

# Management

## WHAT CAN I DO WITH THIS MAJOR?

### 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.



# Area

## Management

Entry-Level/Management-Trainee  
Supervision of Employees &  
Operations  
Project Management  
Team Management  
Information Management  
Operations Management  
Middle Management  
Top Management



# Employers

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 gov't  
Nonprofit organizations  
Self-employed

## Strategies for Management

- Complete a finance-related internship to build skills and learn about the work environment.
- Seek leadership roles in campus organizations such as treasurer.
- Develop strong computer skills, including spreadsheets, databases, and presentation software.
- Sharp analytical skills are crucial in this industry.
- Earn an MBA to reach the highest levels of corporate finance.
- 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.



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# Area

# Employers

## Human Resource Management

Recruiting/Staffing  
Compensation  
Benefits  
Training  
Safety  
Employee Relations  
Industrial Relations  
Organizational  
Development  
Equal Employment  
Opportunity  
Employment Law  
Consulting

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

## Strategies for Human Resource Management

- 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.

# Area

## 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 for Operations Management

- 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.

## Area 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

## Employers

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



## Strategies for Sales

- 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 selfmotivated.
- 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.

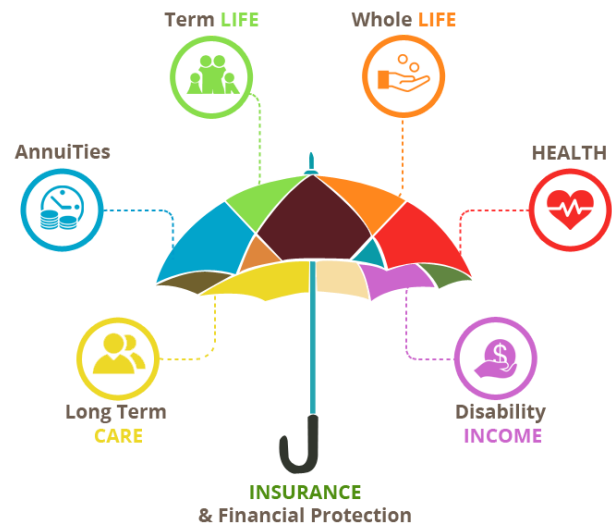
# Area

## Insurance

Sales  
Claims  
Underwriting  
Risk Management  
Asset Management  
Loss Control  
Customer Service

# Employers

Insurance firms  
Insurance brokers



## Strategies for Insurance

- 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.



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# Area

## Banking & Finance

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



# Employers

Banks  
Credit unions  
Savings and loan associations  
Financial services institutions  
Wholesale lenders  
Housing lenders  
Federal Reserve banks



## Strategies for Banking & Finance

- Sometimes opportunities in accounting exist in government and corporate settings for finance students.
- Take more than the required amount of accounting classes to supplement finance curriculum.
- Maintain a strong GPA.
- Complete an internship in a government agency and become familiar with the government application process to work in the public sector.



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# Area

## Real Estate

Brokerage/Sales:  
Residential  
Commercial  
Office and Industrial  
Farm and Land  
Property Management  
Appraising  
Land Development



# Employers

Real estate brokers and firms  
Banks  
Appraisal firms  
Apartment and condominium complexes  
Leasing offices  
Developers  
Large corporations  
Real estate departments



## Strategies for Real Estate

- 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.



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