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

Related Major Skills

Good problem solving skills  Good decision-making  Excellent presentation skills  Take initiative
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Samples of Cazenovia College Internship Sites

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

Related Web Sites

Syracuse University  http://humanresources.syr.edu/proemp/job_opps.html
Lockheed Martin  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.managehr.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://www10.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/]
Gap Inc.: Entry level options in finance, technology, planning, distribution or merchandising [http://www.gapinc.com/public/Careers/car_college.shtml]
Ingersoll Rand: [http://www.ingersollrand.com/careers/adp.html]
Intel: Rotation Program in Sales and Marketing [http://www.intel.com/jobs/usa/students/programs/smrp.htm]
Lockheed Martin: Leadership Development Program (Financial, Human Resources and Global Operations) [http://www.lockheedmartin.com/wms/findPage.do?dsp=fec&ci=14617&rsbci=0&fti=0&ti=0&sc=400]
L'oréal: Management Development training programs (Human Resources, Sales, Finance, Logistics) [http://www.loreal.com/_en/_ww/index.aspx]
Macy's East: Training Programs(BusinessDevelopment, Management Development and Finance Development) [http://www.macysjobs.com/college/about/macysEast2.asp]
Metropolitan Life Insurance: Development Program (Actuarial) [http://www.metlife.com/Applications/Corporate/WPS/CDA/PageGenerator/0,4132,P7674,00.html]
M&T Bank: Management Development Program [http://www.mandtbank.com/employment/management.cfm]
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-whitney.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/VG/students_accelerate]
Walgreen's: Retail Management Training Program [http://www.walgreens.com/about/careers/retail/training.html]
Wal-Mart: Assistant Manager Training Program (access through “college recruiting”) [http://walmartstores.com/wmstore/wmstores/HomePage.jsp]