

MANAGEMENT

What can I do with this degree?

AREAS

EMPLOYERS

STRATEGIES

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

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

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.

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

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.

SALES

Industrial Sales

Consumer Product Sales

Financial Services Sales

Services Sales

Advertising 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.

BANKING

Commercial Banking

Retail/Consumer Banking

Credit Analysis

Lending

Trust Services

Mortgage Loans

Branch Management

Operations

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.

AREAS

EMPLOYERS

STRATEGIES

INSURANCE

Claims
Underwriting
Risk Management
Sales
Loss Control

Insurance firms
Banks

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.

REAL ESTATE

Residential Brokerage
Commercial Sales
Appraisals
Property Management

Real estate brokers
Banks
Appraisal firms
Apartment and condominium complexes
Developers

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.

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.

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MANAGEMENT

Management Links:

[Health Management Careers](#)

[American Management Association](#)

[Human Resources, Training, and Labor Relations Managers from the Occupational Outlook Handbook](#)

[Administrative Services Managers from the Occupational Outlook Handbook](#)

[Loan Officers from the Occupational Outlook Handbook](#)

[Real Estate Brokers and Sales Agents from the Occupational Outlook Handbook](#)

[Securities, Commodities, and Financial Services Sales Agents](#)

AREAS

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

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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

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Services Sales
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Retail/Consumer Banking
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Mortgage Loans
Branch Management
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Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2005) UTK is an EEO/AA/Title VI/Title IX/Section 504/ADA /ADEA Employer