

# Analysis of the Influence of Classical Music on the Comprehensive Ability of Fund Managers

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**Abstract:** If we compare all music schools to all the jewels on the crown of art, classical music is undoubtedly the most brilliant one. Since its establishment, classical music has been influencing the growth and maturity of generations with its beautiful melody, superb ideographic technique and logical language, which is favored by more elite talents. In this paper, the author analyzes the influence of classical music on the comprehensive quality of fund managers, including personality, body and mind, and work, and compares the performance of fund managers who have been influenced by classical music in the face of bull market and bear market with those who have not, and discusses the role of classical music in promoting the growth and maturity of fund managers.

**Keywords:** Classical music; Fund manager; Comprehensive quality

## 1. Introduction

Music is the companion of human soul. Elegant music can purify the soul, cultivate sentiment and enhance taste. Since the emergence of the Middle Ages, classical music has always been created under the background of the mainstream culture and around the mainstream values of the society. It is different from popular music and folk music with its complex and diverse creation technology and the heavy connotation it carries [1]; if all the music styles are compared to the jewels on the crown of art, classical music is undoubtedly the most brilliant one. Since its establishment, classical music has been influencing the growth and maturity of generations with its beautiful melody, superb ideographic technique and logical language, which is favored by many elite talents.

In the current situation of fierce competition in China's capital market, fund managers are in the forefront of the profession; a group of fund managers with higher education requirements, solid professional foundation and many overseas study experiences are bound to face greater pressure every day in the face of the ups and downs of asset trends and investors' questioning [2]. Therefore, how to relieve the fund manager's tense working state and promote his physical and mental health growth, so as to improve the fund manager's work performance, is an important topic.

In this paper, the author analyzes the influence of classical music on the comprehensive quality of fund managers, including personality, body and mind, work, and compares the performance of fund managers who have been influenced by classical music in the face of bull market

and bear market with those who have not, and discusses the role of classical music in promoting the growth and maturity of fund managers.

## 2. The Influence of Classical Music on the Character of Fund Managers

Through social psychology experiments, Jason Rentfrow, a psychologist at Cambridge University, UK, and Sam Gosling, a psychologist at the University of Texas, USA, found that: by finding out 10 songs a person loves to listen to, we can roughly understand the personality of this person; people who like classical music pursue the perfect realm of life and their identity are extremely important to them. They don't seem to attach importance to the material enjoyment, but once they have the qualification to pursue, they will certainly do everything to the best and perfect. These types of people are generally the elites and leaders of various industries. Because they are rational and they can use reason to restrain emotion. Generally, they have stable character without big ups and downs, thus causing destructive impact on the surrounding people and environment.

People tend to look for music that can reflect their own spiritual state to seek a kind of spiritual sustenance. People's choice of music seems to be a mirror of their own. A person's character can be roughly judged from his preferred song types [3]. Many fund managers prefer classical music, because this kind of music is light, thick and melodic, which is conducive to relieve the anxiety and depression brought by the high-pressure working state. listening to classical music regularly and accepting the influence of beauty is conducive to develop a calm

and atmospheric character. They can calmly deal with complex work, and make decisions in a busy, stable and stable way, so as to complete each work well the analysis and operation of securities portfolio.

### 3. The Influence of Classical Music on the Health and Mental State of Fund Managers

Shen Congwen once said, "Conquering all your weaknesses is the beginning of a great man." The self-discipline of body and mind is the practice of abiding by laws and self-discipline. It is not only a kind of conduct, but also a spirit success. It is one of the key qualities that a successful person must possess. A self-discipline foundation is strict with itself in terms of study, professional skills, physical quality, mental quality, planning and progress of doing things.

#### 3.1. Improve the professional skills of fund managers

Aristotle once said, "people are shaped by habits, and excellent achievements come from good habits, not impulse." A fund manager with enough self-discipline will arrange his study every day when he at school, so he has a solid professional foundation. He will also plan his career path reasonably at work, and will not give up the higher requirements for his professional level. He may insist on checking and sorting out all kinds of news every day, and may use his spare time to study and obtain a series of occupations Certificate, or maybe it's hard to learn from excellent predecessors When a fund manager regards self-discipline as a habit, persisting, improving and breaking through, he will become more and more excellent.

#### 3.2. Enhance the physical quality of fund managers

We can often see a person's self-discipline from his body size [4]. Self disciplined people not only have a reasonable plan for their status and knowledge, but also have a high demand for their body and health. In order to keep themselves healthy and beautiful, they will go to the gym regularly in their spare time to exercise and control their diet. Over time, they will be able to have better body and physical fitness than others. The body is the capital of revolution. A strong body will make fund managers stick to the work with high intensity and pressure. At the same time, a fund manager with a good figure will give people a sense of pleasing to the eye in appearance, and will get more favor.

