

# 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.

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### 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

**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
- 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

**AREAS**

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**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

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**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

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**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