



MACKLIN BUSINESS INSTITUTE
Montgomery College Humanities Building, Suite 208
51 Mannakee St. • Rockville, MD 20850
Phone: 301-738-1707
www.macklin.org • e-mail: mbi@montgomerycollege.edu

MACKLIN BUSINESS INSTITUTE

MBI Director Steve Lang
Academic Director Brian Baick
Director Center for Entrepreneurship
Robert Snyder,
MBI Board Chairman Pamela Little,
Sr. Vice President and CFO ATS Corporation
MBI Board Co-Chairman Leslie Levine, CEO
InvisiTrack, Inc.

BOARD OF ADVISORS

Brian Cunningham, CEO
Ocean Energy Systems, Inc.
Howard Frank, Dean
Robert H. Smith School of Business
University of Maryland
John Wall, Chairman and CEO
Capital Markets Advisors, Inc.
Elizabeth "Libby" Labash, CFP, First VP,
Wealth Management
Smith Barney
John Bucy, Partner
Edge Professional Services, LLC
President, Avail Business Ventures
Pat Cleveland, Associate Dean
Robert H. Smith School of Business
University of Maryland
Solomon Graham, President and CEO
Quality Biological, Inc.
Maria Stephenson, Sr. Audit Associate
KPMG, LLP

SPONSORS

- Carl M. Freeman Foundation
- Dingman Center for Entrepreneurship,
University of Maryland, College Park
- Hogan & Hartson, LLP
- Maryland Department of Business
and Economic Development
- Montgomery County Department of
Economic Development

MBI Students Shine in National Ethics Competition at Loyola Marymount

They prepared. They practiced. And they prepared some more. After nine months of meticulously fine-tuning the tiniest details of one of the most important presentations in their young college careers, a simple thought raced through Steven Church's mind: "Don't mess up!"

At Loyola Marymount University's 10th Annual National Intercollegiate Business Ethics Competition, held April 10-12 in Los Angeles, Church and his fellow Macklin Business Institute presenters did quite a bit better than "not mess up." MBI honors students Church, Ivan Salas-Orono, Nicholas Sergon and Dmitriy Gulik became the first two-year college team ever to be named Undergraduate Division Champion, advancing to the finals of the competition.

"About five minutes before the actual presentation, I realized that the time had actually come," said Sergon, a sophomore accounting major. "All of the preparation we had done for the last nine months was about to be put to the test."

Presenting the topic "Problems with the Usage of [aftermarket] Parts in Collision Repair," to judges made up of Loyola Marymount faculty and area business leaders, the MBI team competed against more than 30 schools including two international universities, McGill University in Canada and Middle East Technical University from Turkey. Other national schools include UCLA, Dartmouth College, Villanova University, New York University and



MBI Business Ethics presenters, from L to R: Steven Church, Nick Sergon, Dmitriy Gulik, Jeremy Ben-Zev and Ivan Salas-Orono

the Naval Academy, among others.

"[Two-year college] students sometimes feel they don't belong," said Stephen Lang, the MBI director at Montgomery College, in noting the challenge that faced his team in competing against business students from four-year colleges, with more experienced teams. "A judge that has been judging the competition for seven years told our students that their presentation was the best one she had seen. The

comments they received made them feel they do belong in national competitions."

"Upon arriving at Loyola Marymount University," Sergon said. "I automatically felt like an underdog."

The celebration after hearing "Montgomery College" called a finalist was short-lived, however. The MBI team had just two hours to prepare another presentation for the final round, this time focused solely on the ethical questions raised by their original topic.

In the finals, the MBI team faced off against undergraduate division champions McGill University and the University of San Francisco, and the two teams that represented the graduate division champions, California-Polytechnic Institute and Saint Joseph's University. The MBI team won a Kerrigan Award, which was presented to the four teams that finished as runners-up to the overall champion, McGill.

Teams participating in the ethics competition select a real-life ethical issue facing a company and then analyze the issue from legal, financial and ethical perspectives. Students then propose a solution to the judges, who act as members of the board of directors for the company being analyzed by the students.

"The most rewarding part of the experience was knowing we made our program and our school proud," Church said.

SIFE Team Wins Regionals, Advances to Nationals

The MBI's Students in Free Enterprise (SIFE) team was named a regional champion at the SIFE Philadelphia Regional Competition, held April 9. SIFE team members Joyce Krintz, Arjun Achreja, Kumbi Mahari, Steffi Siegmund, Ayesha Qadeer and Tabby Enam advance to the SIFE USA National Exposition in Chicago, May 13-15.

SIFE teams showcase the effect of their outreach projects at annual competitions judged by panels of business leaders. Lang cited a Hispanic Entrepreneur Workshop, conducted entirely in Spanish, and a World Bank Seminar, focusing on the marketing economics criteria, as two of the SIFE team's outstanding projects.

At the competition, teams talk about the impact that their projects had in the communities, along five educational topics: market economics, success skills, entrepreneurship, financial literacy, and business ethics.

"I think we have excellent projects and winning the regionals makes [us] want to win the nationals even more," Qadeer said. "Achieving our next goal - winning the nationals - would be a great and memorable end to our 2007-2008 SIFE team and MBI program."

Lang credits faculty advisor Brian Baick with helping students prepare in every phase of their projects, from the initial development of their project proposals to helping shape and critique their final presentation.