



What Can I Do With a Major in... Management

What is Management...

Management is the organizational process that includes strategic planning, setting; objectives, managing resources, deploying the human and financial assets needed to achieve objectives, and measuring results. Management also includes recording and storing facts and information for later use or for others within the organization. Management functions are not limited to managers and supervisors. Every member of the organization has some management and reporting functions as part of their job.

Potential Employers

- ❖ Public Accounting firms
- ❖ Sole Practitioners
- ❖ Federal Bureau of Investigation
- ❖ Internal Revenue Service
- ❖ Department of Treasury
- ❖ General Accounting Office
- ❖ Office of Management and Budget
- ❖ Securities Exchange Commission
- ❖ State and local agencies
- ❖ Social service agencies and organizations
- ❖ Hospitals
- ❖ Public school systems
- ❖ Universities and colleges
- ❖ Religious organizations
- ❖ Libraries and museums
- ❖ Political parties
- ❖ Labor unions

Possible Job Titles

- ❖ Business Analyst
- ❖ Financial Analyst
- ❖ Sales Trainee
- ❖ Accountant
- ❖ Account Manager
- ❖ Human Resources Manager
- ❖ Sales Manager
- ❖ Marketing Manager
- ❖ Sales Support
- ❖ Travel Agent

- ❖ Sales Representative
- ❖ Area Manager
- ❖ Production Manager
- ❖ Business Office Manager
- ❖ Office Manager/ Human Resources
- ❖ Operations Manager
- ❖ Voice/data Service Operations

- ❖ Payroll Manager
- ❖ Media Planner
- ❖ Government Services Administration
- ❖ Traffic Manager
- ❖ Trust Administrator
- ❖ Telecommunications marketer

How This Major Helps You Move Forward:

Skills I've learned in this major:

- ❖ Knowledge of problem solving and decision making
- ❖ Ability to develop long range goals and objectives that foster organizational growth
- ❖ Knowledge of financial management, administration, and organizational growth
- ❖ Need to develop sales ability and customer contact skills
- ❖ Ability to communicate effectively verbally and in writing
- ❖ Ability to be diplomatic during business contracts

Additional Information can be found at:

www.assist.org
www.salary.com
www.uncw.edu/career/WhatCanIDoWithaMajorIn.html
www.cacareerzone.org
www.lamission.edu/careercenter

CSU/UC Related Transfer majors (BA/BS):

- ❖ **CSUN:** Management B.S., Tourism, Hospitality and Recreation Management B.S., Engineering Management B.S.
- ❖ **UCSD:** Management Science B.S.
- ❖ **CSU East Bay:** Business Administration B.S. - General Management Option, Business Administration B.S. - Human Resources Management Option, Business Administration B.S. - Marketing Management Option
- ❖ ... and more!

Go to www.assist.org to see
 universities that offer these majors

Graduate Degree Options(MA/MS/MBA):

- ❖ **CSU LA:** Business Administration MBA (Options: Accounting; Business Economics; Health Care Management; Information Systems; International Business; Management; Marketing)
- ❖ **UCLA:** Business Administration MBA/EMBA/FEMBA/GEMBA
- ❖ **SDSU:** Business Administration MS/MBA

This is **general information**. For specific information on majors and careers please see a counselor in the Career Center – Claudia Ramirez (818) 833-3403; careercenter@lamission.edu