

Career

Paths

MANAGEMENT

A major in management offers you a broad background in the functional areas of business, allowing you to pursue specific competencies and areas of interest. Through a comprehensive course of study, you will gain a diverse set of skills, preparing you for a position in a variety of disciplines across industries.

Management

Example Career Paths: Employee Supervision | Operations Supervision | Project Management | Team Management | Information Management | Executive Management

Potential Employers: Any type of organization/industry

Professional Associations: [American Management Association](#) | [Project Management Institute](#)

Related Occupations: [Management Occupations](#)

Human Resource Management

Example Career Paths: Recruiting/Staffing | Compensation | Benefits | Training | Safety | Employee Relations | Industrial Relations | Organizational Development | Equal Employment Opportunity | Employment Law | Consulting

Potential Employers: Organizations/Corporations Across Industries | Staffing Agencies | Educational Institutions | Executive Search Firms | Local, State, & Federal Government | Labor Unions | Major Nonprofit Organizations

Professional Associations: [Society for Human Resource Management](#) | [Federal Labor Relations Authority](#) | [Association for Talent Development](#)

Related Occupations: [Compensation, Benefits, & Job Analysis Specialists](#) | [Human Resources Specialists](#) | [Labor Relations Specialists](#) | [Training & Development Specialists](#)

Operations Management

Example Career Paths: Inventory Control | Scheduling | Business Strategy | Manufacturing | Quality Assurance | Production Planning | Purchasing/Buying

Potential Employers: Manufacturing | Industrial Organizations | Service Organizations | Higher Education

Professional Associations: [Association for Operations Management](#) | [Association for Supply Chain Management](#) | [Project Management Institute](#)

Related Occupations: [Industrial Production Managers](#) | [Logisticians](#) | [Operations Research Analysts](#) | [Project Management Specialists](#) | [Purchasing Managers, Buyers, and Purchasing Agents](#) | [Quality Control Inspectors](#)

Sales

Example Career Paths: Industrial Sales | Consumer Product Sales | Financial Services Sales | Services Sales | Advertising Sales | Corporate Sales | Manufacturer Representation | Direct Consumer Sales | E-Commerce | Customer Service | Sales Management

Potential Employers: For-Profit & Nonprofit Organizations | Product & Service Organizations | Manufacturers | Financial Companies | Insurance Companies | Media Outlets | Technology Companies

Professional Associations: [National Association of Sales Professionals](#)

Related Occupations: [Sales Occupations](#)

Insurance

Example Career Paths: Sales | Claims | Underwriting | Risk Management | Loss Control | Asset Management | Customer Service

Potential Employers: Insurance Firms | Insurance Agents & Brokers

Professional Associations: [National Association of Professional Insurance Agents](#) | [Insurance Information Institute](#)

Related Occupations: [Claims Adjusters, Appraisers, Examiners, & Investigators](#) | [Insurance Sales Agents](#) | [Insurance Underwriters](#)

Real Estate

Example Career Paths: Brokerage/Sales | Residential | Commercial | Office & Industrial | Farm & Land | Property Management | Appraising | Land Development

Potential Employers: Real Estate Brokers | Banks | Appraisal Firms | Apartment and Condo Complexes | Leasing Offices | Developers

Professional Associations: [American Society of Appraisers](#) | [National Association of Realtors](#) | [National Association of Residential Property Managers](#) | [National Association of Real Estate Brokers](#)

Related Occupations: [Property Appraisers and Assessors](#) | [Property, Real Estate, & Community Association Managers](#) | [Real Estate Brokers & Sales Agents](#)

Banking & Finance

Example Career Paths: Commercial Banking | Retail/Consumer Banking | Credit Analysis | Lending | Trust Services | Mortgage Loans | Branch Management | Operations

Potential Employers: Banks | Credit Unions | Savings & Loan Associations | Financial Services Institutions | Wholesale Lenders | Housing Lenders | Federal Reserve Banks

Professional Associations: [Mortgage Bankers Association](#) | [Securities Industry & Financial Markets Association](#) | [American Bankers Association](#) | [Association for Financial Professionals](#)

Related Occupations: [Loan Officers](#) | [Financial Analysts](#) | [Financial Examiners](#) | [Financial Managers](#) | [Securities, Commodities, and Financial Services Sales Agents](#)

Sports Management

Example Career Paths: Athletic Administration | Coaching | Recruiting | Student-Athlete Affairs | Compliance | Operations | Facilities Management | Equipment Management | Ticketing & Sales | Sponsorship Sales | Fundraising/Development | Hospitality Management | Sport Governance

Potential Employers: Colleges & Universities | High Schools | NCAA | Conference Offices | Governing Bodies | Special Olympics | Training Centers | Youth Sport Organizations | Sports Camps | Professional & Amateur Teams

Professional Associations: [National Association of Collegiate Directors of Athletics](#) | [North American Society for Sport Management](#) | [Sports Events & Tourism Association](#)

Related Occupations: [Advertising, Promotions, and Marketing Managers](#) | [Advertising Sales Agents](#) | [Coaches and Scouts](#) | [Entertainment & Recreation Managers](#) | [Postsecondary Education Administrators](#) | [Public Relations & Fundraising Managers](#) | [Sales Managers](#)

Preparing for your Career

- Define career goals and seek experiences and skills related to those goals.
- Actively participate in student organizations to develop interpersonal and organizational skills. Strong communication skills, including public speaking, are also important to achieving success in this field.
- Learn to work well on a team and to interact effectively with a wide variety of people.
- Join relevant [College of Business clubs](#) to gain knowledge about professions of interest.
- Develop and utilize a personal network of contacts. Find an experienced mentor.
- Pursue internships to learn about the field and gain experience. Consider completing multiple internships during the school year and/or the summer to build more connections.
- Conduct informational interviews with professionals in jobs of interest to learn more about their work and build a network of contacts.
- Look for companies that hire new graduates into rotational training or corporate leadership development programs to gain exposure to multiple functional areas.

This resource was adapted from What Can I Do With My Major.

For more, visit <https://web.uri.edu/career/wcidwmm/>

WCIDWMM

What Can I Do With This Major? features 100 major profiles with information on common career paths, types of employers that hire in the field, and strategies to maximize opportunities. Scroll to the...

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