

What can I do with a...

# Major in Business Management?

<i>I CAN GO IN TO...</i>	<i>AND POSSIBLY WORK FOR...</i>	<i>DOING THIS CAN HELP ME GET THERE...</i>	<i>SAMPLE COMPANIES</i>	<i>SAMPLE TITLES</i>
CAREER AREA	POTENTIAL EMPLOYERS & INDUSTRIES	CAREER PREPARATION STRATEGIES	SAMPLE LIST FOR THIS MAJOR	SAMPLE LIST FOR THIS MAJOR
<b>Entry-level Management</b>				
<ul style="list-style-type: none"> <li>• Trainee</li> <li>• Supervision of Employees and Operations</li> <li>• Project Management</li> <li>• Information Management</li> <li>• Middle Management</li> <li>• Top Management</li> </ul>	<ul style="list-style-type: none"> <li>• Banks &amp; financial institutions</li> <li>• Retail stores</li> <li>• Restaurants</li> <li>• Hotels and Other facilities</li> <li>• Healthcare</li> <li>• Software/technology</li> <li>• Manufacturers</li> <li>• Non-profit</li> <li>• Governments</li> </ul>	<p><b>Sharpen your skills</b> Be prepared to start in an entry-level or trainee position. Learn to problem-solve and communicate well. Integrity &amp; independence are essential to success as a manager.</p> <p><b>Gain experience</b></p> <ul style="list-style-type: none"> <li>• Work in a retail store or restaurant; advance internally to management.</li> <li>• Work summer jobs and internships to gain related experience.</li> </ul> <p><b>Network</b></p> <ul style="list-style-type: none"> <li>• Take leadership roles in student groups.</li> <li>• Shadow a manager in the field you are interested in.</li> </ul> <p><b>Pursue a minor</b> Computer Science, Marketing</p> <p><b>Pursue graduate school</b> MBA</p>	<ul style="list-style-type: none"> <li>• Enterprise Rent a Car</li> <li>• Chase Bank</li> <li>• Chili's Restaurant</li> <li>• Marriott</li> <li>• Nordstrom's</li> <li>• Dell</li> <li>• AMD</li> </ul>	<p><b>Job titles</b></p> <ul style="list-style-type: none"> <li>• Manager trainee</li> <li>• Manager</li> <li>• Assistant manager</li> <li>• Manager in training</li> </ul> <p><b>Internship titles</b></p> <ul style="list-style-type: none"> <li>• Retail intern</li> <li>• Intern</li> </ul>

CAREER AREA	POTENTIAL EMPLOYERS/INDUSTRIES	CAREER PREPARATION STRATEGIES	SAMPLE LIST FOR THIS MAJOR	SAMPLE LIST FOR THIS MAJOR
<b>Operations Management</b>				
<p>Operations Research Analysis:</p> <ul style="list-style-type: none"> <li>• Business Strategy</li> <li>• Facilities Layout</li> <li>• Personnel</li> <li>• Inventory Control</li> </ul> <p>Production Management:</p> <ul style="list-style-type: none"> <li>• Line supervision</li> <li>• Manufacturing management</li> <li>• Production Planning</li> <li>• Quality</li> </ul> <p>Materials Management:</p> <ul style="list-style-type: none"> <li>• Purchasing/Buying</li> <li>• Traffic Management</li> <li>• Inventory Management</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturers</li> <li>• Industrial Organizations</li> <li>• Service Organizations</li> </ul>	<p><b>Sharpen your skills</b></p> <ul style="list-style-type: none"> <li>• These areas are more technical parts of management. Enhance analytical and problem solving skills, data analysis and reporting.</li> <li>• Learn about budgeting and cost management.</li> </ul> <p><b>Gain experience</b></p> <ul style="list-style-type: none"> <li>• Intern in an accounting department at a large manufacturer.</li> <li>• Work part-time jobs and ask for responsibility.</li> <li>• Learn to multi-task so you can handle multiple issues as once.</li> </ul> <p><b>Network</b></p> <ul style="list-style-type: none"> <li>• Join a Communications club where you practice speaking.</li> <li>• Join a professional management organization and participate in their meetings. Introduce yourself to build your network.</li> </ul> <p><b>Pursue a minor</b> Computer Science, Statistics, Data analysis</p> <p><b>Pursue a graduate degree</b> MBA</p>	<ul style="list-style-type: none"> <li>• Facebook</li> <li>• Asuragen</li> <li>• Austin Partners in Education</li> <li>• Lockhart Fine Foods</li> <li>• Dell</li> <li>• Indeed</li> <li>• Grande Communications</li> <li>• Mineral Soft</li> <li>• BAE Systems</li> </ul>	<p><b>Job titles</b></p> <ul style="list-style-type: none"> <li>• Support Associate</li> <li>• Sales operations manager</li> <li>• Intellectual property operations</li> <li>• Operations Coordinator</li> <li>• Operations Analyst</li> </ul> <p><b>Internship titles</b></p> <ul style="list-style-type: none"> <li>• Data Associate</li> <li>• Operations Analyst intern</li> <li>• Sales operations intern</li> <li>• Technical operations intern</li> </ul>

