HKFBS

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Foreword

Mr. Leung Chun-Ying, GBM, GBS, JP
Chief Executive
Hong Kong Special Administrative Region

I am very pleased to congratulate the Hong Kong Federation of Business Students (HKFBS) on its 30th anniversary.

Representing business students from nine local universities, the HKFBS plays a valuable role in promoting members' interests by organising a variety of activities that strengthen managerial skills and foster understanding of the real business environment. Over the past 30 years, the HKFBS has maintained close ties with the community and the business sector, with an ultimate goal of nurturing future leaders of our society.

Hong Kong promotes itself as a world-class international financial and business hub in Asia. Our continued economic vibrancy hinges on the quality and ingenuity of our human capital. The demand for top-notch talent in the business sector will continue to grow. To meet this demand and sustain our economic competitiveness, we strive to provide the best learning environment for all students. Education accounts for about one-fifth of total Government spending, reflecting the importance that the community and the government attach to education. The HKFBS will continue to be a valuable partner in nurturing new talent and cultivating visionary leaders and executives for the sustainable development of Hong Kong.

Under the new Executive Committee I am confident that the HKFBS will continue its fine tradition of serving fellow members with dedication and passion. I strongly encourage members to not only participate in the Federation's activities, but also take up more responsibilities, and to serve the community with integrity, commitment, professionalism and care.

Congratulations to the HKFBS on its 30th anniversary and I wish the Federation and its members every success in the years ahead.

Foreword

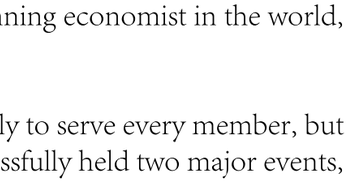
Mr. Johnny Yiu
President
Hong Kong Federation of Business Students
Session 2014-2015

"Do. Or do not. There is no try." Perhaps not the most inspiring quote from neither a prominent business figure nor an award-winning economist in the world, it prompts me to make decisions every time I am lost.

Being the 30th Executive Committee, we aspire not only to serve every member, but to serve them better. In the past few months, we successfully held two major events, the Seoul Innovative Technology Insight Tour 2014 as well as the final round of Hong Kong Outstanding Business Students Award 2014 (HKOBSA 2014). While tour participants were given the chance to explore foreign culture and meet students from different universities in Seoul, winners of HKOBSA 2014 gathered to share ideas about expanding the business of a local airline. We believe that our events have added spices in their university lives, and we hope to further enrich lives of students from the 9 local universities by organising meaningful events during the rest of the year.

I hope by reading this piece of publication, you will be interested in joining or supporting our future events. As a non-profit student-run organisation, support from the students is of paramount importance. And I believe your support would eventually turn into our motivation to strive, to achieve, and to serve each and every one of you.

We pledge not to try, but to do our very best in upholding our aspiration to assist local undergraduates in becoming prominent business figures.



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HKFBS

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WHY HKFBS?

- Acquire leadership and communication skills through organising large-scale events for more than 15,000 members

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HKFBS

Overview

Hong Kong Federation of Business Students, HKFBS, is a non-profit organisation managed by local business undergraduates, with more than 15,000 members from the 9 local universities. We are the only organisation which includes the widest spectrum of local students from the business field.

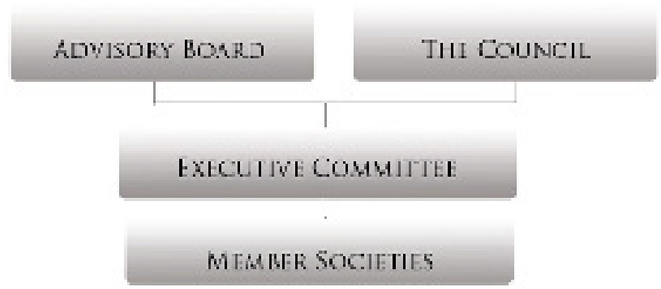
History

HKFBS was founded in January 1985. We represent all local business undergraduates, and serve them by fostering their friendship, co-ordination and mutual understanding. We endeavor to assist them in becoming prominent figures in business with sound academic knowledge, excellent managerial skills, as well as helping them gain an understanding of real business environment.

Objectives

- To represent students of member societies in local and foreign affairs;
- to promote and safeguard the interest and welfare of all members of the Federation;
- to foster friendship, co-ordination and mutual understanding among members of the Federation;
- to organise, coordinate and support further academic, social and sports activities among members;
- to encourage the development of business students in Hong Kong; and
- to establish cordial communication and relationship with other kindred organisation, business organisations and the community.

