Think of a business as a machine. Good performance relies on a complex array of pieces seamlessly working together — much like a company’s success relies on well-managed business operations. The W. P. Carey degree in business administration prepares you to effectively manage people, finances, and risk for organizations of all sizes. You'll graduate with versatile skills and knowledge, a competitive edge in the job market, and the tools you need to create value throughout your career.

This program focuses on teaching students to understand all areas of the business process. Average business administration salaries will vary greatly due to location, company, industry, experience, and benefits, but are expected to be in the range of $30,000 to $50,000 for W. P. Carey graduates.

### Pursue diverse career opportunities

- Administrative services manager
- Advertising and promotions manager
- Business teachers, postsecondary
- Compliance manager
- Customer service and business development representative
- Executive director
- General and operations manager
- Industrial production manager
- Insurance manager
- Logistics manager
- Loss prevention manager
- Management analysts
- Regulatory affairs manager
- Sales manager
- Security manager
- Social and community service manager
- Storage and distribution manager
- Transportation manager
- Wind energy operations manager

### Map your future in business administration

#### Administration services manager
Plan, direct, and coordinate support services of an organization. Maintain facilities and supervise activities that include record keeping, mail distribution, and office upkeep. Plan budgets for contracts, equipment, personnel, and supplies.

#### Compliance manager
Recommend changes to policies or procedures in order to improve operations.

#### General and operations manager
Develop and oversee controls systems to prevent or deal with violations of legal guidelines and internal policies. Collaborate with corporate counsels and HR departments to monitor enforcement of standards and regulations. Assess future ventures to identify possible compliance risks. Prepare reports for senior management and external regulatory bodies as appropriate. Direct and coordinate activities of businesses or departments concerned with the production, pricing, sales, and/or distribution of products. Manage staff, preparing work schedules, completing reviews, and assigning specific duties. Determine goods and services to be sold, and set prices and credit terms, based on forecasts of customer demand. Monitor businesses and agencies to ensure that they efficiently and effectively provide needed services while staying within budgetary limits.

#### Executive director
Assure that the organization has a long-range strategy which achieves its mission, and toward which it makes consistent and timely progress. Provide leadership in developing program, organizational and financial plans with board of directors and staff, and carry out plans and policies authorized by the board. Maintain official records and documents, and ensure compliance with federal, state and local regulations. Maintain a working knowledge of significant developments and trends in the field.

#### Insurance manager
Manage operations and productivity at an insurance company. Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits. Obtain and oversee company insurance or related funds that management uses to cover costs such as disability benefits or lawsuits. Create and modify procedures and documents related to policies.

#### Sales manager
Determine annual unit and gross-profit plans by implementing marketing strategies; by implementing marketing strategies and analyzing trends and results. Establish sales objectives by forecasting and developing annual sales quotas for regions and territories. Projecting expected sales volume and profit for existing and new products. Maintain national sales staff by recruiting, selecting, orienting, and training employees. Implement national sales programs by developing field sales action plans.
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.

Business School Council (BSC)
facebook.com/asuBSC

Your opportunity to learn, grow, and develop leadership and professional skills through greater involvement with the W. P. Carey School of Business. BSC members inform students about matters regarding W. P. Carey, represent business students to the greater ASU community, and increase student-faculty relations within W. P. Carey.

Sigma Alpha Pi
societyleadership.org

A national society of leadership and success, Sigma Alpha Pi was established to support college students as they pursue and achieve goals in college and beyond. Dedicated to creating lasting, positive change.

Contact

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

Business Professionals of America
bpa.org

Leading career and technical student organization for students pursuing careers in business management, office administration, information technology, and other related career fields.

Chartered Association of Business Administrators
charteredaba.org

This nonprofit professional body for business administrators has a growing global presence with members employed in all sectors of the economy.