WHAT CAN I DO WITH A MAJOR IN... MANAGEMENT

Management involves leading, running things, and supervising people. There are managers in the nonprofit as well as the for-profit sector; business owners, large or small; and administrators, including government administrators. Managers direct the various kinds of establishments such as stores, hotels, food service facilities, distribution warehouses, transportation and airline terminals, and automobile service stations.

*Taken from the College Majors Handbook

SAMPLE OCCUPATIONS

**Human Resources**
- Recruiting/Staffing
- Compensation
- Benefits
- Employee Relations
- Industrial Relations
- Employment Law

**Operations**
- Research Analysis
- Production Management
- Materials Management

**Sales**
- Industrial Sales
- Manufacturer Rep.
- Direct Consumer Sales
- Financial Services Sales
- Customer Service

**Sales Management**

**Insurance**
- Loss Control
- Risk Management
- Asset Management
- Customer Service

**Real Estate**
- Property Management
- Office and Industrial
- Appraising
- Land Development

**Banking and Finance**
- Operations
- Branch Management
- Lending
- Credit Analysis
- Trust Services

*Nearly every type of organization offers management opportunities

TYPES OF EMPLOYERS

- Banks & Financial Institutions
- Labor Unions
- Restaurants
- Internet Companies
- Retailers
- Healthcare Organizations
- Manufacturers

PREPARING FOR YOUR CAREER IN MANAGEMENT

**Human Resources:** Hone your verbal and written communication skills; Build strong conflict resolution skills; Develop strong computer skills; Learn to solve problems creatively

**Operations:** Develop strong analytical skills and a logical approach to problem solving; Learn to manage multiple situations and problems; Take courses in logistics, statistics, or computer systems

**Sales:** Become highly motivated and well organized;

Learn to work well under pressure and be comfortable in a competitive environment; Cultivate strong persuasion skills; Develop self confidence, assertiveness, and empathy; Become committed to customer satisfaction

**Insurance:** Initiative and sales ability are absolutely necessary; Develop strong communication skills; Complete an internship with an insurance agency

**Real Estate:** Develop an entrepreneurial spirit as nearly 60% of brokers and agents are self employed; Be willing to work odd hours to accommodate clients’ schedules; Obtain sales experience

**Banking and Finance:** Develop strong interpersonal and communication skills to be able to work with a diverse clientele; Build a solid background in business

RELATED WEBSITES

- American Management Association
  www.amanet.org
- Small Business Administration
  www.sba.gov
- Society of Human Resource Management
  www.shrm.org
- Financial Management Association International
  www.fma.org
- International Facilities Management Association
  www.ifma.org
- Entrepreneur
  www.entrepreneur.com

HOW DO I KNOW IF IT’S RIGHT FOR ME?

**ASSESS:** Take a career assessment, such as the Strong Interest Inventory or MBTI, to see how your interests, values, and personality fit with majors and careers.

**RESEARCH:** Research the careers on this WCIDWAMI and thousands of other careers using these top career websites:

  - http://onetonline.org
  - http://www.bls.gov/oco

**EXPLORE:** Observe a professional in action by participating in the Job Shadowing program (individual shadowing and group site visits) and attending career panels. Further your exploration while gaining valuable skills by completing an internship, co-op, volunteer, or research experience.

For the expanded version of this WCIDWAMI, visit
career.uncc.edu/majors/management