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<b>Sales</b>				
<ul style="list-style-type: none"> <li>Industrial Sales</li> <li>Consumer Product Sales</li> <li>Advertising Sales</li> <li>E-commerce</li> <li>Manufacturing Representation</li> <li>Corporate Sales</li> </ul>	<ul style="list-style-type: none"> <li>Financial &amp; Insurance companies</li> <li>Manufacturers</li> <li>Print &amp; Electronic Media</li> <li>Internet companies</li> <li>Software &amp; Technology comp</li> <li>Pharmaceutical</li> </ul>	<p><b>Sharpen your skills</b></p> <ul style="list-style-type: none"> <li>Take a sales class.</li> <li>Learn how to communicate with a wide variety of people.</li> <li>Highly motivated and able to work under pressure.</li> <li>Work on problem solving skills, customer service skills, assertiveness and empathy.</li> <li>Learn your product or service well.</li> </ul> <p><b>Gain experience</b></p> <ul style="list-style-type: none"> <li>Work for an organization doing sales.</li> <li>Do summer internships or part-time jobs.</li> </ul> <p><b>Network</b></p> <ul style="list-style-type: none"> <li>Be a campus leader.</li> <li>Join professional sales organizations and participate in their activities.</li> <li>Shadow a sales rep to see how they spend their work day.</li> </ul> <p><b>Pursue a minor</b> Computer Science, Marketing</p> <p><b>Pursue a graduate degree</b> MBA</p>	<ul style="list-style-type: none"> <li>Merck</li> <li>Abbott</li> <li>Informatica</li> <li>Brookdale</li> <li>Hertz</li> <li>Staples</li> <li>VM Ware</li> <li>Lennar</li> </ul>	<p><b>Job titles</b></p> <ul style="list-style-type: none"> <li>Sales manager</li> <li>Operations sales</li> <li>Digital sales</li> </ul> <p><b>Internship titles</b></p> <ul style="list-style-type: none"> <li>Sales management intern</li> <li>Management intern</li> <li>Sales intern</li> </ul>

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<b>Banking/Finance/Insurance</b>				
<ul style="list-style-type: none"> <li>Commercial Banking</li> <li>Retail/Consumer banking</li> <li>Credit analysis</li> <li>Mortgage Services</li> <li>Branch Management</li> <li>Operations</li> </ul>	<ul style="list-style-type: none"> <li>Banks</li> <li>Credit unions</li> <li>Wholesale lenders</li> <li>Federal Reserve Banks</li> <li>Insurance firms and brokers</li> </ul>	<p><b>Sharpen your skills</b></p> <ul style="list-style-type: none"> <li>These careers often work with the public and diverse populations.</li> <li>Develop strong interpersonal and communication skills.</li> <li>Take a salesmanship class to compliment your management courses.</li> </ul> <p><b>Gain experience</b> Seek part-time or internship experience in a bank or insurance office.</p> <p><b>Network</b> Click or tap here to enter text.</p> <p><b>Pursue a minor</b> Marketing, Accounting, Computer Science</p> <p><b>Pursue a graduate degree</b> Click or tap here to enter text.</p>	<ul style="list-style-type: none"> <li>Austin TELCO credit union</li> <li>Bank of America</li> <li>Chase</li> <li>AFCU credit union</li> <li>Majestic Home Loans</li> <li>Lendplicity</li> <li>Amplify CU</li> <li>D.R. Horton</li> <li>Main Street Renewal, LLC</li> <li>State Farm</li> <li>Allstate</li> <li>Farmers Insurance</li> <li>Texas Federal Reserve bank</li> </ul>	<p><b>Job titles</b></p> <ul style="list-style-type: none"> <li>Underwriter</li> <li>Loan processor</li> <li>Credit analyst</li> </ul> <p><b>Internship titles</b> Click or tap here to enter text.</p>

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<b>Purchasing/Procurement</b>				
Buying <ul style="list-style-type: none"> <li>Wholesale</li> <li>Retail</li> <li>Operational</li> <li>International</li> </ul> Contract/Supply Management	<ul style="list-style-type: none"> <li>Retail chains</li> <li>Large Corporations</li> <li>Wholesalers</li> <li>Educational institutions</li> <li>Health related industries</li> <li>Manufacturers</li> <li>Government</li> <li>Restaurants</li> </ul>	<p><b>Sharpen your skills</b> Develop skills including: decision-making, communication and negotiation, analyzing.</p> <p><b>Gain experience</b> Learn how to apply to internships with the federal government</p> <p><b>Network</b> Join the American Marketing Association and be involved in their professional development and networking meetings.</p> <p><b>Pursue a minor</b> Click or tap here to enter text.</p> <p><b>Pursue a graduate degree</b> MBA</p>	<ul style="list-style-type: none"> <li>Macy's</li> <li>Dell</li> <li>IBM</li> <li>HEB</li> <li>Target</li> </ul>	<p><b>Job titles</b></p> <ul style="list-style-type: none"> <li>Buyer</li> <li>Supply chain manager</li> </ul> <p><b>Internship titles</b></p> <ul style="list-style-type: none"> <li>Assistant buyer</li> </ul>

*Selected information on this majors to careers information sheet was adapted from What Can I Do With This Major? produced by the University of Tennessee Center for Career Development.*