**Management**

**W. P. Carey Career Services: 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.

**Meet the demand**
- Employment of management analysts is expected to grow by 14 percent (much faster than average) through 2024\(^1\)
- Employment of human resources managers is also expected to grow faster than average, by 9 percent through 2024\(^1\)
- The median annual wage for management occupations was $98,560 in May 2015 – the highest among all major occupational groups\(^1\)

**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**

**Sales manager**
Direct the firm’s sales program. Assign sales territories, set goals, and establish training programs for sales representatives. Advise sales representatives on performance improvement.

**Management consultant**
Apply knowledge, techniques, and assets to improve performance. Deliver objective advice and/or implement business solutions. Provide objective analyses, wider expertise, and independent specialist skills to client organizations.

**Human resources manager**
Determine staffing needs, recruit and train the best employees, deal with performance issues, and ensure personnel and management practices conform to various regulations. May also manage employee benefits and compensation, employee records, personnel policies, and employee relations.

**Marketing manager**
Develop the firm’s detailed marketing strategy. With the help of product development managers and market research managers, determine demand for products and services offered by the firm and its competitors.

**Operations manager**
Manage the processes to produce and distribute products and services. Related activities include purchase management, inventory control, quality control, storage, logistics, and evaluations. Evaluate the efficiency and effectiveness of processes.

**Computer and information systems manager**
Identify the company’s computer and information needs. Determine the workers and equipment that will meet said needs, and plan corresponding activities such as installing and upgrading hardware and software. Develop computer networks and set up internet and intranet sites. Provide technical project support for departments.

**Industrial production manager**
Plan, direct, and coordinate production activities across millions of goods every year in the U.S. Ensure that production proceeds smoothly and stays within budget.
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.

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

Undergraduate management internships provide an opportunity for outstanding students to gain on-the-job experience by working on a project with an organization for which they have no previous employment experience.

Contact

Visit wpcarey.asu.edu/sos to schedule an appointment with your advisor or career coach.

Project manager
Plan, execute, and finalize projects according to strict deadlines and budget. Acquire resources and coordinate the efforts of team members and third-party contractors or consultants to deliver projects according to plan. Define project objectives and oversee quality control throughout.

Distribution manager
Oversee transportation of goods from the place where they are made or grown to the location where they are used or consumed.

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, or by phone at 480-965-3230.

Financial manager
Oversee financial report preparation, direct investment activities, and launch cash-management strategies.

New Venture Group
nvgasu.com

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480-965-4154
students.wpcarey.asu.edu/career