go smoothly by correcting things with a [mild] attitude like the one of a mare. The wise person has a good", see Christensen(2015)

¹³For Jian hexagram, "a woman for marriage step by step, this way it will turn out good", see Christensen(2015)

¹⁴For Bi hexagram, "unite with what is good. But first determine by divining with yarrow stalks whether its basic nature is long lasting, correct and faultless"; for Guan hexagram, "observe while the hand washing ritual is done", see Christensen(2015)

be applied for studying personalities one by one, without any consensus like statistical methodologies, and our results are more accurate. Our method would be useful for hunting a special person fitting to a special position economically.

5. Conclusion

To analyze and evaluate people's characters or behaviors in business fields, we usually rely on the tools derived from statistics. Those methods are used to be called following scientific paths, and the results would belong to science. These methods are often applied for studying some common features such as common behaviors among a big group of people. But, if we would like to evaluate someone's behaviors in office, the statistical methodology applied would become invalid for the case or like.

How to resolve these cases effectively and accurately?

We believe that there must exist many ways to engage in these problems. But, as aforementioned, our methods derived from *I Ching* have their special and sole functions to deal with the problems. Those methods have been verified for over 5000 years and would continue to be effectively tested in the future, like the cases in the past 5000 years. In fact, our methods would be useful for hunting a special person fitting to a special position economically.

Our methods strongly depended upon the Theories of Yin-Yang, Wuxing, Hetu and Luoshu, etc. The fundamental of *I Ching* has been established by all of those aspects. So, our methods belong to *I Ching*.

The language of *I Ching* is from the universal nature. Anything described by this language must be discovered essentially and objectively. For these reasons, we could predict someone's behaviors more accurately.

As for Bill Gates, we believe that many people on the earth must have the dreams to be rich like him. The situation, however, is of reality, those dreams would not be true for most of us. For most of us, even though we could make great efforts in our office and work harder in our lives than Bill Gates, we still end up with, far less than Bill's wealth. Why? The language of *I Ching* tells us that Bill Gates has his unique destiny, and most of us do not have such destiny. It sounds to be disgusted with, but it is the fact.

For most of us, we needn't be down-hearted for our destinies. We could apply the language of *I Ching* to guide our lives and work, and make a suitable plan for the schedule of our business. If so, we could be the hosts of our lives and live a valuable life.

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Appendix A: King Wen’s sixty-four hexagrams matrix

up down								
	Qian hexagram 乾卦	Tai hexagram 泰卦	Dazhuang hexagram 大壮卦	Xiaoxu hexagram 小畜卦	Xu hexagram 需卦	Dayou hexagram 大有卦	Daxu hexagram 大畜卦	Guai hexagram 夬卦
	Pi hexagram 否卦	Kun hexagram 坤卦	Yu hexagram 豫卦	Guan hexagram 观卦	Bi hexagram 比卦	Jin hexagram 晋卦	Bo hexagram 剥卦	Cui hexagram 萃卦
	Wuwang hexagram 无妄卦	Fu hexagram 复卦	Zhen hexagram 震卦	Yi hexagram 益卦	Zhun hexagram 屯卦	Chihe hexagram 噬嗑卦	Yi hexagram 颐卦	Sui hexagram 随卦
	Gou hexagram 姤卦	Sheng hexagram 升卦	Heng hexagram 恒卦	Xun hexagram 巽卦	Jing hexagram 井卦	Ding hexagram 鼎卦	Gu hexagram 蛊卦	Daguo hexagram 大过卦
	Song hexagram 讼卦	Shi hexagram 师卦	Jie hexagram 解卦	Huan hexagram 涣卦	Kan hexagram 坎卦	Weiji hexagram 未济卦	Meng hexagram 蒙卦	Kun hexagram 困卦
	Tongren hexagram	Mingyi hexagram 明夷卦	Feng hexagram 丰卦	Jiaren hexagram 家人卦	Jiji hexagram 既济卦	Li hexagram 离卦	Bi hexagram 贲卦	Ge hexagram 革卦
	Dun hexagram 遁卦	Qian hexagram 谦卦	Xiaoguo hexagram 小过卦	Jian hexagram 渐卦	Jian hexagram 蹇卦	Lv hexagram 旅卦	Gen hexagram 艮卦	Xian hexagram 咸卦
	Lv hexagram 履卦	Lin hexagram 临卦	Guimei hexagram 归妹卦	Zhongfu hexagram 中孚卦	Jie hexagram 节卦	Kui hexagram 睽卦	Shun hexagram 损卦	Dui hexagram 兑卦