The Warring States Period was one of the most exiting periods in the history of China. The seven states, namely Chin, Chi, Chu, Yen, Chao, Han and Wei were busily engaged in the bitter wars of annexation against each other. Throughout the era, the persuaders were playing an important role in the political circles of the various states.

Among these states, Chin was the strongest and had a desire to swallow up the other weaker states. The persuaders who helped the various states other than Chin devised the so-called Vertical Alliance of the Han, Wei, Chao, Chi, Chu and Yen against Chin. The devisor was Su Chin, the brilliant rags-to-riches persuader. Its counterpart, the Horizontal Alliance which Chin was intended to nullify the league of the six states was devised by Chang Yi, another clever persuader. Finally, Chin turned the tables and annexed all the other states with the help of Fan Sui, Ts'ai Tse, Li Shih and other persuaders.

The persuaders, in most cases, were learned men, and some were talented orators. They offered their services to the rulers as specialists in government administration and military strategy, but most of them
aimed for the personal interests. For ages, the persuaders have been accused of having done a great harm to the public morality.

This academic exercise is to examined their contributions to the various states of this particular period in the Chinese history, especially their contributions to Chin in conquering the six states and the unification of China.