What Can I Do With A Major In…

Economics?

Compiled by the staff at the SUNY Oneonta Career Development Center

Introduction

Economics is the study of how effectively society meets it’s human and material needs; produce, distribute, and consume goods and services, and reach decisions about the use of scarce resources. Economic students can develop expertise in monetary policy and financial institutions, international trade and finance, labor and industrial relations, environmental and natural resource economies, government expenditures and taxation, economic history and variety of other fields. Economics is a Social Science focusing on the economic well-being of society.

Functional Skill Set for Economics Majors

- Reading comprehension
- Mathematics & Science
- Different learning strategies
- Research skills
- Active listening
- Critical thinking
- Ability to give advice on business
- Investigative skills
- Oral and written communication
- Active learning
- Computer literacy to deal with and interpret data
- Ability to prepare & write reports
- Illustrate reports with charts, tables, and graphs
- Give investment advice
- Participate in team work effectively
Related Career Titles for Economics Majors:

- Accountant
- Actuary
- Advertising Workers/Manager
- Agricultural Researcher/Economist
- Appraiser
- Auditor
- Bank Manager
- Bank Officer
- Bond Trader
- Budget Consultant
- Business
- Business Forecaster
- Business Manager
- Business Sales
- Chamber of Commerce Analyst
- Chamber of Commerce Manager
- City Manager
- Claims Adjuster
- Claims Agent
- Claims Examiner
- Collection Specialist
- College Teacher
- Commodities Trader
- Commodity-Industry Analyst
- Compensation/Benefits Administrator
- Consultant
- Consumer Affairs/Services
- Consumer Goods Manufacturers Rep
- Controller
- Cost Analyst
- Credit Analyst/Loan Officer
- Demographer
- Economist
- Efficiency Expert
- Employment Forecaster/analyst
- Entrepreneur
- Environment Planner
- Estate Planner
- Financial
• Financial analyst
• Financial Economist
• Financial Officer
• Financial Planner
• Financial Reporter
• Foreign Service Careers
• Fund-Raising Director
• Geographer
• Government
• Government Administrator
• Healthcare Administrator
• Historian
• Home Economist
• Hospitality Manager
• Import-Export Agent
• Industrial Economist
• Industrial Labor Relations Director
• Industrial Transportation Specialist
• Industrial/Institutional Buyer
• Information Scientist
• Institutional Research Director
• Insurance Agent/Broker
• Insurance Claims Adjuster
• Intelligence Specialist
• Internal Revenue Agent
• Internal Revenue Investigator
• International – Trade Economist
• Investment Analyst
• Job Analyst
• Journalist
• Labor Arbitrator
• Labor Economist
• Labor Relations Consultant
• Labor Relations Specialist
• Labor Union Business Agent
• Lawyer
• Legislative Analyst
• Litigation Analyst
• Loan Officer
• Loan Processor
• Loan Review Officer
• Lobbyist
• Management Consultant/Analyst
- Management Trainee
- Manager
- Manager, Business
- Manager, Financial Institution
- Manager, Sales
- Manpower Director
- Market Research Analyst
- Marketing Researcher
- Peace Corps/Vista Volunteers
- Personnel Manager
- Placement Director
- Political Scientist
- Politician
- Populations Studies Analyst
- Price Economist
- Property Manager
- Public Administrator/Manager
- Public Utilities Manager
- Purchasing Agent
- Purser
- Real Estate Agent
- Real Estate Agent/Broker
- Regulatory Analyst
- Reporter
- Research Assistant
- Retail Sales Manager
- Sales Worker, Security and Finance Services
- Securities Trade/Broker
- Special Agent/FBI
- Statistician
- Stockbroker
- Systems Analyst
- Tax Economist
- Tax Economist
- Teacher
- Teacher, High School, Secondary School
- Technical Writer
- Trade Specialist
- Transportation Specialist
- Treasurer, Financial Institution
- Treasury Management Specialist
- Trust officer
- Underwriter
Some Organizations that Typically Employ Economics Majors:

- Advertising Depts. and Firms
- Analysis/Forecasting Companies
- Banks, Savings/Commercial Lending
- Brokerage Houses
- Business & industry
- Business Corporations
- Chambers of Commerce
- Civic and Taxpayer Associations
- Colleges/Universities
- Consulting Firms
- Consumer Organizations
- Dept. of Labor
- Economic Research Firms
- Educational Institutions
- Educational Institutions
- Federal and State Government
- Federal Reserve System
- Financial Institutions
- Fund-raising Firms
- Govt. Agencies
- Industries, Manufacturing
- Insurance Companies
- Insurance companies
- International organizations
- Investment Firms
- Labor Unions
- Lobbying Organizations
- Magazines, Newspapers
- Market Research Firms
- Market Research houses
- Personnel Departments
- Pharmaceutical Companies
- Political Action Groups
- Professional/Technical Publications
- Public Relations Firms
- Public Schools
• Publishers
• Real Estate Firms
• Research and Development Firms
• Trade Association
• Trade Labor Organizations
• Trade/Labor Organizations
• Utility Companies

**Start a Strategic Plan**

Plan on graduate degree for advancement.
Acquire advanced sophisticated math and statistical knowledge.
Develop ability to think in theoretical terms and apply to practical situations.
Gain experience through an internship.

**Professional Organizations and Associations for Economics Majors**

American Economic Association  
2014 Broadway  Suite 305  
Nashville TN  37203-2418  
[http://www.vanderbilt.edu/AEA](http://www.vanderbilt.edu/AEA)

National Assn. For Business Economics  
1233 20th St. NW  Suite 505  
Washington DC  20036-2304  
[http://www.nabe.org](http://www.nabe.org)

Committee on the Status of Women in the Economics Profession  
Denison University, Dept. of Economics  
Granville OH  43023


Association for Evolutionary Economics – [http://www.orgs.bucknell.edu/afee/](http://www.orgs.bucknell.edu/afee/)

National Association for County Community and Economic Development  


North Carolina Association of Mortgage Professionals – www.ncmortgage.org/

North Carolina Association of Community Development Corporations
http://www.ncacdc.org/


Revised 12-1-10
# ECONOMICS

## What can I do with this major?

<table>
<thead>
<tr>
<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GOVERNMENT</strong></td>
<td>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</td>
<td>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.</td>
</tr>
<tr>
<td><strong>ECONOMIC MARKET RESEARCH</strong></td>
<td>Market research firms Consumer goods manufacturing firms Business firms Consulting firms</td>
<td>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.</td>
</tr>
<tr>
<td><strong>BANKING &amp; FINANCE</strong></td>
<td>Commercial banks Regional banks Savings and loan associations National and regional brokerage firms Discount brokerage houses</td>
<td>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.</td>
</tr>
<tr>
<td>AREAS</td>
<td>EMPLOYERS</td>
<td>STRATEGIES</td>
</tr>
<tr>
<td>---------------------</td>
<td>-----------------------------------------------</td>
<td>----------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>INSURANCE</td>
<td>Insurance firms</td>
<td>Develop strong interpersonal and communication skills.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Earn a business minor.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gain sales experience.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Participate in campus organizations.</td>
</tr>
<tr>
<td></td>
<td>Underwriting</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sales</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Operations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Claims</td>
<td></td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td>Private (LLC) corporations</td>
<td>Earn a master's degree in public health or hospital administration.</td>
</tr>
<tr>
<td></td>
<td>US Department of Health Hospitals</td>
<td>Gain experience in healthcare through internships.</td>
</tr>
<tr>
<td></td>
<td>Health Maintenance Organizations</td>
<td></td>
</tr>
<tr>
<td>OTHER BUSINESS AREAS</td>
<td>Department, grocery, drug, specialty, and variety store chains</td>
<td>Gain related business experience through internships or jobs.</td>
</tr>
<tr>
<td></td>
<td>Hotels, resorts, and tourism councils</td>
<td>Demonstrate enthusiasm and flexibility.</td>
</tr>
<tr>
<td></td>
<td>Restaurants</td>
<td>Secure leadership positions in campus organizations.</td>
</tr>
<tr>
<td></td>
<td>Large corporations</td>
<td>Earn a business minor.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Obtain sales experience.</td>
</tr>
<tr>
<td>TEACHING</td>
<td>Colleges and universities</td>
<td>Earn a Ph.D to teach in post-secondary institutions.</td>
</tr>
<tr>
<td></td>
<td>Secondary public and private schools</td>
<td>Gain research experience by assisting a professor.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Obtain certification for public school positions.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Get experience working with young people.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Develop strong public speaking skills.</td>
</tr>
</tbody>
</table>
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.