Career Planning & Placement Office

Management

Career information
Management

Management as a major can lead to a large variety of career choices. This is both a benefit and a burden of the major as it becomes much more important for Management majors to make choices about their career path early in their college career.

Although majoring in Management doesn’t not guarantee a career as a “Manager” given the work experience needed to grow into a management position, students often find themselves in Management Development/Rotational types of programs upon graduation.

A lot of management managers are interested in a career in Human Resources. As an entry level Human Resource Specialist you will recruit, screen, interview, and place employees before moving up to a HR Generalist role. Human Resource Specialists are expected to grow at 21% over the next decade and growing faster than the average for all other occupations. Job growth is especially strong in the employment services industry. (US Department of Labor: Occupational Outlook Handbook. Retrieved August, 2013 from http://www.bls.gov/ooh/).


Undergraduate degree

While it is less likely that a student graduating with a bachelor’s degree who lacks relevant experience will be hired directly into a full management role, it is possible for such an individual to be hired into a management training program or other function which can lead to a management position.

Graduate degree

For graduate level students, hiring into a management position is likely as long as there is relevant work experience and training. There is also the option of utilizing the graduate level degree in other areas related to management, such as program/project management, consulting or entrepreneurship.
What can I do with this major?

<table>
<thead>
<tr>
<th>Areas</th>
<th>Employers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General management</strong></td>
<td></td>
</tr>
<tr>
<td>Entry-level management rotational programs</td>
<td>Banks and financial institutions</td>
</tr>
<tr>
<td>Leadership development programs</td>
<td>Healthcare organizations</td>
</tr>
<tr>
<td></td>
<td>Hotels and restaurants</td>
</tr>
<tr>
<td></td>
<td>Retail stores</td>
</tr>
<tr>
<td></td>
<td>Service providers</td>
</tr>
<tr>
<td></td>
<td>Local, state and federal government</td>
</tr>
<tr>
<td></td>
<td>Nonprofit organizations</td>
</tr>
<tr>
<td></td>
<td>Self-employed</td>
</tr>
<tr>
<td><strong>Banking</strong></td>
<td></td>
</tr>
<tr>
<td>Branch management</td>
<td>Banks</td>
</tr>
<tr>
<td>Mortgage loans</td>
<td>Credit unions</td>
</tr>
<tr>
<td>Retail/consumer banking</td>
<td>Financial services companies</td>
</tr>
<tr>
<td>Lending</td>
<td>Savings and loan associations</td>
</tr>
<tr>
<td>Credit analysis</td>
<td></td>
</tr>
<tr>
<td><strong>Human resource management</strong></td>
<td></td>
</tr>
<tr>
<td>Recruiting/staffing</td>
<td>Large corporations</td>
</tr>
<tr>
<td>Compensation</td>
<td>Service industry</td>
</tr>
<tr>
<td>Benefits</td>
<td>Hospitals and healthcare organizations</td>
</tr>
<tr>
<td>Training</td>
<td>Universities</td>
</tr>
<tr>
<td>Safety</td>
<td>Temporary or staffing agencies</td>
</tr>
<tr>
<td>Employee relations</td>
<td>Executive search firms</td>
</tr>
<tr>
<td>Labor relations</td>
<td>Local, state and federal government</td>
</tr>
<tr>
<td>Equal opportunity opportunity</td>
<td>Labor unions</td>
</tr>
<tr>
<td><strong>Operations management</strong></td>
<td></td>
</tr>
<tr>
<td>Operations management</td>
<td>Manufacturers</td>
</tr>
<tr>
<td></td>
<td>Industrial organizations</td>
</tr>
<tr>
<td></td>
<td>Retail and service organizations</td>
</tr>
<tr>
<td><strong>Real estate</strong></td>
<td></td>
</tr>
</tbody>
</table>
Salary data

According to the latest National Association of Colleges and Employers (NACE) salary report, the average national salary for management majors obtaining their undergraduate degree is $56,000*. However, national data is generally skewed a bit due to higher cost of living areas. According to the Midwest Association of Colleges and Employers (MWACE) the average offer in the Midwest is $38,301***.