Structure



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President
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PolyU

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Candy

External Affairs
Officer
HKU

HKFBS

The 30th Executive Committee,
The Continuum of Legacy.

Member Societies

The Association of Business Students (ABS)
Hong Kong Baptist University

Business Association (BA)
The University of Hong Kong

Business Administration Society (BAS)
Lingnan University

The Society of Business Administration (BASO)
The Chinese University of Hong Kong

Business College and Divison Society (BCDS)
City Univerity of Hong Kong

The Business Students' Union (BSU)
The Hong Kong University of Science and Technology

Faculty of Business Students' Association (FBSA)
The Hong Kong Polytechnic University

The Society of Business Administration (SBA)
Hong Kong Shue Yan University

Student Society of Business and Administration
(Full-time Programme) (SBAF)
The Open University of Hong Kong

Timeline of functions

The 30th Inauguration Ceremony
April 2014

Hong Kong Outstanding Business Students Award 2014
May 2014 - July 2014

Stepping Stone to Success Scheme 2014
May 2014 - January 2015

Study Tour 2014
June 2014

Orientation Camp Visits 2014
August 2014 - September 2014

Business Administration Paper 2014
September 2014 - January 2015

Annual Dinner 2015
February 2015

HKFBS

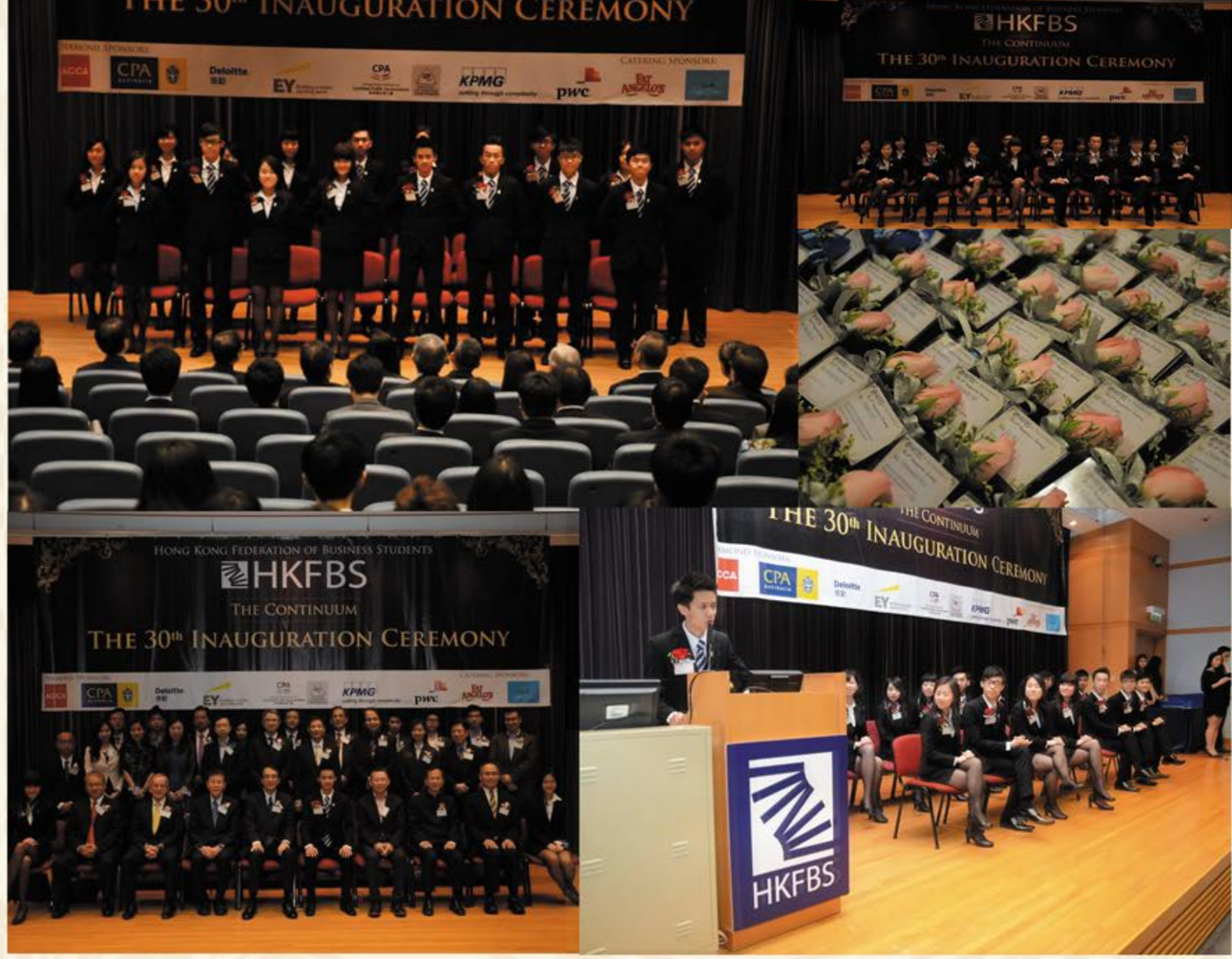
The 30th Inauguration Ceremony

The Continuum

The 30th Inauguration Ceremony was successfully held on 1st April 2014, at Rayson Huang Theatre, The University of Hong Kong. "The Continuum" being this year's theme, it expresses the belief that Hong Kong Federation of Business Students will continue to dedicate its hard work on serving all business undergraduates in Hong Kong.

We are very honoured to have Mr. Paul Tang Kwok-wai, JP as our Guest of Honour, with Dr. William Lo, JP, The Honourable Jasper Tsang Yok-sing, GBS, JP and Mr. James E. Thompson, GBS as our Honourable Guest Speakers.

We would like to take this opportunity to express our heartfelt gratitude to all the Honourable Guests, Sponsors, past Executive Committee members, representatives from Member Societies and other business student societies that have given us immense support.



Mr. Paul Tang Kwok-wai, JP

Dr. William Lo, JP

The Hon. Jasper Tsang Yok-sing, GBS, JP

Mr. James E. Thompson, GBS

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Stepping Stone to Success Scheme (S4) is a comprehensive programme organised by Hong Kong Federation of Business Students, which aims at equipping students with a deeper understanding of the real business operations. This year, the scheme includes Mentorship Programme 2014, Executive Roundtable for Elites, Firm Visit Series, Internship Series and Workshop Series.

