

MANAGEMENT

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

MANAGEMENT

Types of management:

Entry-level/management-trainee
 Supervision of employees and operations
 Project management
 Team management
 Information management
 Operations management
 Middle management
 Top management

Nearly every type of organization across industries offer management positions:

Banks and financial institutions
 Retail stores
 Restaurants
 Hotels and other facilities
 Service providers
 Healthcare organizations
 Manufacturers
 Software and technology companies
 Educational institutions
 Local, state, and federal government
 Nonprofit organizations
 Self-employed

Be prepared to start in entry-level management trainee positions or corporate rotational training programs
 Complete an internship or co-op in management
 Hold leadership positions on campus
 Demonstrate advanced competency in professionalism/work ethic and leadership
 Take courses in a secondary specialty such as marketing or information systems
 Demonstrate proven teamwork skills and ability motivate others
 Develop strong problem-solving skills.

HUMAN RESOURCE MANAGEMENT

Recruiting/staffing
 Compensation
 Benefits
 Training
 Safety
 Employee relations
 Industrial relations
 Organizational development
 Equal employment opportunity
 Employment Law
 Consulting

Large organizations in a variety of industries:
 Banks and financial institutions
 Retail stores
 Restaurants
 Hotels and other facilities
 Service providers
 Healthcare organizations
 Manufacturers
 Software and technology companies
 Educational institutions
 Temporary or staffing agencies
 Executive search firms
 Local, state, and federal government
 Labor unions
 Major nonprofit organizations

Take courses in the social sciences such as psychology and sociology
 Gain relevant experience through internships
 Demonstrate verbal and written communication skills
 Build strong problem-solving and conflict resolution skills
 Join the *Society of Human Resource Management* (SHRM) as a student for professional development and networking
 Earn a master's degree for career advancement or a law degree for employment law

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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
Higher education

Complete an internship in facilities management
Develop strong analytical skills and a logical approach to problem solving
Learn budgeting and cost management
Take courses in statistics, computer systems, or logistics
Learn to successfully manage multiple situations and problems
Communicate effectively with different types of people in various functional areas
Earn an MBA for career advancement

SALES

Industrial sales
Consumer product sales
Financial services sales
Services sales
Advertising sales
Corporate sales
Manufacturer representation
Direct consumer 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 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
Learn to work well under pressure and to be comfortable in a competitive environment
Be prepared to work independently and to be self-motivated
Cultivate strong persuasion skills
Demonstrate the ability to communicate effectively with a wide range of people and build relationships.
Take courses in interpersonal communication and public speaking
To deliver effective customer service, develop problem solving skills, self-confidence, assertiveness, and empathy
Become committed to customer satisfaction
Some positions in sales, such as pharmaceuticals, require at least one to two years of a proven record in outside sales

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STRATEGIES

INSURANCE

Sales
Claims
Underwriting
Risk management
Asset management
Loss control
Customer service

Insurance firms
Insurance brokers

Complete an internship with an insurance agency
Talk to industry professionals to learn more about claims, underwriting, and risk management.
Initiative and sales ability are necessary to be a successful agent or broker
Develop strong verbal and written communication skills
Research insurance industry certifications

BANKING AND FINANCE

Commercial banking
Retail/consumer banking
Credit analysis
Lending
Trust services
Mortgage services
Branch management
Operations

Banks
Credit unions
Savings and loan associations
Financial services institutions
Wholesale lenders
Housing lenders
Federal Reserve banks

Build a solid background in business including marketing and accounting
Seek experience through part-time or internship positions in a bank
Develop strong interpersonal and communication skills

REAL ESTATE

Brokerage/Sales:
 Residential
 Commercial
 Office and industrial
 Farm and land
Property management
Appraising
Land development

Real estate brokers and firms
Banks
Appraisal firms
Apartment and condominium complexes
Leasing offices
Developers
Large corporations: real estate departments

Research the process of becoming a real estate broker through the *National Association of Realtors* (requirements vary by state)
Obtain sales experience through part-time, summer, or internship positions
Develop an entrepreneurial spirit
Investigate apprenticeships in appraisal

GENERAL INFORMATION

- Management is a broad business degree that can lead to many career opportunities
- Define your career goals then gain relevant experience through internships and part-time jobs
- Seek leadership roles in student organizations
- Demonstrate the ability to work well on a team and effectively interact with others
- Develop strong verbal and written communication skills, including public speaking
- Conduct informational interviews with management professionals
- Develop professional relationships through networking
- Find an experienced mentor if possible
- Seek companies that hire new graduates into rotational training or corporate leadership development programs
- Be willing to relocate for entry-level opportunities
- Earn an MBA after gaining work experience for promotion opportunities