The U.S. Department of Labor’s Bureau of Labor Statistics (BLS) predicts**:

- A meager 5% job growth over the next decade (2010-2020) for top level executive positions.
- Faster than average job growth of 22% is expected in the health services industry
- Competition for senior level management positions will be very competitive, but it is expected to be less severe for lower-level management jobs.
- In general, job prospects will also be better for those who can manage a wide range of responsibilities, than for those who specialize in particular functions

* National Association of Colleges and Employers Salary Survey, Summer 2011
***Midwest Association of Colleges and Employers Salary Survey, Fall 2013

Major employers in Metro Detroit

- Blue Cross Blue Shield of Michigan/Blue Care Network, bcbsm.com
- Beaumont Health, beaumont.org
- Fiat Chrysler Automobiles, fcanorthamerica.com
- City of Detroit, detroitmi.gov
- Comerica Bank, comerica.com
- Detroit Medical Center, dmc.org
- Detroit Public Schools, detroitk12.org
- DTE Energy, dteenergy.com
- Ford Motor Company, ford.com
• General Motors, gm.com
• Henry Ford Health System, henryford.com
• St. John Providence Health System, stjohnprovidence.org
• State of Michigan, michigan.gov
• Trinity Health, trinity-health.org
• University of Michigan, umich.edu
• U.S. Government, usajobs.gov
• Wayne County Government, waynecounty.com
• Wayne State University, wayne.edu

Major private companies in Metro Detroit

• Cooper Standard Automotive, cooperstandard.com
• Delphi Automotive LLP, delphi.com
• Guardian Industries, guardian.com
• Fiat Chrysler Automobiles, fcanorthamerica.com
• IAC Group, iacgroup.com
• Ilitch Companies, ilitchcompanies.com
• Mann+Hummel, mann-hummel.com
• Penske Corp., penske.com
• Plastipak Holdings, plastipak.com
• TI Automotive Ltd., tiautomotive.com

Major public companies in Metro Detroit

• CMS Energy, cmsenergy.com
• DTE Energy, dteenergy.com
• Federal-Mogul Corp., federalmogul.com
• Ford Motor Company, ford.com
• General Motors, gm.com
• Lear Corp., lear.com
• Masco Corp., masco.com
• Penske Automotive Group, penskeautomotive.com
• ZF TRW, trw.com
• Visteon Corp., visteon.com

Companies growing in Metro Detroit

[Wayne State University logo]
• RevSpring, revspringinc.com
• Meridian Health Plan, corp.mhplan.com
• Meadowbrook Insurance Group, meadowbrookinsgrp.com
• O’Brien Construction Company, obrienc.com
• Piston Group, pistongroup.com
• Quicken Loans, quickenloans.com
• Rock Companies, rockcompanies.com
• University Bancorp, university-bank.com
• WorkForce Software, workforcesoftware.com

Largest nonprofits in Metro Detroit

• American Cancer Society - Great Lakes Division, cancer.org
• Barbara Ann Karmanos Cancer Institute, karmanos.org
• Community Living Services, comlivserv.com
• Gleaners Community Food Bank, gcfb.org
• Hospice of Michigan, hom.org
• Samaritas, samaritas.org
• Macomb-Oakland Regional Center Inc., morcinc.org
• NSF International, nsf.org
• Salvation Army – Eastern Michigan Division, salmich.org
• United Way for Southeastern Michigan, liveunitedsem.org

Professional organizations and associations

A professional association is typically a non-profit organization seeking to further a particular profession, the interest of individuals engaged in that profession and the public interest. Professional organizations often host conferences and support research to further their respective field. Often, membership is required to participate but can be an important part of furthering one’s career.

• American Management Association, amanet.org
• The American Association of Healthcare Administrative Management, aaham.org
• Chartered Institute of Purchasing and Supply, cips.org
• Institute of Management Consultants USA, imcusa.org
• National Association of Sales Professionals, nasp.com
• Greater Ann Arbor Society for Human Resource Management, gaashrm.org
• National Management Association, nma1.org
• National Association of African Americans in Human Resources, naaahr.org
• Project Management Institute, pmi.org
Related websites

Health Management Careers • www.healthmanagementcareers.org

Small Business Technology and Development Center • sbtdc.org

HR Guide • hr-guide.com
Links to sites about the human resources profession, training and development, associations, and more

International Business Forum • ibfconferences.com
Information about business opportunities in the international marketplace

Consulting magazine • consultingmag.com
A publication for the consulting profession that features information on consulting careers, thought leadership, and corporate strategies

WayneBizCareers • waynebizcareers.com
Job search and recruitment site exclusive to Mike Ilitch School of Business students and alumni

After College • aftercollege.com
Network for college students and recent grads looking for entry-level jobs, internships and other opportunities

LinkedIn • linkedin.com
Professional networking site

USA Jobs • usajobs.gov
Primary site for positions with the U.S. federal government

Intern in Michigan • interninmichigan.com
Centralized job site for internship opportunities in organizations throughout Michigan