Mentorship Programme 2014

HKFBS Mentorship Programme 2014 provides students with one of the best platforms to meet and network with distinguished mentors from some of the most renowned corporations in the business field. Through this programme, mentees can learn from the business elites' experience in their respective industry, and gain personal development and career-related insights from mentors.

Internship Series

Internship is always the best way for students to get involved with the real business world. Internship Series provide opportunities for students to gain some practical hand-on experiences.
This year, we have successfully cooperated with the following renowned business firms: ACE Life Insurance Company, AIA International Limited, Bloomberg, Bond West Consultants, BuyForMe, David Lai & Co., iBoss, Innoverz Limited, Manulife (International) Limited, Next Step Connections, Noble Apex Wealth Ltd. and Octopus Recruit.

Executive Roundtable for Elites

Students will be given a rare chance to interact and discuss various topics with business leaders and prominent figures in Hong Kong. Participants will be able to share opinions as well as to exchange ideas with their counterparts from different universities in the form of a small group discussion.

Firm Visit Series

Firm Visit Series provides students with opportunities to understand the daily operations of some very well known firms. Through the series, participants can acquire on-site knowledge about certain businesses and familiarise themselves with different practices in respective fields in order to help themselves pave paths for their future career.

Workshop Series

We cooperate with different companies to provide students with various kinds of workshop such as Latte Art Workshop, Wine Tasting Workshop and CV Writing Workshop etc. The workshops provide students with skills and knowledge not only beneficial in developing their career paths, but also favorable to their whole person development.

Sponsors

ACCA Deloitte 德勤 EY 安永 CPA Hong Kong Institute of Certified Public Accountants 香港會計師公會 QP Hong Kong's CPA Qualification 香港會計師專業資格

Interview Session

The Interview Session was successfully held on 7th June. The Interview Session consisted of a Group Interview and an Individual Presentation. A total of 45 candidates have been selected to go through this round of assessment.

In the Group Interview, 5 candidates from same university were grouped together to discuss a business-related question, which required decent communication and critical thinking skills.

In the Individual Presentation, candidates were required to analyse and solve a given business case individually, and present their ideas to the Evaluation Committee from the academic and business fields.

