

Learn and Earn INNOVATION



Chuan and Jing joined a wholesale company together just after graduation. Both worked very hard.

After several years, Jing was promoted as sales executive but Chuan remained a sales rep. One day, Chuan could not take it anymore and tendered his resignation to his manager complaining that the company did not value hard working staff, and only those who flattered the boss were promoted.

The manager knew that Chuan had worked very hard for years, but wanted to help Chuan realise the difference between him and Jing. He told Chuan to go and find out if anyone was selling watermelons in the market. Chuan returned answering in the affirmative.

The manager asked him, “How much per kg?” Chuan went back to the market to ask and returned to inform the manager that it was \$2 per kg.

The manager told Chuan, “Let me ask Jing the same question?” Jing went, returned and told the manager that only one person was selling watermelons in the market. The price was \$2 per kg, \$10 for 10 kg, and the person had an inventory of 340 melons. Each melon weighed about 15 kg, brought from the South two days ago, and that they were fresh and red, and of good quality.

Chuan realised the difference between himself and Jing. He decided not to resign but to learn from Jing.

A cynic is a man who knows the price of everything and the value of nothing.
– Oscar Wilde