

## What You Can Do With a Major In... **Management**

### Professional Organizations:

Academy of International Business (AIB)

<http://aib.msu.edu/>

American Management Association (AMA)

<http://www.amanet.org>

American Society for Training and Development (ASTD)

<http://www.astd.org/>

Society for Human Resource Management (SHRM)

<http://www.shrm.org/Pages/default.aspx>

Strategic Management Society (SMS)

<http://strategicmanagement.net/>

**Visit USFSP Dept of Management**

[http://www.stpt.usf.edu/cob/undergraduate\\_studies/  
management.htm](http://www.stpt.usf.edu/cob/undergraduate_studies/management.htm)

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 majors gain the flexibility to apply their skills in a variety of settings. Some graduates work in international management. Others go to work in small business environments; still others begin their professional careers as management trainees in large organizations. There are many career paths for management graduates, including positions with corporations, governmental organizations, and not-for-profit entities in such areas as transportation and logistics, health care, energy, and planning in both services and manufacturing.

University of Florida St. Petersburg offers a bachelors degree in Management. The undergraduate degree prepares students for entry level positions in human resource management, general and small business management. It also prepares students for entry into graduate programs, such as the Master of Science in Management and the Master of Business Administration. Please refer to the undergraduate catalog and department website for additional information.

## **Areas of Concentration:**

### Management

#### Human Resource Management

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

#### 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)

### Sales

Industrial Sales; Consumer Product Sales; Financial Services Sales; Services Sales; Advertising Sales

### Banking

Commercial Banking; Retail/Consumer Banking; Credit Analysis; Lending; Trust Services; Mortgage Loans; Branch Management; Operations

### Insurance

Claims; Underwriting; Risk Management; Sales; Loss Control

### Real Estate

Residential Brokerage; Commercial Sales; Appraisals; Property Management

## **Possible Employment Settings:**

Banks/financial institutions	Universities
Nonprofit organizations	Insurance/financial companies
Consulting firms	Government agencies
Health services/hospital administration	Retail stores
Hospitality industry	Service industries
Human resource department	Labor Unions
Manufacturers	

## **Possible Occupational Opportunities:**

Account executive	Job analyst
Branch Manager	Job development specialist
Compensation administrator	Credit and collections
Management consultant	Employee benefits analyst
Management trainee	Employee training instructor
Manufacturing supervisor	Entrepreneur
Operations manager	Equal opportunity representative
Personnel administrator	Human resources administrator
Personnel recruiter	Small business owner
Quality control coordinator	Industrial relations director

## **Career Exploration Websites:**

Occupational Outlook Handbook (OOH)

[www.bls.gov/oco](http://www.bls.gov/oco)

O\*NET Dictionary of Occupational Titles

[www.online.onetcenter.org/](http://www.online.onetcenter.org/)

Career Guide to Industries

[www.bls.gov/oco/cg](http://www.bls.gov/oco/cg)

## **Job Search Websites:**

The #1 Entry Level Job Website

[www.collegegrad.com](http://www.collegegrad.com)

Careers in Business

[www.careers-in-business.com](http://www.careers-in-business.com)

Job Web

[www.jobweb.org](http://www.jobweb.org)