Promotion Challenge

Promotion Challenge was held after the Interview Session. Finalists were required to design a poster based on the theme "Fresh+very Hong Kong" which were then uploaded to HKFBS's Facebook page in order to gain the greatest amount of "Likes".

The Youth Business Elites Forum

The Youth Business Elites Forum was held on 5th July. The 9 candidates were given a case in advance for the individual presentation afterwards. Winners of the award were chosen after the assessment by the Evaluation Committee.

We hereby thank all Sponsors, Supporting Organisations, the Evaluation Committee, members, participants and all that have supported HKOBSA 2014. The event would not have been held so smoothly and successfully without your backing.

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HKFBS

Seoul

Innovative Technology Insight Tour

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A Vibrant Journey to Ignite Your Potential

Date | 23rd June 2014 - 27th June 2014

Title Sponsor: Konew Financial Express 康業信貸快遞

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Supporting Parties: AIESEC

The Konew Financial Express presents:

Seoul Innovative Technology Insight Tour 2014

The Seoul Innovative Technology Insight Tour was successfully held in late June. The tour aimed at providing students with valuable opportunity in reaching out beyond Hong Kong to a wider international community, and to gain insights of innovative technology in South Korea, as well as its traditions and customs.

Through visiting a special selection of firms and interacting with students from prestigious universities in Seoul, participants have had a clearer picture of the renowned innovative technology industry in South Korea.

The tour was divided into 4 components, including **Buddy Programme, Discussion Forum, Firm Visits Series and Sightseeing Series**.

The Buddy Programme has given students the chance to exchange thoughts and to develop long-term friendships with student ambassadors in Seoul. We were honoured to cooperate with the student societies from Seoul National University, Dongguk University and Chung-ang University. Their participation and generous supports were vital to the success of the tour. Our participants have also shared their knowledge with university students in Seoul during the Discussion Forum. They mainly talked about innovative technology and its relationship with business. We believe that both parties have gained a lot through the given platforms.

The Sightseeing Series was another highlight of the tour. In order to learn about both the modern and tradition views of Seoul, we went to different spots throughout the tour, such as the N Seoul Tower, Myeongdong, Bukchon Hanok Village and Namsan Park.

Moreover, visits to renowned firms in Seoul such as Samsung d'light, KIA Motors and KBS, have provided students a glimpse of the Korean's business and management culture. We hope this experience would lead participants into paying more attention to business around the globe.

Finally, we must thank all parties and participants for supporting and joining our tour. We hope all of the participants have had an enjoyable and inspiring tour in Seoul. It is delightful to know that all of you have enjoyed the tour and have developed friendships with students from both local and foreign universities.

The Best SUMMER With HKFBS

Orientation Camp Visits 2014

Orientation Camp Visits 2014 is a spotlight of the Federation during summer. It is not only a visit to the Orientation Camps at the 9 local universities, but also a mass welfare distribution campaign co-organised with our Member Societies. Most importantly, we would like to give a warm welcome to the business freshmen.

The Visits does not only allow freshmen from the 9 local universities to know more about our Federation, they will also be receiving welfare packages, taking part in lucky-draws and to have fun by participating in some interesting mass games.

Thanks to the following sponsors: ACCA Hong Kong, Crown Worldwide Holdings Ltd., Hong Kong Institute of Certified Public Accountants, Prince Jewellery & Watch, Sky100 Hong Kong Observation Deck, Yoho Hong Kong Limited, our Orientation Camp Visits 2014 will be as successful as ever.

Diamond Sponsors

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"Motivating Creativity, Unlocking Potential"

Business Administration Paper (BA Paper) is a successful and unique function held by HKFBS annually. With 28 years proud history, BA Paper has become one of the most well-known international inter-university business plan writing competition.

In the competition, participants will be given chances to:
- equip themselves from the training sessions and coaching sessions
- mingle with business leaders at different events
- be inspired by entrepreneurs or executives
- get an internship spot

Past Case of KPMG Business Administration Paper 2013

Theme: "The Business Matchmaker", where participants were required to choose two specific companies from different industries for being united in a feasible and successful joint venture based on conjectures so as to maximise their synergy effects.

