What Can I Do With A Degree In...

INTERNATIONAL MANAGEMENT

PROFESSION OVERVIEW:
International business majors learn all of the basic business concepts and then focus on international finance, sales and marketing. Many programs require proficiency in a foreign language, which can be very helpful in getting a good job in the field. Students may also take cultural studies courses to learn about the customs, laws and business rules of other countries.

Courses will include global marketing, international commerce laws, finance, and cultural sensitivity and communications. Salaries for the field vary widely. In addition to salary, though, students will have the enjoyable experience of living in foreign countries, traveling extensively and broadening your perspective while hopefully influencing people’s lives for the better.

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.*

- Export Manager/Agent
- FBI/Secret Service Agent
- Foreign Exchange Trader
- Foreign Affairs Analyst
- Foreign Exchange Trader

- Import/Export Broker
- International Analyst
- Int’l Market Researcher
- International Trade Specialist
- Int’l Relations Officer

- Int’l Trade Economist
- Interpreter/Translator
- Labor Economist
- Market Research Analyst
- Political Risk Analyst

AVERAGE YEARLY SALARY (BACHELOR DEGREE CANDIDATES):

<table>
<thead>
<tr>
<th>Functional Area</th>
<th>Average Salary Offer</th>
<th>25th</th>
<th>50th</th>
<th>75th</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyer/Merchandising</td>
<td>$43,000</td>
<td>$56,000</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Commercial Banking (Consumer)</td>
<td>32,000</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Financial/ Treasury Analysis</td>
<td>55,000</td>
<td>56,660</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Insurance (Underwriting)</td>
<td>50,400</td>
<td>40,000</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Entry-Level Management</td>
<td>40,375</td>
<td>43,929</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Research</td>
<td>42,500</td>
<td>40,000</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Sales</td>
<td>38,000</td>
<td>38,360</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

INFORMATIONAL WEBSITES:

- [http://online.onetcenter.org/](http://online.onetcenter.org/)
- [http://www.naceweb.org/default.asp](http://www.naceweb.org/default.asp)

PROFESSIONAL ASSOCIATIONS:

- Association for Service Management International ................................................................. [http://www.afsmi.org](http://www.afsmi.org)
- International Management Association ..................................................................................... [http://www.i-m-c.org](http://www.i-m-c.org)
- Partnership in International Management .................................................................................... [http://www.pimnetwork.org](http://www.pimnetwork.org)