

KKday 創辦人 陳明明： 機會是留給會爭取的人

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給畢業生：好好思考未來要做什麼

陳明明學長是電機 84 級的，畢業後分別創立了易遊網、燦星和易飛，並於 2014 年創立目前台灣知名的旅遊平台——KKday。雖然是讀電機出生，但他卻選擇與電機截然不同的道路，投身於旅遊產業。也因為不同於身邊多數同學的選擇，當時的他受到家人強烈的質疑及反對。儘管最初做旅遊產業時不被看好，但他依然努力堅持，因而擁有今日的成就。

他以自身的經歷提點即將畢業的學生們，「必須要找到自己的方向，而不是由他人來告訴你。」不然過了不惑之年後會發現，自己是為別人而活。同時他也點出現今年輕人的通病，常常問身邊的同學「未來要做什麼？」想從中參考，藉此決定自己的未來。陳明明學長說：「大學畢業是個里程碑，也就是你再也不能說自己是小孩了，你不能說你什麼都不懂，需要人家來指導，你沒有這樣的特權。」必須要學會對自己負責，關於未來是個人課題，無須參考別人，而是需要靠自己去找尋答案。

工作應優先考量產業 不要過於在乎起薪

談及許多畢業生避之唯恐不及的就業問題，陳明明學長表示「很多人都說想找興趣相投的，實際上都找薪資高的，這是最常見的現實狀況。」而他則認為以長遠的角度，應該優先選擇產業。因為身處一個興盛的產業，無論到哪都能有棲身之處，而找到對的產業、對的公司，又符合自己興趣的工作時，還能因為熱愛而發揮的很好。

另外，他也強調「在找第一份工作的時候不要太在乎起薪，無論現在起薪多少，將時間拉長至 10 年後來看，這一點意義都沒有。」提醒學弟妹應該注重未來 10 年或 20 年後的薪資，而非

最初的起薪。

職場學校大不同 要具備找答案的能力

身為縱橫職場多年的前輩，陳明明學長說：「學校與社會最大的不同就是，學校能有很多人告訴你答案，但到社會上卻有很多事沒有標準答案的。」必須透過自身的探索尋找屬於自己的答案，同時也要學會包容別人的答案與自己的不同，「找答案的能力遠比知道答案的要來得重要。」他語重心長地說道。

陳明明學長以第一次世界大戰著名的壕溝戰為例，儘管兩方人馬都很想放棄，但最終的贏家必然是堅持到最後的那方，藉此鼓勵學弟妹做事情要有決心和毅力。「在學校時常常會聽到一句機會留給準備好的人，但在社會上機會是留給會去爭取的人。」他提醒學弟妹，未來在社會上，準備充足的同時，也要勇於把握機會。



Founder of KKday, Mr. Ming-Ming Chen: Opportunities Are for Those Who Strive

For graduates: please plan your future wisely

Graduated from the Department of Electrical and Computer Engineering (class year, 84) at National Chiao Tung University, Ming-Ming Chen started up companies such as ezTravel, Star Travel, and Ezfly. Furthermore, he also established the renowned travel online platform KKday in 2014. Ming-Ming Chen chose a different career path to enter into the travel industry with his Electrical and Computer Engineering background. Although he was opposed and questioned by his family, he was still persistent with his goal, which contributed to his success today. Ming-Ming Chen would like to encourage graduates that “they should try to find their goals other than being told by others.” Otherwise, people would live without any purpose once they reach their midlife years. He found that it is common for young people to determine their further goals by only surveying people’s opinions around them. Ming-Ming Chen also pointed out that “graduating from university is a milestone. That is to say at this stage, students do not have any excuses for their own immature behaviors anymore.” Instead, students should be responsible for their future, and they need to find answers on their own.

Industry should be considered first before salary

When talking about employment, Ming-Ming Chen said that students often say interest is the most important factor when looking for a job. However, the

truth is they usually choose jobs by salary. From a long term perspective, he suggested it is more important to choose which industry students want to work for other than the salary. Ming-Ming Chen suggested, “do not focus too much on salary when looking for the first job, it is meaningless if you see it in the long term. If you have a profession for a popular industry, it is easier to find a job. Besides, you will be able to perform better with the job you are interested in.”

Students should have the ability to find answers

After working many years, Ming-Ming Chen said, “the difference between school and workplace is that many people would tell you answers directly at school. However, sometimes there are no standard answers after you graduate from school.” It is necessary to search for answers by ourselves. Meanwhile, it is important to tolerate the differences with others. “The ability of searching answers is more important than knowing the answers”, Ming-Ming Chen said. He further gave an example of trench warfare in world war 1 to encourage Computer Science students to be persistent with their goals, “winners do not give up. It is often said that opportunities are for those who are well-prepared. However, the reality is opportunities are for those who strive hard.” He hopes Computer Science students will be able to seize the opportunities after they graduate from school.