WHAT IS MANAGEMENT?

How individuals, groups, and organizations work together toward a common goal. Managers help achieve corporate goals by planning and organizing resources like employees, fiscal assets, and technology in order to maximize shareholder value. Employees need leaders to identify objectives, make decisions, and measure results.

MANAGEMENT INDUSTRIES

Human Resources & Training. Manages employment side of a business; recruitment and hiring; benefits and compensation; employee relations and labor disputes; and training and development.

Leadership & Supervision. Overseer employees of a business to help run the day-to-day operations. Some supervisors work in sales, manufacturing, retail, hospitality, tourism, and food and beverage occupations.

Strategic Planning. Identify the long term goals of a business, gather and analyze competitive trends in the industry and among peer firms, detect deficiencies within a firm and strategies to improve performance. Work extensively with other managers from marketing, finance, accounting, operations, and information technology.

Entrepreneurship. Small business ownership is the backbone of free enterprise, a driving force for the economy. On average 75% of new jobs are created by companies with fewer than 500 employees. Most students begin their careers in a small business setting.

EMPLOYMENT SKILLS NEEDED

As cited by top area recruiters

- Ability to lead and work in teams
- Advanced interpersonal, written, and verbal communication skills
- Able to effectively resolve issues and utilize critical thinking
- Excellent time manager, able to meet deadlines, and multitask
- Possess initiative and able to follow through with projects and assignments
- Strong delegation and decision-making skills
- Able to build and maintain relationships

MANAGEMENT

Trainee • Account Executive • Human Resource Associate • Recruiter • Business Analyst • Supervisor • Compensation Analyst • Sales Manager • Retail Manager • Entrepreneur • Project Manager

You might enjoy management if you’re a decision-maker; you have leadership skills; you enjoy working in teams; others call you a strong communicator; you’re task-oriented; you think on your feet; you’re flexible and self-motivated; you have initiative and consider yourself responsible.

Job Trends

2014 Grads

- 7 - 22% Increase in Job Growth
- $118,000 Average Salary for Charlotte Metro area
- May require long work hours on evenings and weekends
- Top executive positions are competitive with only 5% growth (slower than average)

WHO HIRES MANAGEMENT MAJORS?

Fact: Wages vary substantially depending on management responsibility and level of experience.

Starting Salary for:
- Business Admin/Management - $51,831
- Human Resources - $49,075

*National average (2016)

Human Resources Managers: NC Median: $103,510; NC Entry Level: $74,300; Projected growth for human resources managers is 19% from 2012-2022

Training & Development Managers: NC Median: $115,100; NC Entry Level: $78,970; Projected growth for training and development managers is 15% from 2012-2022

Management Analysts: NC Median: $79,310; NC Entry Level: $47,290; Projected growth for management analysts is 25% from 2012-2022 (faster than average)

Sales Managers: NC Median: $119,820; NC Entry Level: $69,180; Projected growth for management analysts is 8% from 2012-2022 (about as fast as average)

General Managers: Wages vary dramatically from $47,000 to over $100,000 depending on industry.

Source: NCWorks, 2016

Companies that recruit this major for full time jobs or internships at UNC Charlotte:

Get Involved Professional & Student Organizations

- Society for Human Resources Management - Student Chapter
- Enactus - Student Chapter
- American Management Association
- American Society for Training and Development
- Project Management Institute
- Toastmasters of Charlotte
- Future Leaders of Charlotte
- International Association of Business Communicators

IT’S A PEOPLE BUSINESS
Managers influence and lead others.
Leading and influencing others is perhaps the most observable function of a manager. Employers recognize that the ability to work in teams as one of the most important skills for college grads, followed by communication skills.

Professional Certifications

- Professional in Human Resources (PHR)
- Senior Professional in Human Resources (SPHR)
- Global Professional in Human Resources (GPHR)
- Certified Manager (CM)
- Certified Business Manager (CBM)