

Discussion on Liu Yan, Financial Planner in Tang Dynasty

Kaijin Zheng, Yucheng Song, Xiaotong Song

Shandong University of Science and Technology, Department of finance and economics, Jinan, Shandong, 250031, China

Abstract

With the rapid development of social economy, social and economic situation is changing rapidly, will be affected by force majeure, such as the epidemic, when affected by force majeure, the state's fiscal policy will therefore change. Ancient as guide, this paper mainly through combing the tang dynasty finance home all fiscal measures as well as the study of liu's biography of liu yan, think liu yan smooth implementation of fiscal measures and major achievements thanks to its governance measures in accordance with the environment needs and more fully recognize the importance of the people, in addition, and he himself also have particular concern.

Keywords

Liu Yan; Financial Management Ideas.

1. Introduction of Liu Yan

Liu Yan, styled Shi 'an, was born in 716 in Nanhua County, Caozhou (today's Dongming County, Heze City, Shandong Province). He was a famous financial planner in the Middle Tang Dynasty. Talented since childhood, and even have "child prodigy" said. Therefore, there is tang Liu Yan, fang is seven years old. For child prodigy, as the word, although he is young, the body has shi, you young school, mian and send, promising, also if "language. He had been in charge of the national finance for 20 years from 760 when he served as the minister of the Ministry of Household, charging and supporting, raising money, salt and iron. He carried out a series of financial and economic reforms in salt administration, grain transport, taxation, coin coinage, price control and other aspects. There were four dynasties of Tang Xuanzong, Tang Suzong, Tang Zong and Tang Dezong, which was also the middle Tang period, that is, the Period of tang Dynasty from prosperity to decline. At that time, not only the corrupt officials' greed was bottomless, but also the Anshi Rebellion broke out at this time, which led to the increasing contradiction between the centralized power and the local separatist forces. Liu Yan lived in such an environment. Here is a brief introduction of his life:

1.1. Eight-year-old Prodigy Jumps into Dragon Gate

Liu Yan's background is also very ordinary. Liu Yan's father Liu Sanfu was poor and his mother was sick, so the family situation was very poor. Only later in his own efforts to improve. As the saying goes, "since ancient times, a talented person has gone from a poor family", "a poor family," it is true. Liu Yanqi himself has not been restricted by his family situation at all, since childhood, "famous", changed his self-proclaimed destiny in the eyes of ordinary people. When Liu Yan was eight years old, he surprised the emperor and officials with a poem when Emperor Xuanzong led them to mount Tai for a retreat. When Emperor Xuanzong of the Tang Dynasty heard that the poem was written by an eight-year-old child, he was even more interested in it. On the spot, He asked Liu Yan to write another poem. Liu Yan blurted out the poem without thinking, which won the favor of Emperor Xuanzong of the Tang Dynasty. It is obvious that Liu Yan was gifted and intelligent since he was young, which was the favorable condition for his relatively smooth career and successful political achievements.

1.2. Let Office

When Emperor Zong ascended to the throne in the Tang Dynasty, Liu Yan was appointed minister of civil Affairs, minister of civil Affairs, minister of duzhi, minister of Yantie, minister of transshipment, minister of coin casting and minister of renyong. However, Liu Yan transferred the minister of civil affairs to Yan Zhenqing and Jing Zhaoyin to Yan Wu. In my opinion, this is a very wise decision, and achieved the effect of killing two birds with one stone. One is to make good friends with Yan Zhenqing and Yan Wu and win more people's love, which is to create a better political environment for themselves, which is conducive to the implementation of their political ideas and financial measures. The other was to prevent himself from being envied by others for having too high official position and too much power. At that time, Liu Yan had already achieved a lot of achievements and had a high official position, so his power was naturally great. Although he was upright and kind to others, he would inevitably be envied by others. It can be seen that he has not only high IQ but also high EQ.

1.3. Review Yuan Load, Set the Curse

Yuan Zai was punished, and Liu Yan was ordered to trial. Liu Yan was afraid that Yuan Zai had too many accomplices to try him alone, so he asked five others to try him together. Although Liu Yan did not interrogate him alone, Yang Yan was involved in the incident, and Yang Yan held a grudge for the incident. In order to avenge himself and Yuan Zai, Yang Yan falsely accused Liu Yan, and finally Liu Yan died at his hands. When he was in charge of the financial affairs, Liu Yan strictly selected financial officials and put an end to official corruption, offending dignitaries including the crown prince Li Shi. After the death of Emperor Zong, Emperor Dezong of the Tang Dynasty believed slanders and slanders and first dismissed Liu Yan from his post and then sentenced him to death.

