

What Can I Do With A Degree In...

GENERAL MANAGEMENT

PROFESSION OVERVIEW:

Known as the “generic” business major, Business Administration and Management is all about learning how to be a boss - how to run a successful, competitive company, and how to interact with clients, employees, shareholders, etc. While in the program, students can expect to take courses in math (economics, finance, accounting and statistics), organizational management, human resources, business law and ethics, public relations, advertising and more. Students can also expect to give a number of presentations and create well-researched reports, as well as work in groups with other students to get an idea of what managing a business is all about.

Every business needs people in upper management, so salaries and working conditions will vary. Most graduates start out at lower-level management positions and then are promoted throughout their career.

SAMPLE OCCUPATIONS:

Please ask your Career Advisor for help in identifying additional occupations for your major or additional resources for each of the occupations. *Note that some of these options may require an advanced degree.*

- Budget Officer
- Business Administrator
- Business Owner
- City/County Administrator
- Entrepreneur
- Forms & Mgt. Analyst
- Government Consultant
- Lobbyist
- Operations Director
- Sports Agent
- Urban Planner
- VP of Operations

AVERAGE YEARLY SALARY (BACHELOR DEGREE CANDIDATES):

Functional Area	Average Salary Offer		Percentiles		
	2009	2007	25 th	50 th	75 th
Administrative (Healthcare)	\$ 64,000	\$ 37,834	*	*	*
Brand/Product Management	44,185	47,500	48,000	50,000	60,000
Consulting	57,647	53,331	53,000	57,000	65,000
Investment Banking (Corporate Finance)	54,826	55,000	52,000	56,000	60,000
Management Trainee (Entry-Level Mgmt.)	40,615	40,826	33,000	40,000	46,000
Military	37,400	32,123	*	*	*
Portfolio Management/Brokerage	56,950	43,500	*	*	*
Sales	42,545	39,984	33,000	46,000	51,200

INFORMATIONAL WEBSITES:



<http://online.onetcenter.org/>



<http://www.bls.gov/oco/>



<http://www.nacweb.org/default.asp>

PROFESSIONAL ASSOCIATIONS:

- American Business Women’s Association <http://www.abwa.org>
- American Management Association <http://www.amanet.org>
- National Business Association <http://www.nationalbusiness.org>