

# MANAGEMENT

## What can I do with this degree?

### 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 jobs.  
Work at a retail store or restaurant, and 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  
Equal Employment Opportunity

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.  
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.  
Earn a master's degree for career advancement.

## AREAS

## EMPLOYERS

## STRATEGIES

### **OPERATIONS MANAGEMENT**

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.

Learn to manage multiple situations and problems.

Be able to communicate with different types of people in various functional areas.

Earn an MBA to reach the highest levels of operations management.

### **SALES**

Industrial Sales

Consumer Product Sales

Financial Services Sales

Services Sales

Advertising Sales

Profit and nonprofit organizations

Product and service organizations

Manufacturers

Financial companies

Insurance companies

Print and electronic media

Obtain experience through internships or sales jobs.

Must be highly motivated and well organized.

Proven leadership abilities are desirable.

Develop a strong commitment to customer satisfaction.

### **BANKING**

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.

**AREAS**

**EMPLOYERS**

**STRATEGIES**

**INSURANCE**

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 good, 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.

**REAL ESTATE**

Residential Brokerage  
Commercial Sales  
Appraisals  
Property Management

Real estate brokers  
Banks  
Appraisal firms  
Apartment and condominium complexes  
Developers

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.

**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.
- Develop and utilize a personal network of contacts. Once in a position, find a mentor.
- Consider earning an MBA after gaining work experience to reach the highest levels of business management.
- Learn to work well in a team and effectively with a wide variety of people.
- Strong communication skills, including public speaking, are important to achieving success in this field.