

MANAGEMENT

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

MANAGEMENT

Business and industry including:
Banks and financial institutions
Retail stores
Restaurants
Hotels
Service providers
Healthcare organizations
Local, state, and federal government
Nonprofit organizations
Self-employed

Be prepared to start in entry-level management trainee positions.
Gain experience through internships or summer and part-time jobs.
Work at a retail store or restaurant; advance into an assistant manager position.
Get involved in student organizations and assume leadership roles.
Demonstrate an entrepreneurial spirit, a strong work ethic, integrity, and a sense of independence.
Take courses in a secondary specialty such as marketing or information systems to increase job opportunities.
Learn to work well on a team.

HUMAN RESOURCE MANAGEMENT

Recruiting/Staffing
Compensation
Benefits
Training
Safety
Employee Relations
Industrial Relations
Organizational Development
Equal Employment Opportunity
Employment Law
Consulting

Large corporate entities
Service industry
Hospitals and healthcare organizations
Universities
Temporary or staffing agencies
Executive search firms
Local, state, and federal government
Labor unions

Take courses in the social sciences such as psychology and sociology.
Gain relevant experience through internships.
Develop strong verbal and written communication skills.
Learn to solve problems creatively, and build strong conflict resolution skills.
Develop strong computer skills because many human resource systems are automated.
Join the Society of Human Resource Management and other related professional associations.
Be prepared for continuous learning once in the profession.
Seek endorsements such as the Professional Human Resource Certification (PHR).
Earn a master's degree for career advancement or a law degree for employment law.

AREAS	EMPLOYERS	STRATEGIES
<u>OPERATIONS MANAGEMENT</u> Operations Research Analysis: Business strategy Facilities layout Inventory control Personnel scheduling Production Management: Line supervision Manufacturing management Production planning Quality assurance Materials Management: Purchasing/buying Traffic management Inventory management	Manufacturers Industrial organizations Service organizations	Develop strong analytical skills and a logical approach to problem solving. Take additional courses in statistics and computer systems. This is a more technical side of business. Develop skills in budgeting and cost management. Take additional accounting and finance courses. Learn to manage multiple situations and problems. Be able to communicate effectively with different types of people in various functional areas. Earn an MBA to reach the highest levels of operations management.
<u>SALES</u> Industrial Sales Consumer Product Sales Financial Services Sales Services Sales Advertising Sales E-commerce Customer Service Sales Management: District, Regional, and Higher	For-profit and nonprofit organizations Product and service organizations Manufacturers Financial companies Insurance companies Print and electronic media outlets Software and technology companies Internet companies	Obtain experience through internships or summer and part-time jobs. Seek leadership positions in campus organizations. Work for the campus newspaper, directory, or radio station selling advertisements. Become highly motivated and well-organized. Develop a strong commitment to customer satisfaction. To deliver effective customer service, develop problem solving skills, self-confidence, assertiveness, and empathy. Learn to work well under pressure and to be comfortable in a competitive environment. Be prepared to work independently and to be self-motivated. Plan to work irregular and/or long hours. Learn to communicate effectively with a wide range of people. Take additional courses in interpersonal communication and public speaking. Develop strong persuasion skills and learn how to build relationships. Some positions in sales, such as pharmaceuticals, require at least one to two years of a proven record in outside sales. Be prepared to start in a different industry before getting a job in pharmaceuticals.

AREAS	EMPLOYERS	STRATEGIES
<u>INSURANCE</u> Claims Underwriting Risk Management Sales Loss Control	Insurance firms Banks	Complete an internship with an insurance agency. Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many entry-level positions exist in these areas. Initiative and sales ability are necessary to be a successful agent or broker. Develop strong communication skills as many positions require interaction with others and the ability to explain information clearly and concisely.
<u>REAL ESTATE</u> Residential Brokerage Commercial Sales Appraisals Property Management	Real estate brokers Banks Appraisal firms Apartment and condominium complexes Developers Large corporations: real estate departments	Obtain sales experience through part-time, summer, or internship positions. Research the process of becoming a real estate broker through the National Association of Realtors. Develop an entrepreneurial spirit. Research apprenticeships in appraisal.
<u>BANKING</u> Commercial Banking Retail/Consumer Banking Credit Analysis Lending Trust Services Mortgage Loans Branch Management Operations	Banks Credit unions Savings and loan associations Financial services institutions Federal Reserve banks	Develop a solid background in business including marketing and accounting. Get experience through part-time, summer, or internship positions in a bank. Develop strong interpersonal and communication skills in order to work well with a diverse clientele.

GENERAL INFORMATION

- Management is a broad business degree that can lead to many career opportunities. Students should clearly define their career goals and seek related experiences to reach those goals.
- Gaining experience through part-time and summer jobs or internships is critical.
- Many desirable skills can be developed through participation in and leadership of student organizations.
- Learn to work well on a team and effectively with a wide variety of people.
- Strong communication skills, including public speaking, are important to achieving success in this field.
- Join related professional organizations and pursue certifications in your respective area of interest.
- Develop and utilize a personal network of contacts. Once in a position, find an experienced mentor.
- Consider earning an MBA after gaining work experience to reach the highest levels of business management.