What Can I Do With A Major In...

Business Management
The field of business management offers a variety of options. Those who pursue business management careers are involved in directing and leading others, motivating employees and building cooperative relationships, analyzing problems, developing and managing budgets, establishing priorities and supervising the work of others. Other functional areas where management professionals specialize include accounting, human resources, marketing or finance. Students interested in these fields often take targeted course work and obtain internships in their areas of interest to gain specialized experience that may qualify them for professional positions upon graduation. Cazenovia College offers specializations in Accounting, Equine Business Management, Fashion Merchandising, Health Care Management and Sport Management.

Managers work in every industry and include government, manufacturing, business, education, health care, retail, non-profit and private industry. Managers work in large and small companies and the work of a manager may involve both performing administrative and direct operations and services roles.

Those pursuing accounting specializations will be prepared to work as tax and/or audit accountants. They will be eligible to sit for the Certified Managerial Accounting credential and the Certified Business Manager credential.

Corporations, retail chains, banking, insurance, hotel/restaurant and the insurance industries often have management trainee programs. These programs are designed to give the trainee experiences in many aspects of a corporation or business. Management Trainee Programs are six months to two years in duration. Upon successful completion of a management training program, employees are placed in specific departments. This placement is usually based on the employee’s career interests and job availability. Advancement in some business settings may require additional education, specifically, the Master of Business Administration.

Career Options (*Some of the following careers require additional training, education and licensure)

- Account Executive
- Auditor
- Benefits Manager
- Human Resources Manager
- Promotions Manager
- Commodity-Industry Analyst
- Communications Officer
- Quality Control Auditor
- Real Estate Agent/Broker
- Market Research Analyst
- Government Services Administrator
- Bank Manager
- Hotel Manager
- Personnel Recruiter
- Purchasing Agent
- Information Systems Manager
- Compensation Manager
- Computer Operations Supervisor
- Trust Administrator
- Management Trainee
- Occupational Analyst
- Operations Manager
- Tax Accountant
- Public Utilities Manager
- Labor Relations Manager
- Loan Officer
- Manufacturing Supervisor
- Travel Agent
- Credit and Collections Manager
- International Business Manager
- Payroll Officer
- Budget Officer
- Media Planner
- Financial Analyst
- Insurance Agent
- Credit Analyst
- Stock Broker
- Training Manager
- Mortgage Loan Officer

Related Major Skills

- Good problem solving skills
- Good decision-making
- Interpersonal skills
- Directing and motivating staff
- Numerical computation
- Good organizational skills
- Excellent presentation skills
- Spreadsheet/computer skills
- Strong work ethic
- Take initiative
- Leadership

Samples of Cazenovia College Internship Sites

- NV5 Dept of Tax and Finance
- Lockheed Martin
- Galaxy Communications: KROCK
- HR: Cazenovia College
- Amsterdam Printing and Litho
- Fairfield Inn by Marriott
- Rome Chamber of Commerce
- Make-a-Wish Foundation
- The Lincklaen House
- Hurbson Office Furnishings
- Marshall Construction
- Ridgeway and Conger, Inc.
- Northrup Grumman
- IC Penney
- UPS
- Informz, Inc.

Related Web Sites

- Syracuse University  http://humanresources.syr.edu/proemp/job_opps.html
- Lockheed Martin MS2  http://www.lockheedjobs.com/
- National Grid  http://www.nationalgridus.com/aboutus/a2-3_careers.asp
- Carrier Corporation  http://www.utcjobs.com/index.asp
- United Parcel Services  https://ups.managhr.com/
Corporate/Management Training Programs: (a partial list)

- Aetna: Actuarial training Program [http://www.aetna.com/working/students/atp.html]
- American Express: Strategic Planning and Business Development [http://www1.americanexpress.com/sif/cda/page/0,1641,19192,00.asp]
- Boy Scouts of America: Professional Scouting [http://www.scouting.org/hr/]
- CitiGroup: [http://www.citigroup.com/citigroup/oncampus/]
- Cap Inc.: Entry level options in finance, technology, planning, distribution or merchandising [http://www.ganninc.com/public/Careers/car_college.shtml]
- Ingersoll Rand: [http://www.ingersollrand.com/careers/odp.html]
- Intel: Rotation Program in Sales and Marketing [http://www.intel.com/jobs/usa/students/programs/smrp.htm]
- Johnson & Johnson: Rotational Development Programs [http://www.jnj.com/careers/global/undergraduate/leadershipDevelopmentPrograms/fldp/undergrad_fldp.htm;jsessionid=VIML4GiBWZBoCQPCCFwU2vKB2JlJVT]
- Lockheed Martin: Leadership Development Program (Financial, Human Resources and Global Operations) [http://www.lockheedmartin.com/wms/findPage.do?dp=fec&ci=14617&nsbci=0&fti=0&ti=0&sc=400]
- Metropolitan Life Insurance: Development Program (Actuarial) [http://www.metlife.com/Applications/Corporate/WPS/CDA/PageGenerator/0,4132,P7674,00.html]
- National City: [http://www.nationalcity.com/about/careers/univrelations/undergradprog/default.asp]
- New York Life Insurance Company (Actuarial Training Program) [http://www.newyorklife.com/cda/0,3254,10665,00.html]
- Pratt & Whitney: Leadership Associate Program/Leadership Development Program [http://www.pratt-whiteley.com/careers_opps_devprogs.asp]
- Prudential Insurance Company of America: Leadership Development Programs (Actuarial) [http://www3.prudential.com/careers/adp/caazz1003.html]
- Sprint: College Recruiting Programs (Finance and Customer Care) [http://www.sprint.com/hr/college_career.html]
- The Vanguard Group: Accelerated Programs [https://careers.vanguard.com/pljb/vanguard/vgcareers/applicant/VC/students_accelerate]
- Walgreen's: Retail Management Training Program [http://www.walgreens.com/about/careers/retail/retail_train.html]
- Wal-Mart: Assistant Manager Training Program (access through "college recruiting") [http://www.walmartstores.com/wmstore/wmstores/HomePage.jsp]