What I Can Do With a Major In... BUSINESS MANAGEMENT

Business Management is a major designed to prepare students for responsible leadership in their chosen profession by providing in-depth training and experience in venues such as marketing, human relations, economics, production, finance and other management skills. Occupational opportunities remain positive throughout the country in both government and private industry. Many students majoring in Business Management further their study in graduate school by attaining a Master’s degree. The college offers the following emphases with the Business Management major: General Management, International Business, Finance, Public Policy.

Associated Job Titles:
Banker
Broker
Budget Analyst
Buyer
Credit Manager
IRS Agent
Labor Relations Analyst
Market Research Analyst
Personnel Manager
Purchasing Agent
Retail Manager
Sales Manager
Stockbroker
Professor
Systems Analyst

Associated Skills:
- Ability to clearly communicate ideas and concepts to others
- Ability to solve problems
- Assertive
- Strong background in business, marketing and human relations
- Proficiency in organizing, planning, coordinating and directing activities
- Ability to inspire productivity
- Aptitude for leadership
- Intellectual capacity to perform well in business programs

Associated Personal Qualities:
Integrity
Responsible
Resourceful
Leadership
Decisiveness
Achievement
Take the initiative
Patient with others

Career Library Resources:
Peterson’s Job Opportunities in Business
Great Jobs for Business Majors
Opportunities in Business Management
Opportunities in International Business
A Guide to America’s Federal Jobs
10 Steps to a Federal Job
What Color Is Your Parachute?
Career Planning Today
Majoring in the Rest of Your Life
Do What You Are
Encyclopedia of Careers and Vocational Guidance
The Enhanced Guide for Occupational Exploration
The Dictionary of Occupational Titles
The Occupational Outlook Handbook
FOCUS Computer Guidance System

Places To Contact For More Information:
American Business Association
292 Madison Avenue
New York, NY 10020

Financial Management Association
Education Information
University of South Florida School of Business
Tampa, Florida 33620

U.S. Small Business Association
2210 Arbor Blvd.
Dayton, Ohio 45439

Websites To Visit:
www.aba.com
www.aononline.org
www.amanet.org
www.humanresources.org
www.morebusiness.com
www.aom.pace.edu

Professors To Contact For More Information:
Professor Ray Fellows, Chair
Dr. John Charalambakis

Nearby Employers:
Better Business Bureau of Central KY
410 W. Vine St. 259-1008

American General Finance
115 N. Locust Hill Dr. 269-5631

Central Bank and Trust Co.
300 W. Vine St. 253-6222

Merrill Lynch
100 E. Vine St. 231-5000

Lexmark International
740 W. New Circle Rd. 232-2000

Central Baptist Hospital
1740 Nicholasville Rd. 260-6100

Smith Barney
444 E. Main St. Suite 111 231.9500

Fifth Third Bank
250 W. Main St. 455-5300

*Addresses listed are located in the Lexington, Kentucky area unless otherwise noted.

Alumni Contacts:
Schedule an appointment with Career Services to conduct a tailored search for alumni working in the fields associated with this major.

Note: For specific information concerning course requirements of this major, please pick up a major sheet at the Registrar’s Office located in the Administration Building.