Champion:
The Chinese University of Hong Kong

- HKD 20,000 Cash Prize
- Internship Opportunity
- Training Session with Drucker's Academy
- Jewellery
- Trophies

First Runner-up:
Singapore Management University

- HKD 10,000 Cash Prize
- Internship Opportunity
- Training Session with Drucker's Academy
- Jewellery
- Trophies

Second Runner-up:
The Hong Kong Baptist University

- HKD 5,000 Travel Vouchers
- Internship Opportunity
- Training Session with Drucker's Academy
- Jewellery
- Trophies

Interview Session

It is our honour to have Ms. Tania Lau, Director of Marketing, Yahoo! Hong Kong, for an interview, where she shared with us her passion and career goals .

How come all the meeting rooms in the Yahoo! office is named after the MTR station names of Hong Kong?

SIMPLY BECAUSE WE LOVE HONG KONG! Yahoo! Hong Kong was established as a local brand instead of an international brand. We hope to deliver a cozy and welcoming atmosphere to our advertisers or partners when stepping into our office. So we used the names of almost every MTR station in Hong Kong! While in our old office, we even used the traditional Chinese dishes' names and Chinese inventions as the names of our conference rooms, such as fried noodles, congee, rice, etc.

Facing fierce competition from Google or other players, how would Yahoo! differentiate itself and maintain its strength?

Well, internally we treat ourselves as a local brand. however the truth is that we are actually an international brand! Throughout the 15 years, we stick to a sole rule: THINK GLOBAL AND ACT LOCAL. Although our services are very local, our major directions are determined by the Yahoo! Headquarters. Yet, there is a very prestigious luxury for Yahoo! HK and Yahoo! Taiwan.

In the coming era, our direction is globalisation. It is inevitably a tread around the globe. While Yahoo! HK and Taiwan are exempted from the boss's order. Mostly because Hong Kong has a rather strange marketing landscape – almost every industry here is dominated by some major players. And as we are facing competitors internationally like Google and Bing, as well as nationally like Sina, we hope to maintain as a local brand to serve Hong Kong people and achieve our ultimate mission and vision, which is to turn users into daily users.

In this digital era, how would Yahoo! adapt to the transformation from traditional marketing platform to digital marketing?

At the beginning of 1999, we adapted both of the marketing strategies, both programmatic and human. Though it sounded a little ironic because we were a commercial company, we tried our best to show humorous side to our advertisers and partners. We got a media taskforce and media planners to serve our customers. As one of the biggest players in the Internet industry, we have to take a few steps forward than others do. The industry grew so fast that when you look back occasionally, it's already several generations behind.

Corporate Social Responsibility is increasingly important in the current business environment. Are there any policies that Yahoo! has adopted in order to maintain it as a sustainable and responsible business?

Apart from the ordinary and legit CSR policies, we got something special to really motivate our employees to contribute to the society and help those in need. Our staff can take some days off to do voluntary work. Being volunteers and doing charity is actually a legit reason to apply a day off to the company. Instead of a birthday leave, a "charity leave" is much more meaningful! Internally, our Yahoo! community, there are badges for reward if we achieve certain levels of charity/community work as a well-recognised reward.

achieve certain amounts of charity/community works as a well-recognised reward.

Moreover, we are developing a "Star Street" in Yahoo! Auction. We will cooperate with celebrities or entertainers, and sell their unwanted second-hand clothing or accessories online at an affordable price. All the proceeds will go to real-time events that needs help. Currently, we are partnering up with Ms. Joey Yung!

What advices will you give to university students to equip themselves in this competitive market?

As an university student, I think all of them are doing well academically. Academic results are important though because we are all looking for great talents in the business! However importantly, it's about one's personality and attitude. One should always remain humble in every aspect. You will learn a lot more and become a better person. Furthermore, one should not be always weighting gain and loss. Sometimes, what you give does not necessarily equal to what you earn back in return. But if you are willing to give more and obtain more experiences, you will always benefit at the end.

Interview Session

We are delighted to have Mr. Raphael Cohen, the Co-Founder of HotelQuickly, for an interview, where he shared with us his experience and success in starting up HotelQuickly, a mobile application mainly serves the Asia Pacific that allows users to make online hotel booking with discounted price.

How did you come up with the idea of starting up HotelQuickly?

All of our co-founders have worked in different e-commerce companies before, so we all had the idea of setting up a company that is related to the internet and mobile. I was in Vietnam while I first started up HotelQuickly, where I worked for Foodpanda, which is an online tool for food delivery. At that time, companies similar to HotelQuickly could already be found in the U.S., Europe and China, but there were none in the rest of Asia.

