The management degree prepares students for managerial leadership in a world characterized by the fast pace of e-business; demands for continuous process improvements to enhance the value chain; growing technological sophistication; racial, cultural, and gender diversity in the workforce; and the need for skills in communicating with people, managing projects, and managing change.

The Department of Management at the W. P. Carey School of Business is ranked in the top 5 internationally in terms of faculty published research in top journals. The department is also ranked internationally in the number of most cited management scholars and its faculty members have won numerous local and international teaching awards.

The optional Concentration in Entrepreneurship, offered exclusively to management majors, provides courses that allow students the opportunity to pursue issues important to success in entrepreneurial ventures.

Management Degree Stats

- Employment of management analysts is expected to grow by 22% in the next 7 years. ¹
- Overall employment of human resources, training, and labor relations managers and specialists is expected to grow 17% for all occupations through 2016. ¹
- Average management salaries will vary greatly due to location, company, industry, experience, and benefits, but are expected to be in the W. P. Carey graduate range of $35,000 – $55,000.

Job Titles and Industries for Management Majors

**Job Titles for recent W. P. Carey graduates:**
- Account Executive
- Resident Services Manager
- Strategic Analyst
- Solution Delivery Consultant
- Training Associate
- Recruiter
- Business Analyst
- Entrepreneur
- Revenue Manager
- Leadership Development Trainee
- Retail Manager
- Associate Adjuster
- Business Management Associate
- Associate Territory Manager
- Management Trainee
- Sales Consultant
- Assistant Branch Manager

**Industries:**
- Banking
- Technology
- Construction
- Nonprofit
- Government and Military
- Consulting
- Health Care
- Media and Entertainment
- Pharmaceuticals
- Telecommunications
- Hospitality
- Transportation
- Insurance
- Utilities
- Financial Services
- Consumer Products
- Retailers
- Manufacturing

Management Internships

Management internships are available only to Management Bachelor of Science juniors and seniors who complete at least two courses offered by the Department of Management before they begin the internship experience. Three hours of credit may be earned for internships approved by the Department of Management internship coordinator.

Additional information about internships and the application process can be found at:

wpcarey.asu.edu/management-degree/current-students/internships.cfm
Industry and organizational experience are generally required prerequisites for management positions.

**Sales Managers**
Direct the firm’s sales program. They assign sales territories, set goals, and establish training programs for the sales representatives. Managers advise sales representatives on ways to improve their sales performance.

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

**Industrial Production Managers**
Plan, direct, and coordinate the production activities required to produce millions of goods every year in the United States. They make sure that production proceeds smoothly and stays within budget.

**Management Consultants**
Create value for organizations, through the application of knowledge, techniques, and assets, to improve performance. This is achieved through the rendering of objective advice and/or the implementation of business solutions. Management consultants are invited into organizations to provide an objective analysis, wider expertise, and independent specialist skills.

**Operations Managers**
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.

**Project Managers**
Plan, execute, and finalize projects according to strict deadlines and within budget. This includes acquiring resources and coordinating the efforts of team members and third-party contractors or consultants in order to deliver projects according to plan. The project manager will also define the project’s objectives and oversee quality control throughout its life cycle.

**Human Resources Managers**
Perform a variety of activities, including determining staffing needs, recruiting and training the best employees, ensuring they are high performers, dealing with performance issues, and ensuring personnel and management practices conform to various regulations. Activities also include managing employee benefits and compensation, employee records, personnel policies, and employee relations.

**Computer and information Systems Managers**
Identify the company’s computer and information needs. They determine the workers and equipment that will meet those needs. Once they have determined what the system will be, managers plan activities, such as installing and upgrading hardware and software. They develop computer networks and set up internet and intranet sites. They also work with other departments on projects that require technical support.

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

**Financial Managers**
Oversee the preparation of financial reports, direct investment activities, and implement cash management strategies.

**Management Consultants**
Create value for organizations, through the application of knowledge, techniques, and assets, to improve performance. This is achieved through the rendering of objective advice and/or the implementation of business solutions. Management consultants are invited into organizations to provide an objective analysis, wider expertise, and independent specialist skills.

**Student Organizations**

**Management Students Association (MSA)**
asumsa.org

The Management Students Association (MSA) works to expand student awareness of career options in retail and operations management, human resources, entrepreneurship, and consulting. MSA is affiliated with the Society for Human Resource Management (SHRM) and works with local SHRM chapters to provide internship and other career opportunities. Interested students should contact, Dr. James Moore by email at James.H.Moore@asu.edu.

**Entrepreneurs@ASU**
facebook.com/EntrepreneursASU

The Entrepreneurs@ASU Student Organization is ASU’s chapter of the Collegiate Entrepreneurs’ Organization and is a transdisciplinary student club open to students from all majors who are interested in entrepreneurial ventures. The club hosts events and activities to promote entrepreneurship among the student body. Find the group on Facebook under Entrepreneurs@ASU.

**Honors Management Experience**

Students who are also enrolled in the Barrett Honors College can enhance their management studies through a series of contracts in their management courses and the completion of a baccalaureate thesis or creative project. Interested students may learn more about the Honors Management experience by contacting the Honors Advisor, Dr. James Moore by email at James.H.Moore@asu.edu or call 480-965-3230.

2 National Association of Colleges and Employers (NACE) Spring 2009 Salary Survey

**Who can you talk to?**

<table>
<thead>
<tr>
<th>Campus</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tempe Campus</td>
<td>480-965-4154</td>
</tr>
<tr>
<td>West Campus</td>
<td>602-543-2834</td>
</tr>
<tr>
<td>Polytechnic Campus</td>
<td>480-965-4154</td>
</tr>
</tbody>
</table>

To schedule an appointment: wpcarey.asu.edu/sos