To sum up, it is not difficult to see that Liu Yan double business online, IQ and EQ are very high. I think the important reason why Liu Yan can make great achievements is that IQ-Online can make good use of and improve innovative fiscal policy measures; Emotional intelligence online can better achieve responsibility, can get more support, to their own financial measures to be implemented to provide a good environment and more opportunities. But at the same time, Liu Yan is also envied because of his strong ability and his outstanding achievements. Even though he is incorruptible and prudent, he is still wronged.

2. Financial Measures

2.1. Clean up the Grain Transportation

Liu Yan shows his skill in the post of household chamberlain. As Liu Yan was appointed to serve as the minister of the household department in the autumn after the Rebellion of An and Shi, the financial situation of the Tang Dynasty was very difficult, and even the salaries of the officials could not be paid. It was in such circumstances that Liu Yan made a move.

First of all, he made great efforts to restore and improve the transport of grain from Jianghuai to Beijing. At that time, although the Guanzhong area was also very rich with abundant grain every year, it was still difficult to meet the needs of the people of the Capital and a large number of forbidden armies. Therefore, it was necessary to transport another million stone grain from the Jianghuai area every year. However, the main means of transportation at that time were water transportation and land transportation, which took a lot of labor and cost people. However, every time when this waterway came to Sanmenxia, the water was turbulent, so the ships often capsized and sank, resulting in the grain transportation was very difficult. Thus, in the difficult period of the Capital, the price of grain had risen to 1,000 to 1,500 yuan per bucket. Under such circumstances, Liu Yan was determined to open a grain road and solve the food crisis for the imperial court.

Liu Yan made a field investigation and pointed out four advantages and four disadvantages of grain transportation, and sent a letter to Yuan Zai. After investigation and research, Liu Yan compared the advantages and disadvantages of restoring grain transportation, and finally came to the conclusion that the benefits of restoring grain transportation outweighed the disadvantages. Therefore, it was urgent and imperative for Tang Dynasty to restore grain transportation. [3] After receiving the letter, Yuan Zai gave Liu Yan full authority in the caoyun affairs, which gave full play to Liu Yan's talents. In terms of specific practices, Liu Yan adopted the comprehensive control plan of dredging bianhui, building large ships and segmenting transportation. The rectification of the grain transport saves time and improves efficiency compared with the previous manual transport, and eliminates a hard labor for the people in the South of the Yangtze River, and enables the grain to be continuously transported to the capital. Caoyun was not only the lifeline to ensure the food supply of Kyoto after the Anshi Rebellion, but also the armrest to restore the material power of the Tang government, which was shaken by the war.

2.2. Reform of Salt Law

In the early Tang Dynasty, salt monopoly was not implemented, and no special tax was levied on salt, resulting in the merchants made a lot of money, this situation lasted for more than a century. During the reign of Emperor Xuanzong of the Tang Dynasty, some people went to the court to report that they would withdraw salt and profits from major merchants in order to enrich the state Treasury, but they were firmly opposed by the vested interest groups such as officials who colluded with the major merchants. However, after the Outbreak of the An and Shi Rebellion, the imperial court prepared military salaries to defeat the rebels, and Xuanzong was forced to implement the salt monopoly system. The salt officers bought all the salt produced by the people at a low price, and then the officials sold it at a higher price. At this time, the salt price was 10 times higher than that before the An and Shi Rebellion. The salt officials would send the rich officials to collect fat salt profits and harass the states and counties. Salt was sold by the officials themselves, which brought a lot of inconvenience to the people. Salt could not be sold within a time, so they could only force the vendors to sell it forcibly. Salt is transported and sold by officials, but the bureaucracy is inefficient and expensive, the management is not diligent, corruption is bad, and the rural supply channels are not smooth. As a result, it not only affected the national revenue, but also damaged the quality of life of the people. This is the general situation of the Tang Salt policy before Liu Yan's reform.

After years of wars and wars, the government was running out of money, so Liu Yan took over the salt administration himself. First cut redundant staff, removed many corrupt officials in the field of salt. Then, not only in the main salt-producing areas, ten salt prisons and four salt-works were set up. Thirteen patrols were also set up in major cities across the country to manage salt markets and investigate smuggling activities of salt dealers, and a set of "monopoly on sale" system was gradually established: salt officials were collectively purchased, concentrated in salt farms and resold to salt merchants, and salt circulation tax was included in the salt price. After merchants pay salt, they can freely transport and sell salt, namely, civilian system, official collection, commercial transport and commercial sales. Obviously, since then the government finance just realized the situation of turning losses into profits. At the same time, Liu Yan's salt reform was a substantial change from the salt monopoly proposed by Guan Zhong in the Spring and Autumn Period, which also promoted the further development of ancient salt law and the progress of human civilization. During the Spring and Autumn Period, Guan Zhong proposed that the state purchase of salt produced by individual individuals, and the state monopolized the transportation and distribution of salt. That is, the use of civilian production, official revenue, official transport, official sales process. The disadvantages brought by official transportation and sales have been described above. After Liu Yan's reform, "official

transportation and official sales" was changed to "business transportation and commercial sales", effectively solving the sharp and outdated disadvantages of salt administration.