#### 3.3. Improve the psychological quality of fund managers

Fund manager is a job with great pressure. People with poor psychological quality are at a loss. Therefore, good psychological quality is one of the essential characteristics of fund manager. Some researchers have analyzed 81 papers published from 1979 to 1989. They found that

about 70% of the studies have shown that long-term physical exercise can significantly promote mental health. From the above analysis, we can see that a self-disciplined fund manager can well manage his own physical health, which will greatly promote his mental state. At the same time, in order to improve themselves, self disciplined people will read a lot of books, and they also know how to eliminate emotions in a timely manner. The person who can do this can achieve naturally excellent psychological quality. Of course, he can also do well in the high-pressure industry as a fund managers.

#### 3.4. Foster working ability of fund managers

Zeng Guofan's way of doing things can be summed up in nine words: things are not delayed, words are not many, people do not do. He put "do not delay" in the first place, which shows the importance of it to the success of life. A self-disciplined fund manager will arrange his working hours reasonably to ensure that every investment will be well considered rather than dragged to make the discision, so that his performance will be naturally high.

### 4. The Influence of Classical Music on the Work Efficiency of Fund Managers

A person who likes to listen to classical music is generally calm and able to focus on one thing for a long time. He has a keen observation, and his mood and willingness are not easy to fluctuate. A steady fund manager will like to think and plan what may happen in his mind in advance, so as to improve his work effect and performance.

#### 4.1. Conducive to stable performance

We know that different investors have different investment styles. On the whole, it can be divided into radical and conservative styles. But the stable fund manager, generally speaking, belongs to the latter, and they are typical risk averse. They will not be affected by the big fluctuation of the stock market and will calmly observe and think in the ups and downs without blindly invest. Therefore, such a fund manager's investment is relatively stable, and the inspection of the stock market will be more comprehensive and objective, and the return will be stable as a result.

#### 4.2. Have more loyal customers

One study found that a person's musical taste is also related to the way his brain thinks. Scholars at Cambridge University have found that people with "Empathy" abilities prefer soft music. Therefore, fund managers who prefer classical music are more considerate of customers' needs, and customers are more willing to be close with them.

At the same time, a stable fund manager will give customers the impression of professional and high performance. A person's composure comes from eliminating

distractions, not always worrying about the future, making clear the direction of his efforts, and making short, medium and long-term plans for the future. Stability comes from a good forecast for the future. If you have speculated about the following possibilities before you see a person doing something, natural emotions and intentions are not easy to fluctuate. A steady fund manager will plan things early, and rarely give up halfway or express hopelessness. Therefore, there will be few big mistakes, and the performance will be more stable, which makes customers feel reliable. To sum up, character gives people a sense of reliability, they are the men of their words and will do what they said. The performance is also very well planned, not too much affected by the stock market fluctuations, and not easy to get hot headed and blindly follow the trend, so such a fund manager will be selected and relied on by more customers.

To sum up, a stable fund manager will have more loyal customers and more stable performance.

## 5. Fund Manager's Response to the Different Situation in the Market

Bull market and bear market are two different trends expected by stock market. Bull market is a special term for predicting bullish and optimistic stock market, while bear market is a special term for predicting bearish and pessimistic stock market [5]. In order to comprehensively analyze the performance of fund managers who prefer classical music, we will place them in two different market environments: bull market and bear market.

### 5.1. Performance in a bull market

In a bull market, prices tend to rise for a long time. The general trend of price change is constantly rising, which is characterized by big rise and small fall, more buyers than sellers, more demand than supply, the continuous gathering of popularity, strong willingness of investors to catch up, the increasing number of new accounts and the continuous influx of new funds. It can be said that at this time, we need to make a bold attempt to choose some stocks that don't look so safe to invest. But the fund managers who prefer classical music discussed in this paper prefer to invest in more stable funds, so they may not be able to put it in the bull market, so they are relatively

conservative when the market is very good, and their performance will be worse than those who prefer risk.

### 5.2. Performance in a bear market

In a bear market, a stock market in which prices tend to fall for a long time. The general trend of price change is constantly falling, characterized by big falls and small rises. The general trend of market operation is downward. Although there is a rebound, it is lower than a wave. The vast majority of people are losing money. Although there are occasional opportunities, they are fleeting, hard to catch and difficult to operate. At this time, the big economic environment is unfavorable, so those fund managers who invest aggressively may lose a lot. On the contrary, most fund managers who prefer classical music are more stable and risk averse, so their investment style will be more stable. In a bearish environment, it is necessary to choose stocks steadily and avoid large losses. The upshot is that in a bear market, their performance will be better than that of other fund managers.

## 6. Conclusion

Fund manager is the soul of a fund, and the performance of fund depends on the performance of fund manager to a great extent. The fund managers who prefer classical music discussed in this paper have the characteristics of self-discipline and steadiness, which will help them to achieve higher performance. Especially in the bear market, how to make a steady investment strategy is more valuable.

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