

# The UB MBA Exchange

“ because knowledge is power. ”

## “Teams” vs. “Leaders”

KYRIAKOS ZANNIKOS

From the first days of our MBA program, two words were frequently mentioned: “Teams” and “Leaders.” Having been raised with stories about Great Alexander and Leo of the 300, the word “Leader” appeals to me as something very valuable, and definitely more appreciable than just the new catchy version of “Manager.” It is hard for me to accept that everyone can become a leader, indeed, after the considerable efforts of our beloved professor Dr. Josephine Zubek. I am now convinced that leadership as an influence process is definitely one of the most important and effective business practices. Moreover, teams are now a

“lifestyle” in the modern business environment and therefore, we better have developed some great teamwork skills before we join it!

However...what counts more? Which of these words is stronger? Well, shock hit me when I came across the following article about one of the newest examples of a leader figure in our world, Barack Obama. Even though he has a long way to go, he has already been crowned as one of the most charismatic leaders in the American History, due to his phenomenal election campaign and victory. However, according to the website

[www.fastcompany.com](http://www.fastcompany.com), it was “Team Obama” that ranked

#1 in the Fast Company 50 awards of the world’s most innovative companies. To cite the article: “The year’s most successful startup took a skinny kid with a funny name and turned him into the most powerful new national brand in a generation.”

With that being said, maybe historians are spending too much time trying to discover what made the Great Alexander a superb leader, when they should be studying who comprised his team – and maybe we have a lot of work ahead to study the profiles of the 300 Spartans, trying to identify what made Leo’s team a legend!

**“I suppose that leadership at one time meant muscle; but today it means getting along with people.” ~Indira Gandhi**

## Message from the GMA

**1. Date Auction Charity Event:** Thanks to everyone who came out to the 2009 GMA Charity Auction. Because of your support, we were able to raise over \$2,700 for Dreams from the Heart Camp. Also, a big thank you to those of you who were brave enough to auction yourself off. If you have not received a gift for your date, please see Leo Flores.

**2. Elections:** The time has come for the GMA officers to pass the reins on to another group. First years – if you are prepared for the challenge to represent your class, please consider running for office. There will be a general (and very important) meeting on **Wednesday, March 4<sup>th</sup> at 5:00pm** in Alfiero 205. This is your chance to ask the current

officers questions about GMA duties and expectations. If you cannot make this meeting, it is strongly advised that you schedule a time to meet with the current GMA officers. Elections will begin after spring break, so we need to know as soon as possible who is running so we can create an online poll. If you have any questions, please see any GMA officer.

- > Wednesday 3/4 5:00p  
GMA Officer Interest Meeting
- > Thursday 3/5 5:00p  
Country Forum—Nepal and India
- > Monday 3/9 All Day  
Beginning of Spring Break  
Where are you going?
- > Wednesday 3/18 5:00pm  
Speaker—Sarbanes-Oxley Expert
- > Thursday 3/26 5:00p  
Country Forum
- > Friday 3/27  
Steven Verney Case Comp.  
First Year MBA

### Inside this issue:

The Raleigh Story	2
Hat of the Week	2
Ask Dave	3

## The Raleigh Story: Sleep to the Rhythm!

RALEIGH LOVE

### The man behind the story.



Are you a morning person or a night owl? You ever wonder why some people can wake up naturally at 5 in the morning or stay awake every night? If you have ever felt the effects of jet lag then you know first-hand of what I speak. Birds have em, bees have em, and even deciduous trees have em, let's fall in line with circadian rhythms!

In all honesty, we don't really have a choice. Circadian rhythms are the internal biologic clocks that regulate the physiologic processes of an organism. By organism, I mean anything with more than a single cell - although, even some single celled organisms follow a circadian rhythm to regulate division in order to prevent the sun's UV light from damaging their DNA during replication.

