

ECONOMICS

What can I do with this degree?

AREAS	EMPLOYERS	PREPARATION
GOVERNMENT	DEPARTMENTS INVOLVED IN: <ul style="list-style-type: none"> • Agriculture • Business • Finance • Labor • International Trade • Transportation • Urban Economics 	<ul style="list-style-type: none"> ❖ Become active in student government. ❖ Find internship in government agency. ❖ Plan on graduate degree for promotion or advancement. ❖ Become familiar with government hiring practices.
ECONOMIC AND MARKET RESEARCH <ul style="list-style-type: none"> • Research Analysis 	<ul style="list-style-type: none"> • Market research firms • Consumer goods manufacturing firms • Business firms • Consulting firms 	<ul style="list-style-type: none"> ❖ Take courses in business, political science, sampling theory, survey design and computer science. ❖ Plan on graduate courses to specialize and for advancement. ❖ Take a business research practicum. ❖ Become student member in American Marketing Association. ❖ Acquire a business minor. ❖ Assist with canvassing/phone interviewing for charities or political campaigns. ❖ Work on campus newspaper as reporter.
BANKING & FINANCE <ul style="list-style-type: none"> • Credit Lending • Operations • Systems • Trusts 	<ul style="list-style-type: none"> • Commercial banks • Regional banks • Savings & loan associations • Other financial institutions 	<ul style="list-style-type: none"> ❖ Find an internship. ❖ Develop strong analytical skills. ❖ Gain computer skills. ❖ Get cashier, teller or clerical experience. ❖ Become financial officer/treasurer in campus organization.
INSURANCE <ul style="list-style-type: none"> • Underwriting • Sales • Operations • Claims 	<ul style="list-style-type: none"> • Insurance firms local and home offices 	<ul style="list-style-type: none"> ❖ Gain computer and statistics skills. ❖ Acquire a business minor. ❖ Become treasurer of organization. ❖ Assist with fund-raising drives. ❖ Become student member in professional organizations. ❖ Get experience in benefits/personnel area of corporations or insurance companies. ❖ Develop strong math and business orientation for actuarial areas.
SECURITIES <ul style="list-style-type: none"> • Sales • Research • Operations 	<ul style="list-style-type: none"> • National and regional brokerage firms • Discount brokerage houses • Commercial banks • Insurance companies 	<ul style="list-style-type: none"> ❖ Plan on acquiring MBA. ❖ Get sales experience. ❖ Take a business minor; focus on finance courses. ❖ Become member of investment club. ❖ Assist with telephone solicitations.

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CONSULTING	<ul style="list-style-type: none"> • Management consulting firms • Independent consulting firms 	<ul style="list-style-type: none"> ❖ Acquire experience with government or business. ❖ Plan for graduate degree in area of interest.
TEACHING	<ul style="list-style-type: none"> • Secondary public and private schools • Colleges and universities 	<ul style="list-style-type: none"> ❖ Obtain certification for teaching. ❖ Requires Ph.D. and extensive publication for tenure and professorship.
RETAILING <ul style="list-style-type: none"> • Store management • Buying 	<ul style="list-style-type: none"> • Department, grocery, drug, specialty and variety store chains 	<ul style="list-style-type: none"> ❖ Get retail or selling experience. ❖ Demonstrate enthusiasm and flexibility. ❖ Secure leadership position in campus organizations. ❖ Earn a business minor. ❖ Become treasurer or financial officer of organization. ❖ Get sales position on yearbook or campus newspaper. ❖ Find an internship.
HOSPITALITY <ul style="list-style-type: none"> • Front House Operations • Food and Beverage Sales • Sales and Marketing • General Management 	<ul style="list-style-type: none"> • Hotel chains • Motels • Restaurants 	<ul style="list-style-type: none"> ❖ Work in campus cafeteria, food services or student center. ❖ Get part-time work in hotel, restaurant or catering business. ❖ Plan social functions for fraternities, sororities, clubs, and residential halls. ❖ Sell ads for school publications to gain sales and marketing experience.

LINKS

[National Association for Business Economics](#)

[Economists and Marketing Research Analysts from the Occupational Outlook Handbook](#)

[Teachers-Postsecondary from the Occupational Outlook Handbook](#)