

# Management

What can I do with this major?

## MANAGEMENT

Areas	Employers	Information/Strategies
Areas and Job titles will vary by industry	Business and industry including: Banks and financial institutions, Retail stores, Restaurants, Hotels, Service providers, Healthcare organizations,	Be prepared to start in entry-level management trainee positions. Demonstrate initiative and leadership to get promoted.
	Local, state, and federal government	Gain experience through internships or summer and part-time jobs.
	Nonprofit organizations	Work at a retail store or restaurant; advance into an assistant manager position.
	Self-employed	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 and develop strong communication skills.

## HUMAN RESOURCE MANAGEMENT

Areas	Employers	Information/Strategies
Recruiting/Staffing	Large corporate entities	Take courses in the social sciences such as psychology and sociology.
Compensation	Service industry	Gain relevant experience through internships.
Benefits	Hospital and healthcare organization	Develop strong verbal and written communication skills.

Areas	Employers	Information/Strategies
Training	Universities	Learn to solve problems creatively, and gain experience with conflict resolution.
Safety	Temporary or staffing agencies	Build a solid background in technology because many human resource systems are automated.
Employee Relations	Executive search firms	Join the Society of Human Resource Management and other related professional associations.
Industrial Relations	Local, state, and federal government	Be prepared for continuous learning once in the profession.
Organizational Development	Labor unions	Seek endorsements such as the Professional Human Resource Certification (PHR).
Equal Employment Opportunity		Earn a master's degree for career advancement or a law degree for employment law
Employment Law		
Consulting		

## OPERATIONS MANAGEMENT

Areas	Employers	Information/Strategies
Operations Research Analysis	Manufacturers	Develop strong analytical skills and a logical approach to problem solving.
Business strategy	Industrial organizations	Take additional courses in statistics and computer systems. This is a more technical side of business.
Facilities Layout	Service organizations	Develop skills in budgeting and cost management. Take additional accounting and finance courses.
Inventory control		Learn to manage multiple situations and problems.
Personnel scheduling		Be able to communicate effectively with different types of people in various functional areas.
Production Management:		Earn an MBA to reach the highest levels of operations management.

Areas	Employers	Information/Strategies
Production Management:		
Line supervision		
Manufacturing management		
Production planning		
Quality assurance		
Material Management:		
Purchasing/buying		
Traffic management		
Inventory management		

## SALES

Areas	Employers	Information/Strategies
Industrial Sales	For-Profit and non-profit organizations	Develop skills in budgeting and cost management. Take additional accounting and finance courses.
Consumer Product	Product and service organizations	Seek leadership positions in campus organizations.
Financial Services Sales	Manufacturers	Work for the campus newspaper, directory, or radio station selling advertisements.
E-Commerce	Financial companies	Become highly motivated and well-organized.
Customer Service	Insurance companies	Develop a strong commitment to customer satisfaction.
Sales Management:	Print and electric media outlets	To deliver effective customer service, develop problem solving skills, self-confidence, assertiveness, and empathy.
District, Regional, and Higher	Software and technology companies	Learn to work well under pressure and to be comfortable in a competitive environment.
	Internet companies	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.

## INSURANCE

Areas	Employers	Information/Strategies
Claims	Insurance firms	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.
Underwriting	Banks	Initiative and sales ability are necessary to be a successful agent or broker.
Risk Management		Develop strong communication skills as many positions require interaction with others and the ability to explain information clearly and concisely.
Sales		
Loss Control		

## REAL ESTATE

Areas	Employers	Information/Strategies
Residential Brokerage	Real estate brokers	Obtain sales experience through part-time, summer, or internship positions.
Commercial Sales	Banks	Research the process of becoming a real estate broker through the National Association of Realtors.
Appraisals	Appraisal firms	Develop an entrepreneurial spirit
Property Management	Apartment and condominium complexes	Research apprenticeships in appraisal.
	Developers	
	Large corporations: real estate departments	

## BANKING

Areas	Employers	Information/Strategies
Commercial Banking	Banks	Develop a solid background in business including marketing and accounting.
Retail/Consumer Banking	Credit unions	Get experience through part-time, summer, or internship positions in a bank.
Credit Analysis	Savings and loan associations	Develop strong interpersonal and communication skills in order to work well with a diverse clientele

Areas	Employers	Information/Strategies
Lending	Financial services institutions	
Trust Services	Federal Reserve banks	
Mortgage Loans		
Branch Management		
Operations		

## GENERAL INFORMATION

- General business is a broad area that can lead to many career opportunities. Students should clearly define their goals and seek experiences and skills necessary to reach those goals.
- Gaining relevant experience through part-time and summer jobs or internships is critical.
- Learn about various fields of business through research on internet sites and books, informational interviews of professionals, and exposure to work environments through shadowing, volunteering, or interning.
- Develop interpersonal and organizational skills through participation in and leadership of student organizations. Strong communication skills, including public speaking, are also important to achieving success in this field.
- Learn to work effectively with a wide variety of people and to work well in a team environment.
- Get involved in student professional associations in field of interest.
- Develop and utilize a personal network of contacts. Once in a position, find an experienced mentor.
- Consider earning an MBA or other related graduate degree after gaining work experience to reach the highest levels of business management