Whatever the scale of your biologic processes, circadian rhythms play a part in defining how you go about your day. Though people have been aware of the phenomenon since ancient Greece, a Romanian chronobiologist named Franz Halberg used the Latin words for around the day to coin the term we use today. So, specifically, the circadian rhythm refers to those cycles that take place on a daily basis, as opposed to a monthly or yearly basis. Though the circadian rhythm is internal, it takes its cues from external sources. The number one influence of circadian rhythms is light and

hence, the reference to the daily cycle.

In humans, a central timer located in the hypothalamus generally controls circadian rhythms. It regulates the daily release of various hormones into the system, such as testosterone or melatonin. These emphasize or suppress various biomechanical mechanisms, such as sleep, hunger, body temperature, and so on. The rhythms can change with time and maturity, hence why adolescents and young adults tend to stay awake later than adults or children.

In animals, especially those living north of the Arctic Circle, circadian rhythms can cease for parts of the year when it is always light or always dark. Likewise, exposure to periods of light of a certain length can invoke systemic changes such as a coat changing color. Unfortunately, because this effect is light-based, uncharacteristic patterns in other seasonal environmental factors such as precipitation or temperature can prove detrimental.

For example, an arctic hare's coat will begin to change into its summer coat as the days get longer, but a late snowfall can cause it to stick out like a sore thumb against the landscape. Likewise, animals can come out of hibernation too early and starve if they cannot find the calories to maintain themselves through the rest of the season.

Disrupting circadian rhythms themselves can cause problems as well - and worse ones than jet lag. Irregular circadian rhythms can result in manic-depressive behavior, as well as sleep disorders. Long-term disruptions can even increase your chances for cardiovascular problems or increase your risk for certain kinds of cancer.

Luckily, knowing that light can affect your rhythms means you can use it to your advantage. Bright lights (especially UV lights) can be used to advance or delay your cycle to facilitate rhythm uniformity with your environment.

At any rate, listen to those experts that tell you get regular sleep. Until next time, here's to keeping your imagination well fed.

### Hat of the Week



#### Toque

French Origin, 1400's

Name technically refers to any brimless hat.

Became increasingly popular for chefs during 1800's

**Omission:** Last week's hat (the princess hat) is called a Hennin. This was mistakenly omitted from last week's newsletter

**Dave Anthony. The man with all the answers.**



## Ask Dave

DAVE ANTHONY

**Recommended class of the week:**

**Acquisition Transactions** starring Prof. Perry and a law school professor, hopefully Prof Amy Westbrook

**Reasons:** While I know most of you are still bitter about having to take your Corporate Finance exam this past Saturday morning, I'm sure Professor Perry would have rather been doing something else as well. Leaving your bitterness behind and sign up for this class. You will take this class with law students, learn how to deal with people that hate the thought of teamwork (law

students), and learn a practical skill that can help you in your careers. The class is based about the acquisition of a company by a private equity firm right here in Buffalo! You examine each and every document to find loopholes in the deal, close up those loopholes, and try to make the acquisition run smoothly. Along the way, you will evaluate the company to see how much should be paid for it and what their assets are worth. I decided to take this class in place of Mergers and Acquisitions because I have no legal experience, and I am happy that I chose to do so. You might also think that you have no experience in the

legal word and will be clueless, and you might have a little trouble at first, but do not be alarmed. With your confusion comes each law students confusion about the difference between an asset and a liability and why money loses over time. The fact that you know what I just said puts the MBA's and law students on an equal playing field.

**Warning:** If you are not comfortable reading the language of the American Legal practice, then you may not want to take this course.

Check with Professor Perry if you have other questions about the course.

## THE UB MBA EXCHANGE

BETH TORNATORE-EDITOR IN CHIEF

EVAN LLOYD-DIRECTOR IN CHIEF

DAVE ANTHONY-SENIOR STAFF WRITER

RALEIGH LOVE-SENIOR STAFF WRITER

BRITT BIRD-STAFF WRITER

Contact us at  
**[mbaXchange@gmail.com](mailto:mbaXchange@gmail.com)**  
with any questions, suggestions  
or if you would like to contribute  
and help us build the newsletter  
further.

Join our group on Facebook!  
The MBA Exchange:  
Because knowledge is POWER