Management

Business Career Center 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.

Management 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

• Employment of human resources managers is also expected to grow faster than average, by 9 percent through 2024

• The median annual wage for management occupations was $98,560 in May 2015 — the highest among all major occupational groups

Pursue Diverse Career Opportunities

Commercial Banking
• 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 ways to improve their sales performance.

Management Consultant
Create value for organizations by applying knowledge, techniques, and assets to improve performance. Deliver objective advice and/or implement business solutions. Provide an objective analysis, wider expertise, and independent specialist skills to client organizations.

Human Resources Manager
Perform a variety of activities, such as determining staffing needs, recruiting and training the best employees, dealing with performance issues, and ensuring 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
Focus on carefully managing the processes to produce and distribute products and services. Related activities include managing purchases, inventory control, quality control, storage, logistics, and evaluations. Primary responsibility includes evaluating 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. Work with departments on projects requiring technical support.

W. P. Carey
School of Business
Arizona State University
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. New Venture Group consists of multiple components for its student members. Learn more at nvgasu.com.

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.

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

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. Learn more at wpcarey.asu.edu/management-degrees/internship-information.

Contact

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

Industrial Production Manager

Plan, direct, and coordinate the production activities required to produce millions of goods every year in the U.S. In addition, make sure that production proceeds smoothly and stays within budget.

Distribution Manager

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

Financial Manager

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

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