

你可以改變

You can make a change

校友專訪 / Alumni Feature

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Cindy是紅酒銷售經理，我們到她工作的地方進行訪問，當筆者推開玻璃門，甫即看見一位笑容滿臉的女生迎上前：「我們可以在哪裡採訪拍照呢？」

眼前這個活潑的女孩想必是Cindy了，她熱情地捧上溫水，帶領我及攝影師到Show Room進行訪問，紅酒、酒杯早已準備妥當，她一邊調節冷氣溫度，一邊不停地問：「我能如何配合你們呢？」絕對想像不到如此懂得人情世故的Cindy才剛離開校園兩年。

This interview was conducted at a wine shop, which is the workplace of Cindy. When I arrived, a girl with a confident smile welcomed me, saying "Which place is good for this interview?" I immediately knew this is Cindy.

She took us to a wine show room, in which red wine and wine glasses were ready on the table, giving us two glasses of warm water. While she was adjusting the air-conditioning for us, she kept asking "How should I co-operate with you to make this interview a success?" I couldn't imagine Cindy, who is an experienced and sophisticated person, has just left the school for two years.

踏出溝通第一步

還以為Cindy是個天生性格開朗的女子，想不到她的回應是：「我讀HKUE之前，好無自信的。」她的神情還帶點害羞，「老師常常鼓勵我們多作嘗試。在老師鼓勵下，我才願意與別人合作，從而發現自己有Leadership Skill！於澳洲遊學期間，我還帶領自己的小組Present！」

老師的鼓勵改變了Cindy，過去她因為自信不足，不會表達任何想法。今天，她會告訴對方自己的想法，慢慢溝通。「以前我不懂得與別人溝通，後來學校常要求我們Present，需要與別的同学合作，我的溝通技巧方大大得到改善。現在客戶會因為我年輕而質疑我對酒類的認識。我雖然覺得氣憤，但會先冷靜自己，再慢慢解釋給客戶知道，讓他們對我建立信心。」

I CAN MAKE A CHANGE!

當年校長的一句說話，讓她有不一樣的將來。

「這句說話我直到今天，仍寫在我的日程上。」到底是甚麼說話讓Cindy到今天仍然放在心上？

「YOU CAN MAKE A CHANGE！」校長在開學禮上一句簡單而有力的話，震撼了還是學生的Cindy。害羞的Cindy從沒想過自己有能力去改變身邊任何事情，以為路就只有一直那樣走，但原來，她是可以改變的！自那時開始，她把這句說話寫在日程和電腦上，時刻提醒自己需要改變。不喜歡讀書的她，一改常態努力讀書，充實自己，以不間斷學習為人生的宗旨。

「我的目標是做品酒師。當初在HKUE接觸與酒有關的課程就很喜歡。現在我正修讀跟品酒相關的課程，希望未來幾年修讀Master of Wine的相關課程。」

品酒人生

昔日怕事的女孩不僅成長了，還創建了自己的一套「品酒人生」價值觀。

「做人需要不停進步，與時並進，跟品酒一樣，第一口的味道跟第二口的味道不一樣，有變化才能讓人追尋下去。此外，在急速的生活中，不要忽略細節，因為過程往往比結果重要，就如享受醇酒一樣。現在我讀書，都好享受學習的過程，好好有滿足感。」

現在的Cindy跟過去不再一樣。今天的她堅定、勇敢、有目標，有如紅酒一樣外表看似簡單，喝下去卻是層次豐富，令人意想不到，每一口均有不同的香氣與味道。

最後，Cindy還勉勵弟學妹：「忠於自己不要人云亦云，勇敢去做自己認為對的事！」



「讀萬卷書不如行萬里路」，所以Cindy每逢放假也會爭取機會到不同的酒莊參觀。Cindy often visits different wine cellars on holidays in order to broaden her horizon.



Cindy平日也會參加不同的紅酒展覽及其他業界的活動，認識不同的朋友。圖為Cindy與澳洲酒莊的工作人員合照。

Cindy always participates in different wine related activities e.g. wine expo, and makes a lot of friends. This photo was taken in an Australian wine cellar.

Cindy Takes the First Step to Communicate

Asking about her past, this confident girl looked embarrassed.

"Before I entered HKUE, I felt inferior compared to the others." She still looked a little shy. "But teachers always encouraged us to try different things. And I discovered my talent in leadership through different group work and presentations. I even became the leader of my team during the trip to Australia." Teachers' encouragement has a positive impact on Cindy. When facing unfairness, Cindy used to keep her mouth shut. Today, she will stand up for herself and try to persuade the others.

"My communication skills were bad in the past. However, my communication skills have improved greatly at HKUE as I needed to do a lot of group work. Hence, when facing customers' oppositions today, usually because they thought I am inexperienced as I still look young, I will first calm myself down and start explaining to them slowly."

I CAN MAKE A CHANGE!

On the commencement day, the opening speech of the principal has changed Cindy's future.

"I still write down his words on my schedule today."

What exactly were the words that inspired Cindy until today?

"YOU CAN MAKE A CHANGE!" This simple but powerful slogan from the Principal has impressed this little shy girl. Cindy had never imagined that she could change until someone told her one day that change was possible on her. Since then, she wrote it on her schedule and stuck it to her computer screen, to remind herself that she needed to change in order to be successful. She changed her learning attitude, started to work hard and kept improving herself until today.

"I aspire to be a professional sommelier because I like wine tasting since I was in HKUE. Now I am attending a wine-related course in the hope that I will be qualified to apply for the 'Master of Wine' related programme later." Cindy still works very hard today.

Tasting Life

Cindy is no long the timid girl that she used to be. She creates a set of "tasting life" value based on the Principal's inspiration.

"Every one of us should keep improving ourselves to keep pace with the changes. Same as the concept of wine tasting, we need to keep tasting the differences of the first sip of wine with the second and the third sip. This is the reason why wine tasting is so attractive. Process is often more important than result, just like enjoying good wine. Today I feel rewarded by appreciating the process of learning."

Red wine may look seemingly simple, but each taste is unexpectedly rich, with different aromas, so is Cindy. She has successfully transformed herself to be an affirmative and courageous girl with a clear goal.

"Be yourself! Be Brave to stand up for the things that you know are correct!" Cindy encouraged the future cohorts of the students towards the end of the interview.