As a matter of fact, after Guan Zhong and before Liu Yan, the specific measures of salt policy reform were either continued or abandoned by Guan Zhong in each dynasty, or some innovations were made in the system of salt monopoly, changing direct monopoly to indirect monopoly -- the monopoly system on the spot. With his sensitive understanding, he realized that the salt administration of successive dynasties was the fault of official operation and sales, so he resolutely chose to give up the salt administration of this structure and replaced it with the monopoly system. In the feudal society, it has to be said that this was indeed a huge reform with a new look, a change of the earth and the earth, and an innovative consciousness and courage.

He stipulated that salt officials should purchase salt produced by salt farmers and sell it to salt merchants, who would transport and sell it. The government only controlled the links of purchase and wholesale, namely the private system, official collection, merchant transportation and merchants. Once this policy was carried out, it not only controlled the monopoly of big traders to obtain excessive profits and hit the local power, but also made the central government's salt profit increase sharply and enhanced the central government's economic strength. This complied with the political environment of suppressing local forces and strengthening the power of the central government at that time. Under the political background of feudal centralized monarchy, measures favorable to the central government would be supported and encouraged by the monarch, and measures approved by the sovereign could be implemented more smoothly.

2.3. Practice the Constant Law to Balance Prices

After the An and Shi Rebellion, the economy of the Tang Empire was severely damaged, and merchants took advantage of the chaos to rob and manipulate the market, leading to soaring grain prices in many places, and the general people suffered unsufferably. In this context, Emperor Zong appointed Liu Yan as the envoy of Changping in the eastern capital of Jinggi, Henan, Huainan, Jiangnan, Hunan, Jingnan and Eastern Shannan provinces, responsible for the work of "changping" in these areas with active commodity economy. Thus, Liu Yan's reform of the "Chang Ping Method", also formally opened the prelude.

The chang Ping method includes liquidating positions, leveling salt and balancing other commodity prices. [4] I think it can be viewed from two aspects: horizontal and vertical: Transverse means in the same year in different parts of the different commodity prices may be different, so in the commodity production areas of lower prices more slightly higher than the local market price of money to buy goods, then to slightly lower than the market price of the commodity production low price and high yield region of money selling, and obtain profits, at the same time, to balance the regional prices, And meet the needs of people in different areas; Vertical means that the total output of the same commodity varies in different years, so the government buys it in years with high output and low price, and sells it in years with low output and high price. In this way, the government also makes profits from the purchase and sale of the same commodity. In addition, the government also ensures the food and clothing of the people and prevents them from starving to death in lean years because they cannot afford to buy grain and fail to harvest. [5]

3. Reasons for the Major Achievements

3.1. Fiscal Measures Were in Line with the Political Environment

Whether it is the rectification of grain transport or the reform of salt law or changping Law, these measures more or less increased the income of the central government, strengthened the

overall strength of the central government, weakened the financial resources of local power, and prevented some people from becoming rich. These policies and measures were bound to be supported by the emperor at a time when the contradictions between the local separatist forces and the central government were intensifying. In the feudal political system of autocratic monarchy, the emperor's support was the first step towards success. Moreover, every financial measure of Liu Yan has achieved a good combination of universality and special type, and made a real concrete analysis of specific problems.

3.2. Fully Recognize the Importance of People

The people are the foundation of a country. Through the ages, the fundamental reason for the demise of many dynasties can be attributed to loving the people at all costs. In the feudal society, I think it is not easy to realize the importance of the people. Consolidation of Liu, from a long time for the people of the Jiangnan grain transportation task heavy labor, changing method is also brought benefits for the people, and he advocated use goods to relief for the victims and not directly with financial relief, it is also, by considering the fiscal revenue, if directly with fiscal relief, ultimately borne by the people, actually. Not only that, he is also very clean, often take out their own salary to help the people. Since his fiscal policies would bring benefits to the people and Liu Yan was honest and honest, he won the support of the people, which was conducive to the implementation and implementation of his fiscal policies.

