

or irresponsibly than old men. The former have their whole careers before them, and their reputations to make. They are no more likely, therefore, to act rashly than "old men in a hurry." Warren Hastings was therefore wise, in my opinion, to choose a young man, and he was equally wise to choose an agent of good breeding and with great natural kindness of disposition. Asiatics do not mind quickness or hotness of temper, or severity of manner, as long as they can feel that at bottom the man they have to do with has a good, warm, generous heart. He need not wear it on his sleeve, but they will know right enough whether he possesses one or not. And that Warren Hastings' agent had such a heart his home correspondence, his friendship with Hastings himself, and his eventual dealings with the Tibetans amply testify.

Having determined his policy and selected his agent, Warren Hastings gave him the following instructions,* dated May 13, 1774: "I desire you will proceed to Lhasa. . . . The design of your mission is to open a mutual and equal communication of trade between the inhabitants of Bhutan [Tibet] and Bengal, and you will be guided by your own judgment in using such means of negotiation as may be most likely to effect this purpose. You will take with you samples, for a trial of such articles of commerce as may be sent from this country. . . . And you will diligently inform yourself of the manufactures, productions, goods, introduced by the intercourse with other countries, which are to be procured in Bhutan. . . . The following will be also proper objects of your inquiry: the nature of the roads between the borders of Bengal and Lhasa, and of the country lying between; the communications between Lhasa and the neighbouring countries, their government, revenue, and manners. . . . The period of your stay must be left to your discretion. I wish you to remain a sufficient time to fulfil the purposes of your deputation, and obtain a complete knowledge of the country and the points referred to your inquiry. If you

* Markham, "Mission of Bogle," p. 6.