In Asia, countries like Vietnam has a very low hotel occupancy rate, 60% of the hotels room are unoccupied, so we thought it would be a good time to start up HotelQuickly. We started working in September 2012, being one of the first companies to go fully mobile, as we saw the trend that a lot of big corporations had gone mobile, such as Google.

Moreover, Hong Kong is the best place to run this business, as most of the Hong Kong people possess a smart phone with internet access. So here we are now, we currently serve 12 countries in Asia Pacific, providing a fast and convenient way for mobile app users to find discounted hotel rooms.

What was the biggest challenge you encountered by far?

People always doubt your idea before you start up a business, so I have learnt to accept the fact and went on with what I wanted to do. The biggest challenge after we started up HotelQuickly is to find hotels that would like to work with us. It was extremely hard to get the first hotel partner, as it was a new technology, many of the hotels rejected us. Either they were not interested or they did not see the potential benefits working with us.

Keeping contact with the hotels is another challenge. A lot of them did not reply to us, so I had to go up to offices every day to meet their boss personally. We also had hardship finding big hotel partners, as their boss were often not in Hong Kong and their regional managers did not have the right to make important decisions. So we mainly targeted hotels that were open to technology and willing to try out new things.

When we had the first hotel working with us (Lan Kwai Fong Hotel), it was easier to find more partners as they knew their competitor had joined us. Currently, hotels even initiate to cooperate with us, it has been a great achievement.

How is the preference of customers in Asia different from the western countries? Are there any major differences between countries within Asia as well?

Asia is a lot fragmented compared to the U.S., as there are a lot of different countries and languages in Asia, more work are needed to be spent on serving different customers that have diverse cultural backgrounds. We are glad that the mobile application is now localized to 6 different languages including Thai, Vietnamese, Bahasa, traditional and simplified Chinese, and English. Besides, people in Asia especially those in Hong Kong always want to see how do the hotels look like before they make a booking, so more information has to be included in the mobile application.

Furthermore, people that always travel between countries might make hotel bookings after they have arrived, so we have to make our service available earlier in the day for travelers that arrive in early morning. Within Asia, we can also see that users in countries like Thailand, Indonesia and Malaysia tend to look for cheaper hotels, while users in Singapore and Hong Kong are more high-end, they prefer hotels with better environment and services.

What is your advice for university students who want to start up their own business?

Students nowadays always want to work in big firms, particularly those in the accounting and banking field. However, what you would learn by starting up a business could be much more rewarding. I have friends that worked in big accounting and banking firms, they were happy at first as they received a decent pay, but many of them left because of the crazily heavy work load.

The best timing to start up a business is while you are still studying. When I was studying, I set up an online outsourcing company that sold local designs to make some extra money. It might take time to take care of your business but it's worth it. Once you have the right idea, you could start to work on starting up a business.

Regardless of the scale of your business, you could always learn something from it. I once have a friend who set up a small business that only sold vegetables in Vietnam, but it was still rewarding. Doing a business right could definitely earn you more money than getting a part-time job in a coffee shop. Another advantage by setting up a business is that you get to know more interesting people than working. For example, I have met a lot of people from the hotel and airline industry after setting up HotelQuickly, it helps expanding your network that would be beneficial to yourself.

Lastly, never give up. You have nothing to lose except your time, but I would not call it a waste of time since you could learn something from it. Failing a few times is normal, just make sure that you do not invest irrationally.

Do you have any future plan to expand your business?

We are currently raising money and recruiting quite a lot of people. We have 25 people on the team and we are aiming 50. For the team in Hong Kong, we need 5 to 6 people who have connections with hotels, airlines and banks that could help with our business. We are currently having a partnership with the DBS Bank in Singapore and we plan to cooperate with more big corporations in the future. Need the suitable people. There are around 70000 hotel rooms in Hong Kong while 7000 of them are empty every night. We are striving to improve the figure.

Interview Session

It is our honour to have Mr. David Yeung, Co-founder of Green Monday, to share with us what inspires him to start up Green Monday.

"Eat clean", "Detox", "Meatless Diet/Menu", "Green Monday"...Eating green has been a new trend in most cosmopolitan cities. More and more celebrities and even students are on a vegetarian diet nowadays. However, how much do you KNOW and understand about eating green? Read below to find out!

What's the difference between vegetarian and vegan?

Simple enough. Vegetarians do not eat meat and seafood – they do not kill any kind of living things to fill their stomach. While vegans do not eat meat and seafood too, as well as any animal related products for example eggs, milk... Moreover, vegans do not consume any seasonings which would affect their states of mind such as onions, garlic, etc.

