

MANAGEMENT

Description

The Management major prepares you to lead people, think strategically, and create successful organizational environments. This includes learning how to motivate human capital, encourage teamwork, identify competitive advantage, build and change organizations, negotiate effectively, make decisions, and succeed in diverse and multicultural work environments. The Management major focuses on giving you the skills necessary to set the direction for organizations in a changing world and bring people together to achieve objectives. It also offers a wide variety of management related courses covering subjects such as human resource management, management of organizations, organizational behavior, labor-management relations, small business management and entrepreneurship.

Skills Needed

Active listening	Leadership	Problem solving
Adaptability	Managing people	Project planning
Analytical thinking	Multitasking	Public speaking
Interpersonal skills	Oral communications	Strategic and systemic thinking
Investigating data	Organization	Written communication

Sample Occupations

Visit the Bureau of Labor and Statistic's online Occupational Outlook Handbook: <http://www.bls.gov> for more information.

- Retail Manager
- [Sales Manager](#)
- [Contract Administrator](#)
- Project Manager
- Entrepreneur
- [Management Analyst](#)
- [Purchasing Agent](#)
- [Real Estate and Property Management](#)
- [Real Estate Sales Agent](#)
- [Human Resources Management](#)
 - Arbitrator / Mediator
 - Benefits and Compensation Specialist
 - Employer Relations Representative
 - Employment Interviewer
 - Generalist
 - Job Analyst
 - Labor Relations Specialist
 - Recruiter
 - Training Specialist

Organizations That Have Employed Mason Management Graduates

Accenture, Bearing Point, Booz Allen Hamilton, Century 21 Capital Realty Corp., Department of Defense, Department of the Interior, Department of the Navy, Department of Transportation, Enterprise Rent-A-Car, General Dynamics Network Systems, General Services Administration, GRC International, IBM, Jobin Realty, Lockheed Martin, MITRE, Praxis, Inc., Prudential Relocation, SAIC, Sallie Mae, SRA International, Stanley Associates, U.S. Army, and TRW

Sample Professional Associations

- [American Management Association](http://www.amanet.org): <http://www.amanet.org>
Provides management education and training, as well as industry information.
- [American Society for Training and Development](http://www.astd.org): <http://www.astd.org>
Provides local and national networking opportunities, industry information, research, education and job search assistance to the training and development community.
- [International Foundation of Employee Benefit Plans](http://www.ifebp.org): <http://www.ifebp.org>
Provides industry information and resources, as well as a job database.
- [National Association of Real Estate Brokers](http://www.nareb.com): <http://www.nareb.com>
Provides industry information, training and networking opportunities, particularly geared toward minority professionals.
- [Professional Convention Management Association](http://www.pcma.org): <http://www.pcma.org>
Provides industry information, networking opportunities, continuing education, and job search resources.
- [Society for Human Resource Management](http://www.shrm.org): <http://www.shrm.org>
Provides industry information, publications, networking opportunities and a job database for human resources professionals.
- [Society for the Advancement of Management](http://www.cob.tamucc.edu/sam): <http://www.cob.tamucc.edu/sam>
Provides industry information, newsletters, networking, leadership opportunities at the local level, and recognition for student participants.
- [World at Work](http://www.worldatwork.org): <http://www.worldatwork.org>
Provides information for compensation and benefits specialists and a job bank.

Student Clubs

[Society for Human Resource Management](#)

[Society for the Advancement of Management](#)

Visit <http://som.gmu.edu/studentorganizations> for a complete listing of SOM's student organizations.

Sample SOM Career Services Library Resources

- 101 Best Resumes to Sell Yourself
- Best 109 Internships
- Internship Bible
- Big Book of Jobs (03-04)
- Ace your Case – Consulting Interviews
- Career Opportunities in Banking, Finance and Insurance
- Careers in International Business
- Foot in the Door: Networking your way into the hidden job market
- Networking Survival Guide: Getting success by tapping into the people you know
- Princeton Review Guide to your Career
- Vault Career Guide to Marketing and Brand Management
- Vault Guide to Top 50 Consulting Firms
- WetFeet Insider Guide to Careers in Real Estate

To view the on-line version of this information, please visit: <http://som.gmu.edu/OptionsKnowledge.html>

Revised 05/08