

# ECONOMICS

## What can I do with this degree?

### AREAS

#### GOVERNMENT

Cost Analysis  
Intelligence  
Foreign Trade Analysis  
Public Administration  
Transportation Management  
Urban Planning

### EMPLOYERS

Government departments involved in agriculture, business, finance, labor, transportation, urban economics, and international trade including: USDA, Department of Commerce, Bureau of Labor and Statistics, the United Nations, and the General Accounting Office

### STRATEGIES

Become active in student government.  
Complete an internship in a government agency.  
Earn a graduate degree in economics, statistics, public administration, or related field for promotion and advancement.  
Become familiar with government hiring practices.  
Develop excellent computer, analytical, and quantitative skills.

#### ECONOMIC MARKET RESEARCH

Research Analysis  
Consulting

Market research firms  
Consumer goods manufacturing firms  
Business firms  
Consulting firms

Supplement curriculum with courses in business, political science, research design, survey design, statistics, and computer science.  
Earn a graduate degree to obtain advanced research and consulting positions.  
Obtain experience in business research.  
Become a student member in related professional associations.  
Get involved in student or community organizations to develop leadership skills.

#### BANKING & FINANCE

Credit Lending  
Operations  
Systems  
Trusts  
Securities  
Sales  
Research

Commercial banks  
Regional banks  
Savings and loan associations  
National and regional brokerage firms  
Discount brokerage houses

Develop a solid background in business including finance, marketing, and accounting.  
Gain experience through part-time, summer, or internship positions in financial service firms.  
Develop strong interpersonal and communication skills in order to work well with a diverse clientele.  
Become the financial officer or treasurer of a campus organization.  
Get involved with an investments club.  
Earn an MBA for positions in investment banking.

AREAS	EMPLOYERS	STRATEGIES
<b><u>INSURANCE</u></b> Underwriting Sales Operations Claims	Insurance firms	Develop strong interpersonal and communication skills. Earn a business minor. Gain sales experience. Participate in campus organizations.
<b><u>HEALTHCARE</u></b> Hospital Management Healthcare Analysis	Private (LLC) corporations US Department of Health Hospitals Health Maintenance Organizations	Earn a master's degree in public health or hospital administration. Gain experience in healthcare through internships.
<b><u>OTHER BUSINESS AREAS</u></b> Management Buying and Purchasing Human Resources Hospitality Sales	Department, grocery, drug, specialty, and variety store chains Hotels, resorts, and tourism councils Restaurants Large corporations	Gain related business experience through internships or jobs. Demonstrate enthusiasm and flexibility. Secure leadership positions in campus organizations. Earn a business minor. Obtain sales experience.
<b><u>TEACHING</u></b>	Colleges and universities Secondary public and private schools	Earn a Ph.D to teach in post-secondary institutions. Gain research experience by assisting a professor. Obtain certification for public school positions. Get experience working with young people. Develop strong public speaking skills.

**GENERAL INFORMATION**

- Choose a career focus and structure curricular and extra-curricular activities to achieve goals.
- Obtain volunteer, part-time, summer, or internship experience to enhance career path. For example, complete a finance-related internship if interested in a career in banking.
- Develop an excellent background in research, statistics, and computers.
- Earn a graduate degree in economics, business, or other related fields for increased marketability.
- Do informational interviewing with professionals to learn more about fields of interest.

# What can I do with this degree?

## ECONOMICS

### Economics Links:

[National Association for Business Economics](#)

[Economists and Marketing Research Analysts from the Occupational Outlook Handbook](#)

[Teachers-Postsecondary from the Occupational Outlook Handbook](#)

### AREAS

#### GOVERNMENT

Cost Analysis  
Intelligence  
Foreign Trade Analysis  
Public Administration  
Transportation Management  
Urban Planning

### EMPLOYERS

Government departments involved in agriculture, business, finance, labor, transportation, urban economics, and international trade including: USDA, Department of Commerce, Bureau of Labor and Statistics, the United Nations, and the General Accounting Office

### STRATEGIES

Become active in student government. Complete an internship in a government agency. Earn a graduate degree in economics, statistics, public administration, or related field for promotion and advancement. Become familiar with government hiring practices. Develop excellent computer, analytical, and quantitative skills.

### AREAS

#### ECONOMIC MARKET RESEARCH

Research Analysis  
Consulting

### EMPLOYERS

Market research firms  
Consumer goods manufacturing firms  
Business firms  
Consulting firms

### STRATEGIES

Supplement curriculum with courses in business, political science, research design, survey design, statistics, and computer science. Earn a graduate degree to obtain advanced research and consulting positions. Obtain experience in business research. Become a student member in related professional associations. Get involved in student or community organizations to develop leadership skills.

## **AREAS**

### **BANKING & FINANCE**

Credit Lending  
Operations  
Systems  
Trusts  
Securities: Sales, Research

## **EMPLOYERS**

Commercial banks  
Regional banks  
Savings and loan associations  
National and regional brokerage firms  
Discount brokerage houses

## **STRATEGIES**

Develop a solid background in business including finance, marketing, and accounting. Gain experience through part-time, summer, or internship positions in financial service firms. Develop strong interpersonal and communication skills in order to work well with a diverse clientele. Become the financial officer or treasurer of a campus organization. Get involved with an investments club.  
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## **AREAS**

### **INSURANCE**

Underwriting  
Sales  
Operations  
Claims

## **EMPLOYERS**

Insurance firms

## **STRATEGIES**

Develop strong interpersonal and communication skills. Earn a business minor.  
Gain sales experience. Participate in campus organizations.

## **AREAS**

### **HEALTHCARE**

Hospital Management  
Healthcare Analysis

## **EMPLOYERS**

Private (LLC) corporations  
US Department of Health  
Hospitals  
Health Maintenance Organizations

## **STRATEGIES**

Earn a master's degree in public health or hospital administration. Gain experience in healthcare through internships.

## **AREAS**

### **OTHER BUSINESS AREAS**

Management  
Buying and Purchasing  
Human Resources  
Hospitality  
Sales

## **EMPLOYERS**

Department, grocery, drug, specialty, and variety store chains  
Hotels, resorts, and tourism councils  
Restaurants  
Large corporations

## **STRATEGIES**

Gain related business experience through internships or jobs. Demonstrate enthusiasm and flexibility. Secure leadership positions in campus organizations.  
Earn a business minor. Obtain sales experience.

## **AREAS**

### **TEACHING**

## **EMPLOYERS**

Colleges and universities  
Secondary public and private schools

## **STRATEGIES**

Earn a Ph.D to teach in post-secondary institutions. Gain research experience by assisting a professor. Obtain certification for public school positions. Get experience working with young people. Develop strong public speaking skills.

## **GENERAL INFORMATION**

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Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2005) UTK is an EEO/AA/Title VI/Title IX/Section 504/ADA/ADEA Employer