

Business-Management?

Business Management programs¹ teach people the tools to manage and grow a profitable business. It will prepare you to plan, organize, direct, and control the functions and processes of a firm or organization. You 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, and computer applications and management planning. You will also learn basic management and business principles, business communication, and interpersonal skills. You may study capitalization and investment, taxation, e-commerce, and home business operations.

Further training may be required throughout your career, especially as preparation for promotion into management positions.

Programs at Montana State University² provide graduates with the tools to manage and grow a profitable business. Classes 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 success¹ in this major include a desire to be a part of the overall function of an organization, have good decision-making strategies, able to understand statistical concepts and data, and excellent computer skills.

Occupations in this field require the ability to²:

- be analytical and logical
- be service oriented
- enjoy thinking creatively and solving problems
- be persuasive in presenting your ideas
- be skilled in written 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
- have the ability to work successfully with others
- be a logical thinker who likes to solve problems
- be able to communicate clearly and persuasively
- have good computer skills

Related occupations include¹:

- 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
- Funeral Director
- Employee Benefits Manager
- Compensation Manager
- Labor Relations Specialist
- Training/Education Manager
- Human Resources Clerk
- Insurance Underwriter
- Retail Store Manager
- Market Research Analyst
- Office Manager
- Account Executive (Advertising)
- Advertising Manager
- Airport Manager
- Business Agent
- Buyer
- City Manager
- Association Executive
- Financial Manager
- Contract Administrator
- Budget Analyst
- Operations Research Analyst
- Sports/Athletics Manager
- Financial Planner
- Logistics Manager
- Security Manager
- Bank Branch Manager
- Investment Analyst

MSU graduates (Bachelor's degree) were hired in the following selected fields³:

Account Executive – Reed Sendeke, Inc.
Acquisitions Manager – United States Air Force
Administrative Contractor – US Geological Survey

Admissions Advisor – American InterContinental University
Advertising/Sales – 104.5 FM; Lee Enterprises/The Missoulian
Analyst – Anderson Consulting

What Can I Do With a Major In...

Business-Management?

Assistant General Manager – Fairfield Inn
Assistant Manager – Big Sky Mobile Catering; Hampton Inn
Assistant Project Manager – MacDonald Miller
Associate Buyer – Big R
Bank Examiner Trainee – State of Montana
Bank Teller – Wells Fargo
Branch Manager of Banks - Wachovia USA
Business Accountant – Dei Zinno Thompson
Business Development Associate – Halliburton Energy Service
Business Manager – JE Soars, Inc.; Kiewit Construction; Prism Plastics
Buyer – Boeing
Commercial Sales – ATEC
Competitor Financial Analyst – Boeing
Coordinator for International Relations – Kumamoto City Hall International Exchange Division
Courier – FedEx
Credit & Service Manager – Wells Fargo Financial
Customer Care Consultant – Pulte Homes
Customer Service Rep – Farm Bureau Insurance; First Interstate Bank
Dealer Management Trainee – Barrier Motors
Director of Coaching Services – Steve Dudley Associates
District Manager – Independent Record
Equipment Installer – Kurtis Restaurant Supply
Escrow Assistant – American Land Title Company
Field Services Rep – First Interstate Bank; Idaho State Insurance Fund
Financial Advisor – Morgan Stanley; Northern Rockies Financial Group
Financial Analyst – Boeing; Veco Alaska
Front Desk Associate – Courtyard-Marriott
Human Resource Manager – Park County
Industrial Engineering Analyst – Boeing
Insurance Sales – First West
International Inside Sales/Customer Support - Eaton Corporation
Inventory Manager – Kenyon Noble Lumber Co.
Investment Operations – Northwestern Mutual

IS Tech Support – Heritage Propane Corp.
IT Management Trainee – Boeing
Land Acquisition Analyst – Pulte Homes
Legislative Correspondent – Senator Max Baucus
Loan Assistant – Big Sky Western Bank
Management Analyst – US Geological Survey
Management Assistant – Blue Rock Products
Management Information Accountant – JCCS
Management Trainee – Enterprise Rent-a-Car; Sherwin-Williams
Management Training – Wingate Inn
Manager – Blockbuster Video; Quiznos
Marketing Director - Prudential
Merchandise Manager – JC Penney Co.
National Accounts Manager – 84 Lumber Company
Nurse Recruiter and Retention Specialist – Saint Vincent Health Care
Office Administrator– Computer-Compliance, Inc.; Industrial Automation Consulting, Inc.; Minsenco, Inc.
Office Manager – Coldwell Banker RCI Realty
Personal Banker – Stockman Bank
Pharmaceutical (comprehensive care) Sales – Zeneca Pharmaceuticals
Program Specialist – Montana Seed Growers
Production Manager – Rocky Mountain Furniture
Production Supervisor – Hormel Foods; Lamb-Weston
Property Manager - Hilton Head Properties; Leave it to Lisa
Restaurant Manager – Famous Dave's
Retail Manager – Runners Edge
Sales and Marketing Liaison – Visual Apex
Sales Associate/Representative/Specialist – Big Look Graphics and Displays; Gallo Wines; Holland America Tours; Pulte Homes; Rex TV and Appliance; Terrell's Office Machines; Wellson Group, Inc.
Service Advisor – Simpson Honda
Small Business Consultant – Montana State University
Small Business Owner
Special Projects/Development Officer – Montana Farm Bureau

Salary averages of survey respondents (# of respondents in parentheses):³

2007: MT: \$35,993 (33) Out of State: \$37,684 (9)
2006: MT: \$28,103 (17) Out of State: \$41,360 (6)
2005: MT: \$28,181 (23) Out of State: \$41,855 (15)
2004: MT: \$25,557 (18) Out of State: \$26,890 (4)

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

University of Idaho	University of Washington	Thunderbird School of Global Management
The Moore School of Business	University of Minnesota	Babson College
University of Montana	University of Oregon	

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
US Office of Personnel Management: www.opm.gov
Association of Management Consulting Firms: www.amcf.org

For more information contact:



MONTANA
STATE UNIVERSITY

Career, Internship, &
Student Employment
Services

Montana State University
125 Strand Union Building
Bozeman, MT 59717
(406) 994-4353
www.montana.edu/careers/

¹University of Oregon. 2007. Created by intoCareers, a unit of the University of Oregon. Montana information Montana Career Information System. Discover: 2008 by ACT, Inc.

²Montana State University College of Business

³Montana State University Career & Internship Services

Number of graduates/number of respondents: 2004: 52/30; 2005: 75/51; 2006:66/38; 2007: 79/51