

ECONOMICS

What can I do with this degree?

AREAS	EMPLOYERS	STRATEGIES
<u>GOVERNMENT</u>	Mainly in departments involved in agriculture, business, finance, labor, transportation, urban economics and international trade.	Become active in student government. Find internship in government agency. Plan on graduate degree for promotion or advancement. Become familiar with government hiring practices.
<u>ECONOMIC AND MARKET RESEARCH</u> Research Analysis	Market research firms Consumer goods manufacturing firms Business firms Consulting firms	Take courses in business, political science, sampling theory, survey design and computer science. Plan on graduate courses to specialize and for advancement. Take a business research practicum. Become student member in American Marketing Association. Acquire a business minor. Assist with canvassing/phone interviewing for charities or political campaigns. Work on campus newspaper as reporter.
<u>BANKING & FINANCE</u> Credit Lending Operations Systems Trusts	Commercial banks Regional banks Savings & loan associations Other financial institutions	Find an internship. Develop strong analytical skills. Gain computer skills. Get cashier, teller or clerical experience. Become financial officer/treasurer in campus organization.

(Economics, p.2)

AREAS	EMPLOYERS	STRATEGIES
<u>INSURANCE</u> Underwriting Sales Operations Claims	Insurance firms local and home offices	Gain computer and statistics skills. Acquire a business minor. Become treasurer of organization. Assist with fund-raising drives. Become student member in professional organizations. Get experience in benefits/personnel area of corporations or insurance companies. Develop strong math and business orientation for actuarial areas.
<u>SECURITIES</u> Sales Research Operations	National and regional brokerage firms Discount brokerage houses Commercial banks Insurance companies	Plan on acquiring MBA. Get sales experience. Take a business minor; focus on finance courses. Become member of investment club. Assist with telephone solicitations.
<u>CONSULTING</u>	Management consulting firms Independent consulting firms	Acquire experience with government or business. Plan for graduate degree in area of interest.
<u>TEACHING</u>	Secondary public and private schools Colleges and universities	Obtain certification for teaching. Requires Ph.D. and extensive publication for tenure and professorship.
<u>RETAILING</u> Store management Buying	Department, grocery, drug, specialty and variety store chains	Get retail or selling experience. Demonstrate enthusiasm and flexibility. Secure leadership position in campus organizations. Earn a business minor. Become treasurer or financial officer of organization. Get sales position on yearbook or campus newspaper. Find an internship.

(Economics, p.3)

AREAS

HOSPITALITY

Front House Operations
Food and Beverage Sales
Sales and Marketing
General Management

EMPLOYERS

Hotel chains
Motels
Restaurants

STRATEGIES

Work in campus cafeteria, food services or student center.
Get part-time work in hotel, restaurant or catering business.
Plan social functions for fraternities, sororities, clubs, and residential halls.
Sell ads for school publications to gain sales and marketing experience.