

# Management

## W. P. Carey Career Management and Employer Engagement: Business degree fast facts

The management degree prepares students for managerial leadership in a fast-paced world, characterized by demands for continual process improvements to enhance the value chain, growing technological sophistication, and

an increasingly diverse workforce. Department of Management and Entrepreneurship students will acquire skills critical to communicating with people, as well as effectively managing projects and change.

Average management salaries will vary greatly due to location, company, industry, experience, and benefits, but are expected to be in the range of \$35,000 to \$55,000 for W. P. Carey graduates.<sup>1</sup>

### Meet the demand

- Employment of management occupations is expected to grow by seven percent from 2018 to 2028, faster than the average<sup>2</sup>
- Employment of human resources managers is expected to grow faster than average, by seven percent from 2018 to 2028<sup>1</sup>
- The median annual wage for management occupations was \$104,240 in May 2018 — the highest among all major occupational groups<sup>2</sup>

### Pursue diverse career opportunities

- Account executive
- Assistant branch manager
- Associate adjuster
- Associate territory manager
- Business analyst
- Business management associate
- Entrepreneur
- Leadership development trainee
- Management trainee
- Recruiter
- Resident services manager
- Retail manager
- Revenue manager
- Sales consultant
- Solution delivery consultant
- Strategic analyst
- Training associate

### Map your future in management

#### Leadership development trainee

Leadership development and rotational programs provide students with in-depth experiences, ongoing mentorship, and targeted training across a range of business areas within a company. Companies usually use these types of programs to hire interns or post-graduates and train them through rotational programs (i.e., rotating through different parts of a company) or specific, structured training programs. The goal is to recruit and develop leaders for their organization.

#### Human resources specialist

Recruit, screen, interview, and place workers. May also handle human resources work in a variety of other areas, such as employee relations, payroll and benefits, and training.

#### Sales representative

Must fully understand and competently discuss the products offered by the company. Develop prospective client lists, meet with current and prospective clients to describe the firm's products, and follow up.

#### General manager

Design strategy for business growth, direct employees, delegate administrative activities, monitor daily operations for the business unit, create and coordinate teams for developing performance goals in different areas, engage in directing marketing and customer activities, evaluate investment decisions, and have overall responsibility for the business.

#### Recruiting manager

Sometimes called staffing managers, oversee recruiting and hiring responsibilities of the human resources department. Supervise a team of recruiters and take on recruiting duties when trying to fill high-level positions. Develop a recruiting strategy that helps meet organizational staffing needs, effectively competing for the best employees.

#### Distribution manager

Coordinate logistics to monitor incoming raw materials, as well as inventory control and shipment of finished goods. Oversee transportation of items from the place where they are made or grown to the location where they are used or consumed.

## Add value to your degree

As a W. P. Carey student, your classroom experience is just one part of your preparation for a successful career.

A variety of extracurricular opportunities provide you with practical, real-world experiences to complement your classroom studies.

### Management internships

[wpcarey.asu.edu/management-degrees/internship-information](http://wpcarey.asu.edu/management-degrees/internship-information)

Experience an internship that provides opportunities for outstanding students to gain on-the-job experience by working on a project with an organization for the first time.

### Honors management experience

Honors students can enhance their studies through a series of contracts in their management courses, and the completion of a baccalaureate thesis or creative project.

For more information, contact Dr. James Moore by email at [james.h.moore@asu.edu](mailto:james.h.moore@asu.edu), or by phone at 480-965-3230.

### New Venture Group

[asu.campuslabs.com/engage/organization/new-venture-group](http://asu.campuslabs.com/engage/organization/new-venture-group)

New Venture Group is a student consulting firm at Arizona State University. The students within New Venture Group work with a variety of businesses and organizations to work through complex management consulting problems.

### Leadership Society of Arizona

[leadaz.org](http://leadaz.org)

The Leadership Society of Arizona is a professional leadership organization. Based on a 22 year/\$15.9 M international research effort, it uses leadership philosophy that has been proven in the industry to improve project management and the delivery of services by minimizing effort by up to 40%.

### Alpha Kappa Psi

[akpsiasu.com](http://akpsiasu.com)

This professional business fraternity prepares students for life after college by being a unique, diverse association of students, professors, graduates, and professionals with common interests and goals.

## Contact

Visit [asu.joinhandshake.com/appointments](http://asu.joinhandshake.com/appointments) to schedule an appointment with your career coach.

<sup>1</sup> National Association of Colleges and Employers Salary Survey

<sup>2</sup> U.S. Bureau of Labor Statistics