



## **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. Students choosing to major in Management specialize in one of two concentrations: Human and Organizational Studies or Entrepreneurship.

The Human and Organizational Studies concentration focuses on the human resource function in organizations. Students gain both skills and knowledge related to employment, placement, compensation, benefits, job analysis, training and development and employee relations. An interdisciplinary background is necessary in this field and students are encouraged to take courses in the behavioral sciences, social sciences and business. This concentration prepares students for careers in human and social capital including human resources departments, management consulting and legal careers.

The Entrepreneurship concentration provides students with the skills and knowledge to launch, build and sustain a new venture or small business. This concentration integrates theory with hands-on practical experience, including creating business plans, field projects within existing small businesses and utilizing faculty mentors from the entrepreneurial business community.

Additionally, students who wish to broaden their understanding of global issues that affect business can tailor their management studies by selecting from a number of international courses. Beyond the required courses in management, the remaining elective courses to complete the major can be selected from any number of international courses. For example, management majors may include international finance, international economics and a course in cross-cultural aspects of international business as part of the overall requirements for their major. Students can also choose to minor in Entrepreneurship.

### **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

- Reading critically
- Presenting alternative explanations
- Understanding and motivating groups
- Preparing reports
- Conveying information

### Communication

- Articulating and defending positions
- Writing effectively

### 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