3.3. Liu Yan's Personal Characteristics

(1) Liu Yan has a high IQ

It is not difficult to see that Liu Yan's IQ and EQ are very high. At the age of eight, he was called a "national treasure" and a "prodigy". In fact, there are many other examples of his high IQ. For example, When Liu Yan was faced with delegating the power to buy or sell grain to local governments, his management was inevitably in a mess. But to central, but not in such a vast land through the actual implementation of the solution of the problem to the on-the-spot investigation, decided to "PingDi method" and "changping storehouse" the two systems together, on the one hand, keep on local warehouse used to store food, on the other hand for grain purchasing, selling and management, also is the so-called "changping" work, The central government was directly responsible for it, which was the performance of his high IQ and political performance. For example, he helped Li Xiyan successfully defend and defeated Li Qian, which was the performance of his high IQ in military performance.

(2) Liu Yan has a high eq

Li asked if he packed books, tidy up the "he said." but there is only one word "friends" haven't packed, this little play, obscure points out the court's cronies in collusion, advises hopes the emperor regulation, suggesting that he spoke partly hidden and is it is the embodiment of emotional intelligence in a kind of, again to c and YanWu, he let office is actually high emotional intelligence, Giving someone else an office is not only a way to build relationships, but it's also a way to keep your power and position from being so high that your followers are jealous and your monarch is suspicious, and it's actually a way to maximize your own interests.

(3) Liu Yan is a scholar

Liu Yan formulated a set of methods for selecting, appointing, supervising and assessing economic management cadres. The main feature of this method is to use vigorous, capable and honest "newly advanced and keen" scholars. He replaced the corrupt officials, who were stupid, greedy, mercenary and "straw on the wall", with "talented people coming after them".

(4) Liu Yan is strict with himself and honest

Liu Yan was born in the state of etiquette of Qilu. His body is not straight, although not from the "cultural influence and imperceptibly, he asked subordinates to cultivate the good quality of tong sensitive, lean, lian qin, the same himself also set an example, in order to ask themselves. He

himself is proficient in salt cooking, storage and transportation, money casting, material transfer, grain transportation organization, information collection, operation and planning management and technology, and pays attention to hands-on work."If I see money flowing on the ground, I will immediately count it with a whip every time I pay homage to it."This shows that he has a rigorous professional spirit, also contains love for what he is engaged in he often started to work before dawn, work until midnight to go to bed, although in the holiday also adhere to the management of business, that day the problem, that day to solve, not push not drag, clean. So the history said, "its general lead, the business is urgent, the pursuit of profit, then to the wind."Although Liu Yan was in control of the country's wealth and materials, he was always honest and self-disciplined, lived a simple life and never lived in luxury."Tang History supplement" said its "home then take security, not admire hua House. Adequate food, not food. The horse is prudent and does not choose its coat color. Later, Liu Yan was framed by Yang Yan, a treacherous official, and removed from his post until his death. After his death, when he checked his property, he found that all his property was "miscellaneous books and two copies of rice, wheat and several copies of rice".

These characteristics of Liu Yan promoted the better implementation of his fiscal policy, which was also an important reason for his great achievements.

4. Conclusion

To sum up, I believe that in the feudal autocratic political system, a very important factor for an idea to become reality and a measure to be implemented is that the monarch should support and trust the idea, which is the primary prerequisite for turning the idea into reality. In order to achieve their own political goals, officials should try their best to consider and figure out problems from the perspective of the monarch. In addition, the most important factor for the implementation and success of the measures is that the measures and policies themselves are sufficiently perfect, which will have a positive impact on the people, the country or the monarch. But how can measures and policies be implemented smoothly? This is closely related to the knowledge accomplishment, overall view and personal quality of policy makers themselves. Only thoughtful policy makers with absolute strength can integrate all factors to ensure that measures benefit as many people as possible. Liu Yan was such a person with high enough quality. His high eq enabled him to gain good interpersonal relationship and the recognition of the emperor. He had enough supporters in the court, which enabled him to advance and retreat freely in the relationship with the court. In addition, his high intelligence enabled him to think comprehensively and formulate policies that could not only solve the difficult financial problems at that time, but also increase grain production and reduce corvee labor, improve people's living conditions and benefit them. Therefore, the success of Liu Yan's fiscal policy largely benefits from his own excellent personal qualities.

References

- [1] Wu Xiaofen, Tu Qiang. On Liu Yan's Economic Thoughts and Financial Reform Measures [J]. Journal of Yunnan University of Finance and Economics, 2006 (5).
- [2] Meng Guangzhang. Preliminary Study on Liu Yan's Economic Thoughts [J]. Journal of Northwest A&F University (Social Science Edition), 2001(3).
- [3] Liu Bowu, "Liu Yan's Financial Thought and Financial Management Measures".
- [4] Wang Xianhui, "Tang Dynasty Agent Liu Yan".
- [5] ' "Love the People First" Financial Manager Liu Yan'.