Knowing that you have been a vegetarian for 13 years and also a businessman, what inspired you to start up Green Monday?

Hong Kong and other Asia countries are surely left behind in terms of the vegetarian culture. Most people aren't really concerned about how serious the impacts are causing while they continue to invest in the meat industry. It is also about the problem of sustainability. The Earth is already facing a hard time providing land and water to 70 billion people, why should we waste even more resources on raising animals, so to allow us to kill them and eat them? This is a very indecent way to produce food. You can save 10 litres of water by lessening your showering time for a minute, yet you can save 4600 litres of waterby not eating a steak while you dine out. Green Monday was found to provide a platform to raise people's awareness and aiming at the universal goal Green.

How would you encourage university students to pledge for Green Monday since canteens in university do not really provide many meatless options?

There are several actions done to raise students' awareness in eating green. First of all, we did requested university canteens to provide more vegetarian choices for students to choose.

On the other hand, we will hold workshops, green recipe competition and talks to educate students and promote eating green. At the Hong Kong Baptist University, there is even a corner for students to charge their phones by cycling.

Hong Kong is a food paradise. How did Green Monday convince such a large variety of restaurants to partner up with you and provide vegetarian dishes?

It is all about consumers' choices in eating in a more healthy lifestyle. We hope to influence consumers under education, promotion and advocacy. Most restaurants actually have a larger consumer base after adding vegetarian choices on their menus! According to the feedbacks from restaurants, there are around 25% more customers ordering green dishes after adjusting the menus and partnering up with Green Monday. Let's say there are 10 options on the menu, we want to add several vegetarian dishes, but not to replace their original dishes. We are offering a new segment in the dining industry which has been overlooked before.

What were the major obstacles that you encountered when maintaining a vegetarian lifestyle or persuading others to eat green on Mondays?

Well for me there is no difficulty at all to be a vegetarian. Being a vegetarian is a matter of moral standards and value system. I often ask people, if you are a big fan of chicken, and you were asked to kill one yourself in order to be able to cook and eat it, would you still want to kill it? Then why would it be comfortable if others kill the chicken for you in the slaughterhouse? Same logic could be applied to murdering human beings. Does it mean asking someone to do the murdering could be fine? Mark Zuckerberg once said, "Unless that animal is killed by me, I won't eat meat." Paul Mccartney also stated that unless the slaughterhouse is made out of glass, he would not have a piece of meat.

What advice would you give to students or teens who wants to start eating green?

First of all, you may want to start from eating like a vegetarian. Eating all kinds of food with the most nutrients, like dairy products, vegetables and fruits. Ironically almost all the food with the highest nutrition values are not meat nor seafood. It's the food you do not have to kill any life to eat. You may follow the "Rainbow Diet" – which promotes balanced vegetarian diet with 5 colours: white, red, purple/blue, green and yellow/orange. People also like to highlight "Superfood" nowadays, which refers the kind of food with high nutrition values and low production costs, such as potatoes, tomatoes and beetroots. It's a bit frustrating to see that Chinese food does not usually offer vegetarian dishes due to the traditional Chinese culture and cooking methods. Nuts also provide high nutrition values. Most importantly, the biggest reason that you should become a vegetarian is that the first person you have to take good care of is yourself and only a healthy body could allow you to chase after your dreams.

We are all living in an extremely dangerous world with extreme weather and climate changes due to global warming. The earth is sick. Acting green is somehow not a choice, but a MUST. Eating green is the easiest, low-cost method to improve the environment. So people, start your Green Monday right away.

BE PREPARED FOR YOUR JOB INTERVIEWS

Job interviews are critical in getting a job for graduates. However, have we all utilized the interview session well to excel your talents and strength? Are there some questions that shouldn't be asked in front of your interviewer?

This column shows you the four questions that you shouldn't dare to talk about while having the job interview with the HR manager.

" DOES ATTENDANCE COUNT A LOT IN MY PERFORMANCE REVIEW AT YEAR-END? "

In fact, the question might mislead your interviewer that you are not a diligent worker. The lack of passion in your personality would be a serious drawback when the interviewer is considering hiring you or not. You should assume to avoid unnecessary vacation and work on time for your duty.

