Business Management programs teach the tools necessary to manage and grow a profitable business. It will prepare students to plan, organize, direct, and control the functions and processes of a firm or organization. Students will study management theory, human resources management and behavior, accounting and other quantitative methods, purchasing and logistics, organization and production, marketing and business decision-making. Individuals will receive a broad background in administration, personnel supervision, marketing, accounting, business law, computer applications and management planning. They will also learn basic management and business principles, business communication, and interpersonal skills. Students may study capitalization and investment, taxation, e-commerce, and home business operations. Further training may be required throughout this career, especially as preparation for promotion into management positions.

Programs at Montana State University are designed to increase your ability to effectively interact with executives, employees, customers, suppliers and other stakeholders. Graduates will have the skills to: conduct interviews and recruit staff for a company; identify ways to improve productivity in manufacturing operations; prepare a presentation to investors considering funding a start-up company; help develop, fine-tune and implement a management information system to improve decision making; organize a multi-disciplinary team of technical and sales personnel for a new product rollout.

Characteristics associated with success in this major include a desire to be a part of the overall function of an organization, good decision-making strategies, the ability to understand statistical concepts and data, and excellent computer skills.

Occupations in this field require the ability to:
- Be analytical and logical
- Be service oriented
- Solve problems creatively
- Be persuasive in presenting your ideas
- Be skilled in written and oral communication
- Conduct interviews and recruit staff for a company
- Establish personal relationships to oversee and motivate staff and clients
- Identify ways to improve productivity in manufacturing operations
- Prepare a presentation to investors considering funding a start-up company
- Help develop, fine-tune and implement a management information system to improve decision making
- Organize a multi-disciplinary team of technical and sales personnel for a new product rollout
- Be a leader
- Work successfully with others

Related occupations include:
- Job Analyst
- Hotel/Motel Manager
- Importer/Exporter
- Insurance Risk Manager
- Human Resources Manager
- Management Consultant
- Management Analyst
- Human Resources Recruiter
- Volunteer Coordinator
- Director (Industrial Relations)
- Employment Interviewer
- Sales/Marketing Manager
- Employee Benefits Manager
- Compensation Manager
- Labor Relations Specialist
- Training/Education Manager
- Insurance Underwriter
- Retail Store Manager
- Office Manager
- Account Executive (Advertising)
- Advertising Manager
- Airport Manager
- Buyer
- City Manager
- Contract Administrator
- Budget Analyst
- Operations Research Analyst
- Sports/Athletics Manager
- Financial Planner
- Logistics Manager
- Securities Manager
- Bank Branch Manager
- Investment Analyst
Account Executive- Reed Sendecke, Inc.  
Acquisitions Manager- United States Air Force  
Administrative Contractor- US Geological Survey  
Marketing Analyst-Trade Risk Guarantee  
Administrative Assistant/Office Manager- Raymond James Financial Services  
Admissions Advisor- American InterContinental University  
Advertising/Sales- 104.5 FM; Lee Enterprises/The Missoulian  
Analyst- Anderson Consulting  
Advertising Sales Coordinator- Bozeman Daily Chronicle  
APD Auto Claims Adjuster- Farmers Insurance  
Sales Associate- Trade Risk Guarantee  
Credit Officer- Northwest Farm Credit Services  
Sales Manager- Universal American  
Wholesale Sales- Printing For Less  
Management Trainee- First Interstate Bank  
Sales- Zanne Incorporated  
Loan Officer/Credit Analyst- Montana Livestock Ag Credit Incorporated  
Financial Representative- American General Financial Services  
Manager- Cook Work  
Business Manager- Kiewit Construction  
Estimator/Accounts Payable- Diamond Construction Inc.  
Web Manager- Montana Gift Corral  
Project Coordinator- SGI  
President of Marketing- Gotobilling Inc  
Human Resources Specialist- Murodoh’s  
Financial Representative- Northwestern Mutual Financial Network  
Direct Hire Consultant- RX Pro Health  
Business Development Manager- RightNow Technologies  
Manager/Sales Associate- Cabelas, BAC  
Client Service Professional- H&R Block  
Marketing Manager- Yellowstone Club  
Customer Service Specialist- Nemont Telephone Cooperative  
Sales Representative- Resort Closing  
Operations Assistant- Luggage Pros  
Executive Team Leader- Target  
Corporate Administrative Assistant- Universal Athletic  
Forestry Technician- USDA Forest Services-MT  

**Salary averages of survey respondents (# of respondents in parentheses):**

<table>
<thead>
<tr>
<th>Year</th>
<th>MT Salary</th>
<th>Out of State</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$31,848</td>
<td>Insufficient Data</td>
</tr>
<tr>
<td>2009</td>
<td>$29,524</td>
<td>Insufficient Data</td>
</tr>
<tr>
<td>2008</td>
<td>$36,025</td>
<td>Insufficient Data</td>
</tr>
<tr>
<td>2007</td>
<td>$35,993</td>
<td>Insufficient Data</td>
</tr>
</tbody>
</table>

*Insufficient Data: Each year the Career, Internship & Student Employment Services Office at Montana State University conducts a survey to determine placement rates and salary survey information from recent MSU graduates. Graduates were requested to participate in the survey to provide relevant information regarding the transition from college to career/graduate school. At times, there are limited or no respondents. Statistics, therefore, are not always based upon the response of the total sample group and are sometimes listed as “Insufficient Data”.

**Graduates from this program entered programs of further education at these institutions:**

- University of Montana
- University of Oregon
- American University
- University of Colorado
- Boston University
- University of Tulsa
- University of Utah
- Purdue University

**Other Sources of Information:**

- United States Small Business Administration: www.sba.gov
- National Management Association: www.nma1.org
- State of Montana Department of Commerce (Business Resources Division): http://businessresources.mt.gov
- College of Business – Montana State University: www.montana.edu/cob
- Association of Management Consulting Firms: www.amcf.org
- College of Business MSU: www.montana.edu/cob

---

2 Montana State University College of Business
3 Montana State University Career & Internship Services
4 Number of graduates/number of respondents: 2007: 79/51; 2008: 56/46; 2009: 35/29; 2010: 42/38