



Earning some experience

Managing a business can be tricky and full of obstacles. But for a group of students, it is how they apply what they learn through actual practice and through challenging themselves to step out of their comfort zone

“WITH courage, we can accomplish everything,” Catherine Chu (褚芷寧) said with passion and determination in her eyes. She is now studying in Primary Six at Po Leung Kuk Lam Man Chan English Primary School (保良局林文燦英文小學).

Together with her peers and senior students from Po Leung Kuk Tong Nai Kan Junior Secondary College (保良局唐乃勤初中書院), they made for a brilliant team at the six-day flower market in Victoria Park, before the Lunar New Year in mid-February.

And *Junior Standard* has talked to several participating students who shared the different insights they acquired from running and assisting in the Lunar New Year stall.



Vocabulary

accomplish (v) 實現、達到
pay off (ph v) 成功、有回報

exhilarated (adj) 興奮
a drug on the market (idm) 滯銷產品

pie in the sky (idm) 不切實際的想法
devoted (adj) 熱心的、投入的

quick-witted (adj) 機智的
sacrifice (v) 犧牲

An all-in effort

THOUGH they were designed and handcrafted by the parent volunteers, it was the primary school kids who took the initiative to sell the festive *fei chun*, balloon decorations, floral key chains, etc.

Feeling nervous about their first-ever experience in selling products to mass consumers, the students were glad to have their self-confidence boosted.

“I was not brave enough at first but then the principal encouraged me to shout louder with a big smile, and at last I successfully sold a *fei chun*,” the Primary Six student Anson Tseng (曾尉迦) exclaimed and flushed with triumph.

Krishna (栢宇), a Nepalese student in Primary Four who spent nearly a whole day at the stall serving guests and selling the products, saw his hard work **pay off** when the stall earned a great deal of money. “We were so **exhilarated** that we jumped up and down,” he recalled, on the edge of his seat.

And for Yukina Mori (森千貴奈), a soft-spoken Primary Six Japanese student who speaks Cantonese, she followed her classmates in shouting simple slogans to boost the sales.

Practising real business

AS they have been studying Business Accounting at school, the Form Three students Jacky Poon (潘紹充) and Anson Wong (黃梓元) viewed running a stall in the Lunar New Year Fair as rewarding as they could put their knowledge into practice. Divided into several teams, the students shouldered the responsibilities of managing the finance, logistics and marketing, to name but a few.

“I had to adjust the price accordingly in a bid to sell all the products,” said Poon, who was in charge of the stall’s finances and had designed a 3D pencil holder for sale.

But still, one of their other products, a huge yellow dog stuffed toy, was like a **drug on the market** and the boys could only sell half of the stock. “But then I learnt

that it was because of the size and colour that made it comparatively unpopular at the flower market,” said Poon.

Fortunately, the students dared not aim high, “We were just trying to break even, as it was **pie in the sky** to make a profit!” Wong laughed.



More than money

ALTHOUGH the duo and their team did not make much revenue, they both agreed that this experience let them comprehend what the business world is like – a learning opportunity that textbooks could not have given. “Not everyone can have the chance to run a stall at a flower market, so I had given what it took to join the team,” Wong said with a quickened voice.

Not only were the teenage boys **devoted**, but their primary school counterparts were also **quick-witted** in

attaining their goals. In particular, the 12-year-old Chu suggested making and selling a Snoopy balloon, as well as mixing the not-so-popular products with the more popular ones and selling them altogether at a discounted price.

Indeed, to all the participating students, it was an exhausting experience that required them to **sacrifice** their precious time, but what they acquired from it will be, regardless, worthy and useful later in their lives, as their supportive teachers noted.