

## WHAT CAN I DO WITH THIS DEGREE?

## MANAGEMENT

### AREA - **MANAGEMENT**

#### **EMPLOYERS**

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

#### **STRATEGIES**

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.

### AREA - **HUMAN RESOURCE MANAGEMENT**

Recruiting/Staffing  
Compensation  
Benefits  
Training  
Safety  
Employee Relations  
Industrial Relations  
Equal Employment Opportunity

#### **EMPLOYERS**

Large corporate entities  
Service industry  
Hospitals and healthcare organizations  
Universities  
Temporary or staffing agencies  
Executive search firms  
Local, state and federal government  
Labor unions

#### **STRATEGIES**

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 - **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

### **EMPLOYERS**

Manufacturers

Industrial organizations

Service organizations

### **STRATEGIES**

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.

### **AREA - SALES**

Industrial Sales

Consumer Product Sales

Financial Services Sales

Services Sales

Advertising Sales

### **EMPLOYERS**

Profit and nonprofit organizations

Product and service organizations

Manufacturers

Financial companies

Insurance companies

Print and electronic media

### **STRATEGIES**

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.

### **AREAS - BANKING**

Commercial Banking

Retail/Consumer Banking

Credit Analysis

Lending

Trust Services

Mortgage Loans

Branch Management

Operations

### **EMPLOYERS**

Banks

Credit unions

Savings and loan associations

Financial services institutions

Federal Reserve banks

## **STRATEGIES**

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.

## **AREA - INSURANCE**

Claims

Underwriting

Risk Management

Sales

Loss Control

## **EMPLOYERS**

Insurance firms

Banks

## **STRATEGIES**

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.

## **AREA - REAL ESTATE**

Residential Brokerage

Commercial Sales

Appraisals

Property Management

## **EMPLOYERS**

Real estate brokers

Banks

Appraisal firms

Apartment and condominium complexes

Developers

## **STRATEGIES**

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.

**Resource:** <http://www2.washjeff.edu/careerservicesmajors/html/management.htm>