



UIS CAREER DEVELOPMENT CENTER

What Can I Do with a Major in Management?

The Management degree will develop the conceptual and interpersonal skills in students that are essential to employment in management positions in all types of organizations. Students will learn in a more specialized area of the business world, dealing with people and power situations. Human resource management and organizational dynamics are learning areas specific to Management. The following serves as a guide, but the career information and possibilities are not limited to the below list.

Management Related Skills

- Ability to Evaluate Alternatives
- Ability to Handle Stress
- Ability to Influence Others
- Ambitious, Brave & Confident
- Analyze Information
- Assessing Power Situations
- Coaching and Teaching
- Collaborating on Projects
- Collecting & Examining Data
- Conflict Resolution
- Creativity
- Critical Thinking
- Decision Making
- Developing Other People
- Empowering Others
- Energetic & Outgoing
- Flexible
- Influence Change
- Innovative
- Interpersonal Communication
- Leadership
- Meet Deadlines
- Organization
- “People Person”
- Perseverance
- Planning
- Presentation & Public Speaking
- Professionalism
- Provide Assistance
- Self-Starter
- Set and Meet Goals
- Strengthen Team Dynamics
- Task Delegation
- Teamwork
- Time Management
- Training
- Understanding Group Dynamics
- Work Well Under Pressure

Related Entry Level Career Titles

- Account Representative
- Admissions Representative
- Assistant Buyer
- Assistant Gifts Writer
- Associate Publicist
- Auditor
- Benefits Advisor
- Budget Officer
- Business Journalist
- Business Manager
- Buyer/Merchandising
- Employment Specialist
- Entrepreneur
- Entry Level Consultant
- Financial Analyst
- Financial Planner
- Fund Raiser
- GED Examiner
- Human Resource Representative
- Insurance Agent
- International Employment
- Procurement Service Manager
- Product Line Manager
- Public Relations Coordinator
- Purchasing Agent
- Recruiter
- Research Associate
- Route Salesperson
- Sales Associate
- Sales Coordinator

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| • Trainee | • Coordinator | • Sales Management Trainee |
| • Career Fair Representative | • International Trade Specialist | • Service Representative |
| • Case Manager | • Job Analyst | • Special Events Coordinator |
| • Commodities Trader Trainee | • Job Coach | • State Fair Coordinator |
| • Communications Assistant | • Market Representative | • Stockbroker |
| • Compensation Analyst | • Marketing Representative | • Store manager |
| • Cost Estimator | • Media Manager | • Technical Writer |
| • Coordinator | • Merchandise Buyer | • Union Organizer |
| • Data Analyst | • Merchandise manager | • Volunteer Coordinator |
| • Department manager | • Merchandise Representative | • Wholesale Sales Representative |
| • Direct Mail Researcher | • Personnel Trainee | |
| • District Manager | • Placement Specialist | |

Related Career Titles Requiring Additional Education/Experience

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| • Account Executive | • Labor Relations Manager |
| • Advertising Account Executive | • Management Consultant |
| • Certified Public Accountant | • Mortgage Banker |
| • Chief Financial Officer | • National Sales Manager |
| • Compensation Manager | • Occupational Health and Safety Specialist |
| • Compliance Director | • Organizational Consultant |
| • Director of Human Resources | • Organizational Psychologist |
| • Divisional Merchandise Manager | • Regional/Urban Planner |
| • Employment Services Manager | • Senior Consultant |
| • General Merchandise Manager | • Special Events Manager |
| | • State Fair Manager |

Employers of Management Majors

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| • Banks and Financial Institutions | • IT/Technology Firms |
| • Community Development Organizations | • Labor Organizations |
| • Consulting Agencies | • Manufacturing Companies |
| • Corporations | • Manufacturing Plants |
| • Educational Institutions | • Medical Management Firms |
| • Financial Publishers | • Non-Profit Organizations |
| • Government Agencies | • Pharmaceutical Manufacturers |
| • Hospitality Industry | • Real Estate Agencies |
| • Hospitals & Healthcare Agencies | • Retail Stores |
| • Hotel & Resort Industry | • State Agencies |
| • Insurance Agencies | • Travel Agencies |

Job Posting Sites

Better Business Bureau <http://www.us.bbb.org/WWWRoot/SitePage.aspx?site=113&id=459e542b-1ef8-4253-a969-0b8febc1c108>
Business Careers <http://www.businesscareers.com/>
Chronicle of Higher Education Careers <http://chronicle.com/jobs/>
Dice.com <http://www.dice.com/>
Idealist <http://idealist.org/if/as/Job>
Indeed <http://www.indeed.com/>
Job Central <http://www.jobcentral.com/>
Job Spider http://www.thejobspider.com/job/job-search-results.asp/category_122
Nation Job <http://www.nationjob.com>
SEEK <http://www.seek.com.au/administration-jobs/>
Simply Hired <http://www.simplyhired.com/>
Society for Human Resource Management Careers <http://www.shrm.org/jobs/>
UIS-Success <http://www.uis-success.com>
University of Illinois Alumni Career Center <http://www.uiiaa.org/careers/>
USA Jobs <http://usajobs.opm.gov>
Wiser Earth <http://wiserearth.org/index.php/job/>

Career Planning Links

BusinessWeek Careers <http://www.businessweek.com/careers/index.htm>
Fortune 500 Companies <http://money.cnn.com/magazines/fortune/fortune500/index.html>
UIS Career Development Center <http://www.uis.edu/careerservices>
UIS Center for Entrepreneurship <http://www.uis.edu/cbam/featured/index.html>
UIS Department of Management <http://www.uis.edu/management/>
Wall Street Journal Careers <http://online.wsj.com/careers>
WetFeet Career Profiles <http://www.wetfeet.com/Content/Careers.aspx>
Women Entrepreneur <http://www.womenentrepreneur.com/>
Yahoo! Finance <http://finance.yahoo.com/>
Young Entrepreneur <http://www.youngentrepreneur.com/>

Professional Affiliations

American Bankers Association <http://www.aba.com/default.htm>
American Management Association <http://www.amanet.org/>
Association of Management Consulting Firms <http://www.amcf.org/index.asp>
Financial Management Association <http://www.fma.org/>
National Association of Realtors <http://www.realtor.org/>
National Association of Sales Professionals <http://www.nasp.com/>
Organization Development Network <http://www.odnetwork.org/index.php>
Society for Human Resource Management <http://www.shrm.org/>
Society for Industrial and Organizational Psychology <http://www.siop.org/>
Society of Competitive Intelligence Professionals <http://www.scip.org/>
Strategic Management Society <http://strategicmanagement.net/>
University of Illinois Alumni Association <http://www.uiiaa.org>
World Business Council for Sustainable Development <http://www.wbcds.org>
Yahoo! Directory of Business Organizations
http://dir.yahoo.com/Business_and_Economy/Organizations/Professional/

UIS Career Development Center
Student Affairs Building, Suite 50 206-6508
careerservices@uis.edu <http://www.uis.edu/careerservices>