

# BUSINESS MANAGEMENT

Business managers formulate the policies and direct the operations of corporations, nonprofit institutions, and government agencies. General managers and top executives hold over three million jobs in the U.S. They are found in every industry, but wholesale and retail trade, and service industries employ over six out of ten.

Employment of general managers and top executives is expected to grow about as fast as average for all occupations through the year 2005 as new companies start up and established companies seek managers who can help them maintain a competitive edge in domestic and world markets.

Since general business managers plan, organize, direct, control, and coordinate the operations of an organization and its major departments or programs, they are found in nearly all work settings. The following list is a representative sample of job titles of former graduates with a business management major. Use this as an idea list, and remember that it represents some, but certainly not all, of the careers you might consider.

Students obtaining employment immediately upon graduation are usually those with the best college records and a willingness to relocate to find a job. Some of these jobs also require education beyond a bachelors' degree.

## Related Career Titles for Business Management Majors

Government Services Administrator	Account Executive	Media Planner	Restaurant/Food Service Manager
Mortgage Loan Officer	Bank Manager	Retail Sales Manager	Benefits Manager
Hotel Manager	Health Services/Hospital Admin.	Occupational Analyst	Branch Manager-Any Industry
Operations Manager	Sales Manager	Securities Trader	Budget Officer
Industrial Relations Director	Human Resource Manager	Outside Property Agent	Service Organization Manager
Information Systems Manager	Commodity – Industry Analyst	Communications Officer	Compensation Manager
Stock Broker	Payroll Officer	Insurance Agent	Personnel Manager
	Supervisor		
Telecommunication Marketer	International Business Manager	Computer Operations Supervisor	Telecommunications System Coordinator
Job Analyst	Personnel Recruiter	Promotions Manager	Provisioning Manager
Public Utilities Manager	Construction Supervisor	Transportation Director	Labor Relations Manager
Consultant	Traffic Manager	Loan Officer	Training Manager

Management Analyst	Credit Analyst	Purchasing Agent	Management Trainee
Manufacturing Supervisor	Credit and Collections Manager	Employment Counselor	Quality Control Auditor
Travel Agent	Purser	Trust Administrator	Entertainment Agent
Real Estate Agent/Broker	Market Information Specialist	Voice/Data Service Operations Manager	Market Research Analyst
Recreation Manager	Financial Analyst	Media Planner	Reports Analyst
Foreign-Exchange Trader	Wholesale Sales Representative		

### **Related Major Skills:**

Leadership  
 Problem solving  
 Sound decision-making  
 Organizing activities  
 Planning activities  
 Team player  
 Directing activities and staff  
 Interpersonal skills

Critical thinking  
 Numerical computation  
 Oral & written communication  
 Computer literacy  
 Flexibility  
 Coordinating activities  
 Cross-cultural skills  
 Analyze and interpret data