Management is the process of coordinating organizational resources -- land, labor, capital, and information -- to meet a goal. University of Wisconsin–Eau Claire management program develops student’s communication, interpersonal, technical, and critical thinking skills which are highly valued by organizations seeking to employ managers. The program prepares students to sit for professional certification examinations in human resource management, production and inventory management, purchasing, quality assurance, and integrated resource management. At UW–Eau Claire, the Department of Management and Marketing offers a comprehensive major with an emphasis in general management, entrepreneurship, human resources management, and operations/materials management. A minor in management is also offered.

Typical interests and values of management majors:
- Achievement
- Leadership
- Problem-solving
- Prioritizing
- Supervision

Knowledge and skills gained from studying management:

Knowledge:
A student studying management will learn different aspects of the managerial field depending on his/her emphasis. General areas of study include principles of entrepreneurship, the methods used to effectively manage human resources, and the production of goods and services.

Skills:
- Decision-making skills
- Ability to supervise
- Organizational skills
- Team Work/Team Building skills
- Leadership skills
- Communication skills
- Enforcing policies and regulations
- Accepting responsibility
- Delegating with respect
- Setting and meeting goals and deadlines
- Managing time and resources
- Cooperating, motivating and persuading
- Defining needs
- Facilitating group cooperation
- Providing support for others

Related student and professional organizations:

Student:
- Beta Upsilon Sigma (BUS)
- Phi Beta Lambda (PBL)
- American Marketing Association
- American Production and Inventory Control Society
- Society for Human Resource Management

Professional:
- Society for Human Resource Management
- American Production and Inventory Control Society (APICS)
- American Society for the Advancement of Project Management
- The Management Roundtable
- Academy of Management

Career fields related to management:

Potential Employers:
Management graduates can use their education in a variety of fields. In many cases, their positions closely relate to their personal career interests, work values, and transferable skills. Employers of management graduates include universities and colleges, retailers, non-profit agencies, government agencies, as well as businesses that span all sizes and areas.

Potential Job Titles:
Management Consultant
Employee Training Instructor
School Principal
Quality Control Coordinator
Management Trainee
Project Manager
Entrepreneur
Business Owner
Team Manager
Corporate Manager
Recruiter
Purchasing Manager
Training Analyst  Financial Manager  
Marketing Coordinator  Clinic Administrator 
Insurance Agent  IT Recruiter 
Retail Manager  Non-Profit Director 
Executive Director  Consultant 
Human Resources Administrator

Jobs You Might Also Consider...
Real Estate Agent  Technical Writer 
Personnel Interviewer  Public Relations 
Management Analyst  Job Analyst 
Social and Community Services Manager 
City/Regional Planning Aide

Sample entry level jobs held by UW-Eau Claire management graduates:
- Manager Trainee, Sherwin-Williams Co., Green Bay, WI
- Analyst, Menards, Eau Claire, WI
- Credit Manager, Heights Finance, Wausau, WI
- Financial Representative, Northwestern Mutual, Eagan, MN
- Client Relations Coordinator, Northstar Resource Group, Minneapolis, MN
- Assistant Manager, Menards, Wausau, WI
- Human Resources Assistant, Kroll Ontrack, Eden Prairie, MN
- Retail Supply Planner, Harley-Davidson, Inc., Milwaukee, WI
- Employee Relations Representative, Hertz, Minneapolis, MN

Learn more about management:
Department
- Contact UW–Eau Claire’s Department of Management and Marketing, SSS 400D, 836-3677

Getting started at Career Services:
- Meet with a career counselor
- Take interest inventory and self-assessment tests
- Utilize Blugold Career Success Network, a database of UW–Eau Claire alumni & friends available for informational interviewing
- Utilize Blugold CareerLink, an online job search database specifically for UWEC students and alum

Yellow Section-
- Sigi 3 handouts:  
  - Hotel & Restaurant Management  
  - Management Analyst  
  - Management Accounting  
  - Printing Management  
  - Human Resources Management  
  - Public Administration

Orange Section-
- Internship information pertaining to management

Blue Section-
- “Hoover’s Handbook of American Business”
- “Job Opportunities in Business”
- Minnesota and Wisconsin Manufacturers’ Directories
- Multiple resources to help you build a resume and cover letter for a career in management

Opportunities to enhance skills in management: 
Internships
Internships are a way to gain hands-on experience in a position that that you may be considering as a potential career. To find an internship in management, visit Career Services (Schofield 230) and speak with a career associate. Contact your adviser or the Management & Marketing Department chair about enrolling in MGMT 398 or 498 to obtain academic credit for your internship.

Directed Studies or Independent Study Class
By participating in a directed studies or independent study class, students will be able to research an area that they find particularly interesting. Contact your advisor about enrolling in MGMT 399, 495, or 499.

What you can do now:
- Work with your current employer to meet on a regular basis to gain knowledge on how the business works.
- Job shadow a professional in your area of interest or conduct informational interviews.
- Obtain a leadership position in a campus organization.

Resources at Career Services: