

Reflection on the trip to Rongshui from 14th April to 17th April

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This is my third time to go to Tengchuen to observe the bridge and do primary study of the broken bridge. However, this trip is the most valuable one among all trips I have joined before which I do learnt much things from it.

The first day and forth have been spent on transportation, but it was still a good time to appreciate the magnificent natural environment of Guangxi. On the second day of the trip, we went to have a site supervision on the teacher dormitory of Daping primary school. After seeing that it was almost finished, I felt pleased that we did a good job for the students as well as the villagers nearby to provide a better learning environment for them.

On the third day, it the most fruitful day, we had a project presentation to the officials of Tengchuen about our designs of the reconstruction project of the broken Tengchuen Bridge. After the present of the technical part has been finished by our student representatives, Professor Yeung and Professor Tham continued the discussion with villagers about the cost of the bridge. It is so valuable and impressing that I found that engineering is business. We have to know how to act as a businessman to sell our proposal and cut the cost. Also, Professor Yeung has shown how to make the clients (villagers) feel confident to our construction term. I did learn many negotiating skills through this meeting.