

MANAGEMENT

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

MANAGEMENT

Types of Management Include:
Entry-Level/Management-Trainee
Supervision of Employees and Operations
Project Management
Team Management
Information Management
Operations Management (*See Page 2*)
Middle Management
Top Management

Nearly every type of organization across industries offer management positions including:
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.
Gain related 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 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 communicate effectively with a wide variety of people and to work well on a team.
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 including:
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.
Hone your verbal and written communication skills.
Learn to solve problems creatively, and build strong conflict resolution skills.
Develop good 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, and seek endorsements such as the Professional Human Resource Certification or Certified Employee Benefits Specialist.
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

Develop strong analytical skills and a logical approach to problem solving. Skills in budgeting and cost management are also important.

Take courses in statistics, computer systems, or logistics. This is a more technical side of management.

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.

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 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. 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 long hours.

Cultivate strong persuasion skills. Learn how to communicate effectively with a wide range of people and build relationships. Take courses in interpersonal communication and public speaking.

Develop a strong knowledge base of the product or service you are selling.

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. Be prepared to start in a different industry before getting a job in pharmaceuticals.

AREAS

EMPLOYERS

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 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.
There are many certifications in the insurance industry. Research those relevant to your area.

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, summer, or internship positions in a bank.
Develop strong interpersonal and communication skills in order to work well with a diverse clientele.

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. Every state requires a combination of real estate courses, passing an exam, and other criterion to gain a license.
Obtain sales experience through part-time, summer, or internship positions.
Develop an entrepreneurial spirit as nearly 60% of brokers and agents are self-employed.
Be willing to work evenings and weekends to accommodate clients' schedules.
Investigate apprenticeships in appraisal if that is an area of interest.

GENERAL INFORMATION

- Management is a broad business degree that can lead to many career opportunities. Students should clearly define their career goals and gain the skills and experiences needed through internships, part-time jobs, or summer positions.
- Get involved in student organizations and seek leadership roles.
- Learn to work well on a team and to interact effectively with a wide variety of people.
- Strong communication skills, including public speaking, are important to achieving success in this field.
- Conduct informational interviews with professionals in jobs of interest to learn about their work environments.
- Join related professional organizations and pursue certifications in your area of interest.
- Develop and utilize a personal network of contacts. Once in a position, find an experienced mentor.
- Look for companies that hire new graduates into rotational training or corporate leadership development programs to gain exposure to multiple functional areas.
- A willingness to relocate often opens more entry-level opportunities.
- Consider earning an MBA after gaining work experience to reach the highest levels of business management.