

PROFESSIONAL CAREER GUIDE: MANAGEMENT

WHAT IS MANAGEMENT?

Management is how individuals, groups, and organizations work together to achieve a common goal.

Managing consists of the interlocking functions of creating corporate policy and organizing, planning, controlling, and directing an organization's resources to meet the objectives of that policy.

MANAGEMENT INDUSTRIES

- Human Resources
- Operations and Supply Chain
- Sales
- Insurance
- Banking, Finance and Real Estate
- Healthcare Management
- Sports Management
- Consulting

PREPARING FOR YOUR CAREER

Requirements: 120 total hours, which includes at least 18 management hours

Learn how to effectively manage change, motivate employees, coordinate projects and direct organizations. You'll help companies create a competitive advantage through expertise in human resource management, business strategy, leadership, small business and international management, teamwork and negotiations.

Skills needed:

- Leadership and team building skills
- Interpersonal, written, and oral communication skills
- The ability to plan and organize activities in line with set guidelines
- Strong decision-making and delegation skills
- Problem-solving skills to resolve complex issues

HOW TO GET HIRED

- Teamwork skills
- High level of written and verbal communication skills
- Experience with leadership and conflict management
- Open to working entry-level sales positions



INTERNSHIP HIGHLIGHT

Student Name:

- **Talor Hughes**

Major:

- **Management**

Expected Graduation Date:

- **May 2020**

Completed Internship with:

- **Target**

What She Did:

"During the 10 week internship, I was able to develop strong relationships with all of the team members in the store while also leading a team of my own. As a management major, it provided me with numerous opportunities to grow as a leader."

QUICK FACTS

Median salary for bachelor's degree in management in Southeast region: **\$46,758**

Expected growth of management major jobs in Kentucky: **+9%**

Expected growth of management major jobs nationally: **+7%**

GET INVOLVED: STUDENT ORGANIZATIONS & PROFESSIONAL ORGANIZATIONS

Student Organizations:

- Human Resource Management Club
- Forte
- Gatton Ambassadors
- Future Business Leaders of America

Professional Organizations:

- American Management Association
- American Society for Training and Development
- Project Management Institute
- International Association of Business Communicators
- Small Business Association

WHO HIRES MANAGEMENT MAJORS?

INSIGHTGLOBAL 



RED VENTURES

SAMPLE JOB TITLES

- Administrative Services Manager
- Computer Information Systems Manager
- Sales Manager
- Training and Development Manager
- Project Manager
- Business Analyst
- Account Executive



How to Schedule a Career Counseling Appointment with the Graham Office:

1. Log into Handshake using your link blue credentials at <https://uky.joinhandshake.com/>
2. Select "Career Center", "Appointments", "Schedule A New Appointment", "BUSINESS MAJORS", chose your "Appointment Type" and click "Request"



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<http://gatton.uky.edu/career>



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