

Wayfair Inc W under CEO Niraj Shah



6		H	H	T		3	3	2		8
5		H	T	T		3	2	2		7
4		H	T	T		3	2	2		7
3		H	T	T		3	2	2		7
2		H	H	T		3	3	2		8
1		H	H	T		3	3	2		8

HEXAGRAM 31 – Hsien - Influence (Wooing)

Above TUI THE JOYOUS, LAKE
 Below KEN KEEPING STILL, MOUNTAIN

The name of the hexagram **means**

- "universal,"
 - "general,"
- and in a figurative sense
- "to influence,"
 - "to stimulate."
- The upper trigrams is Tui, the Joyous;
 - the lower is Ken, Keeping Still.
- By **its persistent, quiet influence**, the lower, rigid trigram
- **stimulates** the upper, weak trigram, which
 - **responds** to this stimulation cheerfully and joyously.
- Ken, the lower trigram, is the youngest son;
 - the upper, Tui, is the youngest daughter.

Thus the universal mutual attraction between the sexes is represented.

In courtship, the masculine principle must

- seize the initiative

and

- place itself below the feminine principle.

Just as

- the first part of book I begins with the hexagrams of

- heaven

and

- earth,

the foundations of all that exists,

- the second part begins with the hexagrams of

- courtship

and

- marriage,

the foundations of all social relationships.

THE JUDGMENT

Influence.

Success.

Perseverance furthers.

To take a maiden to wife brings good fortune.

- The weak element is above,

- the strong below;

hence

- their powers **attract** each other,

so that

- they unite.

This brings about **success**, for

all success depends on the effect of mutual attraction.

By keeping still within while experiencing joy without,

one can

- prevent the joy from going to excess

and

- hold it within proper bounds.

This is the meaning of the added admonition, "Perseverance furthers," for

it is perseverance that makes the difference between

- seduction

and

- courtship;

in the latter

the strong man

- takes a position inferior to that of the weak girl

and

- shows consideration for her.

This attraction between affinities is a general law of nature.

Heaven and earth

- attract each other

and thus

- all creatures come into being.

Through such attraction

- the sage influences men's hearts,

and thus

- the world attains peace.

From the attractions they exert

we can learn the nature of all beings

- in heaven

and

- on earth.

THE IMAGE

A lake on the mountain: The image of influence.

Thus

the superior man encourages people to approach him

By his readiness to receive them.

A mountain with a lake on its summit is stimulated by the moisture from the lake.

It has this advantage because its summit

- does not jut out as a peak

but

- is sunken.

The image counsels that the mind should be kept

- humble

and

- free,

so that

it may remain receptive to good advice.

People soon give up counseling a man who thinks

that

he knows everything better than anyone else.