

## Tailored to Rush?

### **Introduction**

Have you ever noticed that many people in Hong Kong, especially those in central business districts like Admiralty, are always in a rush? They talk on their phones while catching a taxi, reply to work messages on the MTR, and walk as if they have skyrocket on their feet. They seem to be always utilizing their time fully, as if they were tailored to do so. How do companies encourage them to work so hard? Why do workers choose to rush? Let us dig deep and crack the code.

### **The magic behind the rush**

Focusing on the financial hubs of Hong Kong, speaking with stereotype, people we find the most are white-collared workers who work in office environments. Those who sit behind computers, typing their way to higher salaries.

These people are commonly paid by time rate, providing a stable income. However, is it enough for these highly educated white-collared workers?

In such case, the only way for these workers to raise their pay is to work harder than others to show their willingness to help the company earn profits. Even so, it is not guaranteed that they could be promoted. It surely does not seem like an attractive offer.

This is where firms add the magic — launching bonuses. Firms grant bonuses to workers when they have performed outstandingly, when they have contributed highly to the company as a reward.

Human wants certainly apply to money. Firms afford bonuses as they are what their employees 'want'. By launching such a wage payment method, workers can satisfy their wants to earn more. Their return is positively related to their effort.

That is our 'why'.

### **The worth of the rush**

The time costs of these white-collared workers are also related to the reason they are in a rush. As highly educated people, their contribution to society is undoubtedly huge.

Try putting yourself in their shoes — you are growing older every minute, you have a family to raise, and you have the knowledge to earn great income. Would you choose to utilize the time fully and earn as much as you can? Alternatively, will you choose to take it slow, maybe 'waste' it in numerous Netflix shows or walks around the block?

Your knowledge is a valuable asset that you exclusively own. People will always choose the option that maximizes their satisfaction. With working as hard as you possibly can being your first option, your time cost brings you the most profit, money, what most people desire and need the most.

### **Conclusion**

People who have received higher education tend to have higher social value, increasing their time costs and magnifying their wants. Being tailored to rush, Hong Kong does have a high GDP, thanks to these people. But do not forget, that the highest-valued chosen option might not always be the best option. Some things are just more worthy than money.