



# QUEEN CITY CAREER GUIDE

## MANAGEMENT

### 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.** Oversee 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.

### PREPARING FOR YOUR CAREER...

#### AS CITED BY TOP AREA RECRUITERS, YOU WILL NEED:

- The ability to lead and work in teams
- Advanced interpersonal, written, and verbal communication skills
- The ability to effectively resolve issues and utilize critical thinking
- Excellent time management, ability to meet deadlines, and multi task
- To possess initiative and able to follow through with projects and assignments
- Strong delegation and decision-making skills
- Ability to build and maintain relationships

### HOW TO GET HIRED

- Proven **teamwork**
- High level of **communication skills** (written and verbal)
- Conflict management skills**
- Flexible work schedule**
- Experience leading** in student organizations, team projects, and volunteer opportunities

*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.*

### RIGHT NOW IN MANAGEMENT

ORGANIZATIONAL MANAGEMENT:  
THE TREND IS TOWARD COLLABORATIVE, NOT  
COMMANDING MANAGEMENT STYLES

HUMAN RESOURCES:  
PERSONALIZATION OF TRAINING AND HR POLICIES ARE  
BECOMING THE NORM

BUSINESSES ARE BECOMING MORE DIGITAL &  
TECHNOLOGY SKILLS ARE VERY IMPORTANT

# WHO HIRES UNC CHARLOTTE MANAGEMENT MAJORS?

**QUICK FACTS  
FOR GENERAL & OPERATIONS  
MANAGERS:  
FIELD GROWTH:  
+9% IN NORTH CAROLINA  
+9% NATIONALLY**

**NC SALARY RANGE: \$46,270- \$208,000**

**MEDIAN NATIONAL INCOME: \$97,970**

SOURCE: ONET.ONLINE.ORG

## UNC CHARLOTTE GRADS



72% of 2021 Charlotte Management Graduates were employed full time, and their average salary was \$66,313. Another 7% were enrolled in continuing education.

\*with a 55.7% knowledge rate (First Destination Survey Data)



## GET INVOLVED! STUDENT ORGANIZATIONS & PROFESSIONAL ORGANIZATIONS

### STUDENT ORGANIZATIONS

SOCIETY FOR HUMAN RESOURCES MANAGEMENT

ENACTUS

### PROFESSIONAL ORGANIZATIONS

AMERICAN MANAGEMENT ASSOCIATION

AMERICAN SOCIETY FOR TRAINING AND DEVELOPMENT

PROJECT MANAGEMENT INSTITUTE

TOASTMASTERS OF CHARLOTTE

FUTURE LEADERS OF CHARLOTTE

INTERNATIONAL ASSOCIATION OF BUSINESS COMMUNICATORS



Internships make candidates more competitive in the job market, and many employers hire entry level positions from their internship programs. More information can be found at [belkcollege.charlotte.edu/internships](http://belkcollege.charlotte.edu/internships)

## SAMPLE JOB TITLES IN MANAGEMENT

MANAGEMENT TRAINEE • ACCOUNT EXECUTIVE • HUMAN RESOURCE ASSOCIATE • RECRUITER • BUSINESS ANALYST • SUPERVISOR  
COMPENSATION ANALYST • SALES MANAGER • RETAIL MANAGER  
ENTREPRENEUR • PROJECT MANAGER • OPERATIONS MANAGER •  
GENERAL MANAGER • PRODUCTION MANAGER • OPERATIONS LEADER



For more information, visit:  
Niblock Student Center, Belk College of Business, Friday 305,  
[belkcollege.charlotte.edu](http://belkcollege.charlotte.edu)  
University Career Center, Atkins 150, [career.charlotte.edu](http://career.charlotte.edu)

