

# BUSINESS MANAGEMENT

Management is a dynamic field encompassing a variety of career choices in business, nonprofit and government institutions. As a manager, you'll think strategically about how organizations work in the global business environment, manage and motivate employees and become a stronger communicator and leader.

## INDUSTRY GROWTH IS TIED TO:

- Increasingly complex global business environments.
- Formation of new organizations and the expansion of existing ones.
- Diversity of career options in a growing number of professional organizations.



6%

JOB GROWTH  
THROUGH 2024

## 2016 MEDIAN SALARIES FOR BUSINESS MANAGEMENT POSITIONS IN:

|                          |           |
|--------------------------|-----------|
| • Administrative service | \$90,050  |
| • Marketing              | \$127,560 |
| • Financial              | \$121,750 |
| • Human resources        | \$106,910 |
| • Natural sciences       | \$119,850 |
| • Sales                  | \$117,960 |
| • Training               | \$105,830 |

## WHY PURSUE A CAREER IN MANAGEMENT

- Potential for job growth
- Transferrable skills to work in a variety of industries
- Opportunity for advancement
- Lifelong learning opportunities
- Numerous entry-level career options
- High earnings potential

## JOB TASKS AND DUTIES

- Devise strategies to meet organizational goals.
- Oversee financial and operational activities.
- Manage activities related to making products and providing services.
- Negotiate or approve contracts and agreements.
- Appoint department heads and managers.
- Identify ways to cut costs.

## CHARACTERISTICS OF MANAGERS

- Strong communication and decision-making skills
- Ability to negotiate with others
- Collaborative
- Ability to assess a situation and choose the best actions
- Strong leadership and problem-solving skills
- Logical and linear thinker
- Time-management skills



## WHAT TO EXPECT IN A BUSINESS MANAGEMENT PROGRAM

A degree in management will help you develop leadership skills for the global business environment of the 21st century. You'll develop effective interpersonal skills while learning to be a better decision maker and entrepreneurial thinker. And you'll be ready to lead in a variety of careers, including personnel management, organizational behavior, manufacturing, international and small business, healthcare, government, financial institutions, telecommunications and more.

### BUSINESS MANAGEMENT MAY BE A GOOD FIT IF YOU...

- Want to lead teams and work with diverse people.
- Enjoy solving complex problems.
- Seek options for career specialization.
- Are hoping for a high starting salary.
- Enjoy learning about business and economics.
- Are a strong negotiator and confident decision maker.
- Are thinking about becoming an entrepreneur.

### CLASSES MAY INCLUDE:

- Operations management
- Organizational theory and design
- Business ethics
- Leadership in organizations
- Business law
- Entrepreneurship
- International business
- Human resources
- Economics
- Marketing

### LOOK FOR A PROGRAM THAT OFFERS:

- Opportunities to gain hands-on experience, such as internships, research and networking events in a variety of industries.
- State-of-the-industry facilities and the hardware, software and tools you'll use in the workplace.
- Connections with a variety of businesses and companies.
- AACSB International accreditation.
- Faculty that includes top professors, experienced executives and practicing business professionals.
- Graduates successfully passing state certification exams on their first try.

To learn about the Business Management program at the University of Northern Colorado, visit us at [UNCO.EDU/PROGRAMS/BUSINESS/MANAGEMENT-BS/](https://unco.edu/programs/business/management-bs/)

### Before you declare your major in Business Management:

- Take a career assessment test to match your skills with potential careers.
- Test out the industry with an internship with a local company or small business or shadow managers in a variety of industries and roles.

*"Great things in business are never done by one person. They're done by a team of people."*

—Steve Jobs, co-founder Apple Inc.



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