**MANAGEMENT**

**What can I do with this degree?**

<table>
<thead>
<tr>
<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
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</thead>
</table>
| **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** | 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. |

**Recruiting/Staffing**  
**Compensation**  
**Benefits**  
**Training**  
**Safety**  
**Employee Relations**  
**Industrial Relations**  
**Equal Employment Opportunity**
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| **OPERATIONS 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.  

- 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

| **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.  

- Industrial Sales  
  - Consumer Product Sales  
  - Financial Services Sales  
  - Services Sales  
  - Advertising Sales

| **BANKING** | 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.  

- Commercial Banking  
  - Retail/Consumer Banking  
  - Credit Analysis  
  - Lending  
  - Trust Services  
  - Mortgage Loans  
  - Branch Management  
  - Operations

- Manufacturers  
  - Industrial organizations  
  - Service organizations
### INSURANCE
- Claims
- Underwriting
- Risk Management
- Sales
- Loss Control

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<tbody>
<tr>
<td>Claims</td>
<td>Insurance firms</td>
<td>Complete an internship with an insurance agency.</td>
</tr>
<tr>
<td>Underwriting</td>
<td>Banks</td>
<td>Talk to professionals in the industry to learn more about claims, underwriting, and risk management.</td>
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<tr>
<td>Risk Management</td>
<td></td>
<td>Many good, entry-level positions exist in these areas.</td>
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<tr>
<td>Sales</td>
<td></td>
<td>Initiative and sales ability are necessary to be a successful agent or broker.</td>
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<tr>
<td>Loss Control</td>
<td></td>
<td>Develop strong communication skills as many positions require interaction with others and the ability to explain information clearly and concisely.</td>
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### REAL ESTATE
- Residential Brokerage
- Commercial Sales
- Appraisals
- Property Management

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<tr>
<td>Residential Brokerage</td>
<td>Real estate brokers</td>
<td>Obtain sales experience through part-time, summer, or internship positions.</td>
</tr>
<tr>
<td>Commercial Sales</td>
<td>Banks</td>
<td>Research the process of becoming a real estate broker through the National Association of Realtors.</td>
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<tr>
<td>Appraisals</td>
<td>Appraisal firms</td>
<td>Develop an entrepreneurial spirit.</td>
</tr>
<tr>
<td>Property Management</td>
<td>Apartment and condominium complexes</td>
<td>Research apprenticeships in appraisal.</td>
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<td>Developers</td>
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### 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.