" CAN I KNOW MORE ABOUT YOUR COMPANY? "

Being well prepared for a job interview is necessary to a job-seeker. Asking such a preliminary question would make your interviewer feel you haven't done enough preparation and you lack sincerity in having this job. In fact, you should always do basic research for the company like having their missions and marketing areas known before interviews. Sufficient preparation means a lot and could make the interviewer having a good first impression on you. In fact, this question should be asked by your interviewer rather than you.

" HOW FAST CAN I EARN A RAISE? "

Of course it's normal to be ambitious in terms of your career prospect. However, this question could also lead to a drawback that your employer might think you are too aggressive to ask when you even haven't started to work for him/her. Instead, you should try to show your determination by describing your personality through your past experiences.

" I'VE NO QUESTIONS ON YOUR COMPANY. "

While there are many uncertainties in your future job , your future employer do expect you have some questions on your career path; Having a good question is important for you to earn a good impression by them; questions like the difficulties that new employees usually face could be a try in such circumstances.

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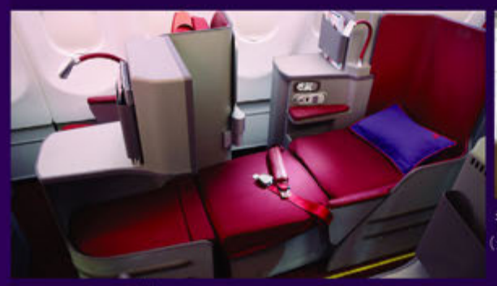

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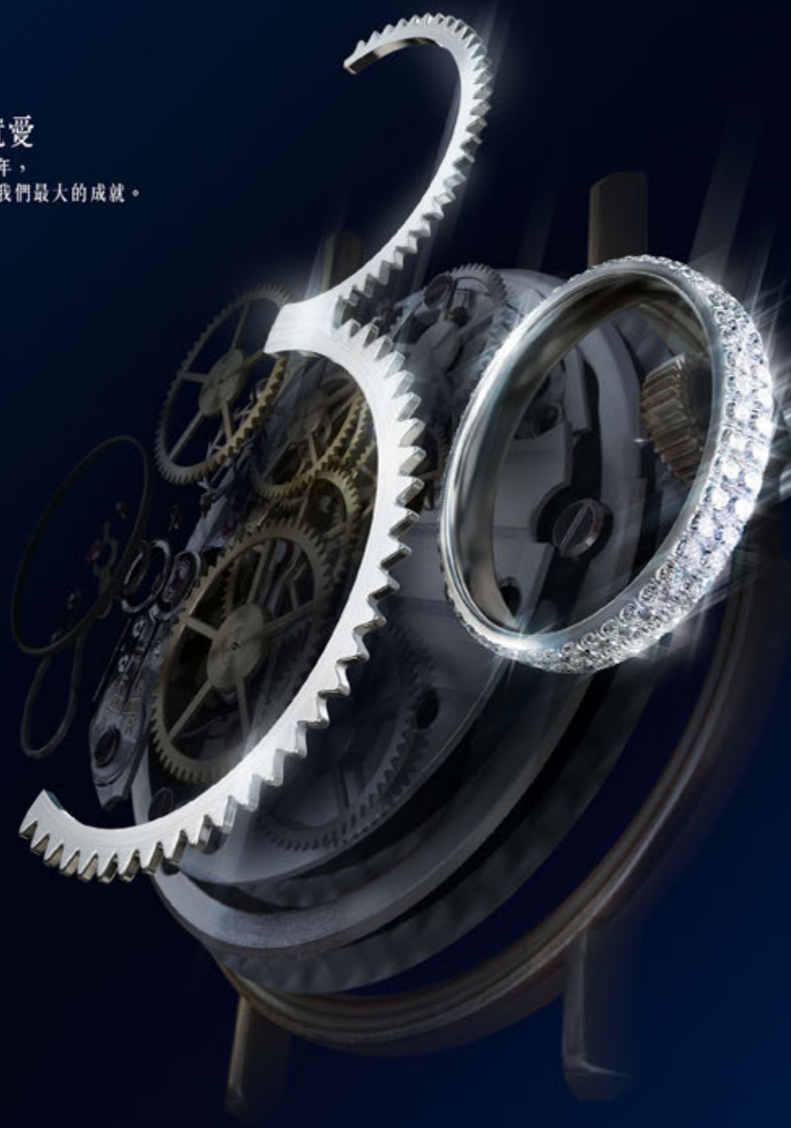

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