# ECONOMICS
What can I do with this major?

## AREAS

### GOVERNMENT
- Cost Analysis
- Intelligence
- Foreign Trade Analysis
- Public Administration
- Transportation Management
- Urban Planning

### ECONOMIC MARKET RESEARCH
- Research Analysis
- Consulting

### BANKING & FINANCE
- Credit Lending
- Operations
- Systems
- Trusts
- Securities
- Sales
- Research

## EMPLOYERS

### GOVERNMENT
Government departments involved in agriculture, business, finance, labor, transportation, urban economics, and international trade including: USDA, Department of Commerce, Bureau of Labor and Statistics, the United Nations, and the General Accounting Office

### ECONOMIC MARKET RESEARCH
- Market research firms
- Consumer goods manufacturing firms
- Business firms
- Consulting firms

### BANKING & FINANCE
- Commercial banks
- Regional banks
- Savings and loan associations
- National and regional brokerage firms
- Discount brokerage houses

## STRATEGIES

### GOVERNMENT
- Become active in student government.
- Complete an internship in a government agency.
- Earn a graduate degree in economics, statistics, public administration, or related field for promotion and advancement.
- Become familiar with government hiring practices.
- Develop excellent computer, analytical, and quantitative skills.

### ECONOMIC MARKET RESEARCH
- Supplement curriculum with courses in business, political science, research design, survey design, statistics, and computer science.
- Earn a graduate degree to obtain advanced research and consulting positions.
- Obtain experience in business research.
- Become a student member in related professional associations.
- Get involved in student or community organizations to develop leadership skills.

### BANKING & FINANCE
- Develop a solid background in business including finance, marketing, and accounting.
- Gain experience through part-time, summer, or internship positions in financial service firms.
- Develop strong interpersonal and communication skills in order to work well with a diverse clientele.
- Become the financial officer or treasurer of a campus organization.
- Get involved with an investments club.
- Earn an MBA for positions in investment banking.
### AREAS

<table>
<thead>
<tr>
<th>INSURANCE</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
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</thead>
<tbody>
<tr>
<td>Underwriting</td>
<td>Insurance firms</td>
<td>Develop strong interpersonal and communication skills.</td>
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<tr>
<td>Sales</td>
<td></td>
<td>Earn a business minor.</td>
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<tr>
<td>Operations</td>
<td></td>
<td>Gain sales experience.</td>
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<tr>
<td>Claims</td>
<td></td>
<td>Participate in campus organizations.</td>
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<tr>
<td>HEALTHCARE</td>
<td>Private (LLC) corporations</td>
<td>Earn a master's degree in public health or hospital administration.</td>
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<td>Hospital Management</td>
<td>US Department of Health</td>
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<td>Healthcare Analysis</td>
<td>Hospitals</td>
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<td>Health Maintenance Organizations</td>
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<td>Gain experience in healthcare through internships.</td>
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<td>OTHER BUSINESS AREAS</td>
<td>Department, grocery, drug, specialty, and variety store chains</td>
<td>Gain related business experience through internships or jobs.</td>
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<td>Management</td>
<td>Hotels, resorts, and tourism councils</td>
<td>Demonstrate enthusiasm and flexibility.</td>
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<td>Buying and Purchasing</td>
<td>Restaurants</td>
<td>Secure leadership positions in campus organizations.</td>
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<tr>
<td>Human Resources</td>
<td>Large corporations</td>
<td>Earn a business minor.</td>
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<tr>
<td>Hospitality</td>
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<td>Obtain sales experience.</td>
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<tr>
<td>Sales</td>
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<tr>
<td>TEACHING</td>
<td>Colleges and universities</td>
<td>Earn a Ph.D to teach in post-secondary institutions.</td>
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<td>Secondary public and private schools</td>
<td>Gain research experience by assisting a professor.</td>
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<td>Obtain certification for public school positions.</td>
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<td>Get experience working with young people.</td>
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<td>Develop strong public speaking skills.</td>
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GENERAL INFORMATION

• Choose a career focus and structure curricular and extra-curricular activities to achieve goals.
• Obtain volunteer, part-time, summer, or internship experience to enhance career path. For example, complete a finance-related internship if interested in a career in banking.
• Develop an excellent background in research, statistics, and computers.
• Earn a graduate degree in economics, business, or other related fields for increased marketability.
• Do informational interviewing with professionals to learn more about fields of interest.