



GUIDE TO MAJORS AT YESHIVA: MANAGEMENT

Choosing a major can be stressful, but it is important to understand that you can pursue almost any career regardless of which major you choose. While there are some exceptions, most entry-level positions simply require general transferable skills—those that can be learned in one setting and applied in another. Relevant experience through internships and activities is generally more important to employers than a major. It is best to choose an area that you find interesting and where you have the ability to do well.

What is the Management Major?

The Management major at the Sy Syms School of Business offers an interdisciplinary major with an emphasis on managing in a global environment and dealing with the human and organizational issues that face executives in the public, private and non-profit sectors. Beyond the introductory level of material that all business students learn in their core curriculum, students who concentrate in Management develop an integrated understanding of topics such as leadership, organizational behavior, team building, decision making, and strategic planning. Elective opportunities give students the chance to pursue further study in topics such as human resources, compensation, social responsibility, applied research, innovation, and management as applied in real-world settings, both through direct work experiences and through exposure to renowned business leaders.

What can I do with a Major in Management?

Business management is the process of planning, coordinating and controlling a business. The overall task of business management is to successfully address the problems that confront a business in its role as a value-creating organization and to make sure that the organization is operating efficiently. A career in management can extend to many different industries, and can include anything from managing projects to people to materials to operations. Some of the many possible areas include:

Business

- Entrepreneurship
- Product management
- Sales
- Operations
- Customer Relations
- Human Resources (benefits, training & development, compensation, etc.)
- Hotel / Facilities management
- Marketing
- Management consulting
- Real Estate (property management, investments, development)

- Recruiting
- Purchasing/procurement
- Production

Social Services/Nonprofit Organizations

- Nursing home administration
- Nonprofit project management
- Development/fundraising
- Foundation management
- Educational administration

Government and Law

- Law enforcement
- Legislation/policy analysis
- Project management

- Agency management
- Politician
- Mediation
- Probation/parole enforcement

Skills and Abilities

Those interested in working in management should have strong communication skills and be able to establish effective working relationships with many different types of people. They should be detail-oriented, flexible, possess excellent reasoning skills, and be decisive. Managers must be organized and able to coordinate several activities at once. In addition, it is essential that managers are able to quickly analyze and resolve specific problems, and cope with deadlines. Managers assume a great deal of responsibility and should be knowledgeable about the company or organization that they work for in order to make the best decisions for the group as a whole.

The following list provides a sample of the potential skills acquired through study in sociology.

Analysis

- Interpreting data
- Evaluating ideas and theory
- Analyzing information qualitatively and quantitatively
- Reasoning logically
- Understanding components of complex problems

Communication

- Articulating and defending positions
- Writing effectively
- Reading critically
- Presenting alternative explanations
- Understanding and motivating groups
- Preparing reports
- Conveying information

Research and Project Development

- Defining hypotheses
- Planning/designing projects
- Generating ideas
- Gathering data
- Interviewing
- Working with research
- Translating theory into action
- Working as a team member

Human Relations

- Managing / leading groups
- Assessing needs
- Leading projects
- Organizing
- Providing constructive feedback
- Working as part of a team
- Understanding human relationships