

## What can I do with a major in *Economics*?

### Overview

- Economics as a discipline has become quite popular in recent years. This may be due to the breadth of issues and fields that economists study. Some of these important issues include globalization, health care, income inequality and social security. On top of issues that economists deal with, there is also some overlap in academic fields that relate to economics. Economics uses insights from political science and psychology, and provides a novel perspective on fields like history, religion and law. There are many possibilities with an economics major.

- Economics is a dynamic discipline that studies how individuals relate to one another and society in the face of scarce resources in order to improve well-being. Economics is a way of thinking—it uses logical thought and quantitative analysis to approach these issues in a rigorous way. In studying economics at St. Norbert, you will learn a new way of looking at the world in which you live.

### Career Titles

▪ Account Executive	▪ Estate Planner	▪ Mortgage Specialist
▪ Accountant	▪ FBI/CIA Agent	▪ Operations Manager
▪ Accounts Payable Analyst	▪ Financial Aid Director	▪ Paralegal
▪ Activist	▪ Financial Analyst	▪ Peace Corps Volunteer
▪ Actuary	▪ Financial Economist	▪ Pension Funds Administrator
▪ Affirmative Action Representative	▪ Financial Planner	▪ Personnel Manager
▪ Alumni Affairs Director	▪ Financial Reporter	▪ Political Campaign Organizer
▪ Appraiser	▪ Financial Risk Consultant	▪ Political Scientist
▪ Asset/Liability Manager	▪ Foreign Service Officer	▪ Politician
▪ Assistant Controller	▪ Forensic Economist	▪ Population Studies Analyst
▪ Auditor	▪ Geographer	▪ Portfolio Analyst
▪ Bank Examiner	▪ Government Administrator	▪ Pricing Analyst
▪ Bank Officer	▪ Healthcare Administrator	▪ Professor
▪ Benefits Administrator	▪ Hedge Fund Manager	▪ Property Manager
▪ Bond Trader	▪ Historical Researcher	▪ Public Administrator
▪ Broker	▪ Hospitality Manager	▪ Public Opinion Pollster
▪ Budget Analyst	▪ Housing Development Aide	▪ Public Relations Specialist
▪ Business Forecaster	▪ Human Resources Specialist	▪ Public Utilities Manager
▪ Business Manager	▪ Import-Export Agent	▪ Purchasing Agent
▪ Buyer	▪ Industrial Buyer	▪ Rate Analyst
▪ Campaign Manager	▪ Industrial Economist	▪ Real Estate Agent/Broker
▪ Chamber of Commerce Analyst	▪ Industrial Labor Relations Director	▪ Regulatory Analyst
▪ City Planner	▪ Industrial Market Analyst	▪ Revenue Officer
▪ Claims Adjuster	▪ Industrial Transportation Specialist	▪ Securities Analyst
▪ Claims Examiner	▪ Information Scientist	▪ Securities Broker
▪ Commodities Trader	▪ Institutional Research Director	▪ Securities Trader
▪ Community Development Planner	▪ Insurance Agent/Broker	▪ Statistical Analyst
▪ Compensation Analyst	▪ Internal Revenue Agent	▪ Statistician
▪ Conciliator	▪ International Banking Analyst	▪ Stockbroker
▪ Congressional Aide	▪ International Trade Specialist	▪ Systems Analyst
▪ Consultant	▪ Investment Analyst	▪ Systems Design Analyst
▪ Consumer Affairs Director	▪ Investment Banking Analyst	▪ Tax Auditor
▪ Consumer Credit/Loan Officer	▪ Investment Counselor	▪ Tax Consultant
▪ Contract Administrator	▪ Journalist	▪ Tax Economist
▪ Controller	▪ Labor Arbitrator	▪ Tax Preparer
▪ Cost Analyst	▪ Labor Economist	▪ Teacher
▪ Credit Analyst	▪ Labor Relations Specialist	▪ Technical Writer



OFFICE OF  
**CAREER & PROFESSIONAL**  
 DEVELOPMENT

▪ Credit Risk Analyst	▪ Labor Union Business Agent	▪ Trade Specialist
▪ Customer Service Representative	▪ Lawyer	▪ Transportation Specialist
▪ Demographer	▪ Legislative Assistant	▪ Treasury Management Specialist
▪ Economic Forecaster	▪ Litigation Analyst	▪ Trust Officer
▪ Economic Geologist	▪ Loan Officer	▪ Underwriter
▪ Economics Teacher	▪ Lobbyist	▪ Urban Planner
▪ Economist	▪ Management Consultant	▪ Wage and Salary Administrator
▪ Efficiency Expert	▪ Manpower Planner	▪ Water Reclamation Specialist
▪ Entrepreneur	▪ Market Research Analyst	▪ Welfare Program Reviewer
▪ Equity Trader		

### Employers

▪ Accounting Firms	▪ Department of State	▪ Labor Unions
▪ Advertising Firms	▪ Department of the Treasury	▪ Law Firms
▪ Banks	▪ Department of Transportation	▪ Lobbying Organizations
▪ Brokerage Houses	▪ Economic Development Council	▪ Local, State, Federal Government
▪ Bureau of Economic Analysis	▪ Economic Research Firms	▪ Magazines, Newspapers
▪ Business Journals / Publishers	▪ Educational Institutions	▪ Market Research Firms
▪ Campaign Headquarters	▪ Environmental Protection Agency	▪ Pharmaceutical Companies
▪ Chambers of Commerce	▪ FBI	▪ Political Action Groups
▪ CIA	▪ Federal Reserve System	▪ Professional/ Technical Publications
▪ City Hall	▪ Federal Trade Commission	▪ Public Relations Firms
▪ Civic and Taxpayer Associations	▪ Health Maintenance Organizations	▪ Publishers
▪ Collection Agencies	▪ Hospitals/ Healthcare Agencies	▪ Real Estate Firms
▪ Colleges/Universities	▪ Hotels, Resorts, Tourism Councils	▪ Research & Development Firms
▪ Consulting Firms	▪ Import/ Export Firms	▪ Restaurants
▪ Consumer Organizations	▪ Insurance Companies	▪ Retailers
▪ Credit Unions	▪ Internal Revenue Service	▪ Securities and Exchange Commission
▪ Department of Agriculture	▪ International Organizations	▪ Trade Associations
▪ Department of Labor	▪ Investment Firms	▪ Utility Companies

### Skills

▪ Ability to give advice on business	▪ Explain complex concepts and theories to others	▪ Observe keenly and makes appropriate decisions
▪ Ability to prepare and write reports	▪ Forecasting and calculating	▪ Oral and written communication
▪ Ability to present/ summarize research findings	▪ Gather and analyze data	▪ Organizational skills
▪ Ability to trace problems to their sources	▪ Give investment advice	▪ Participate in team work effectively
▪ Ability to work self-directedly	▪ Illustrate reports with charts, tables, and graphs	▪ Policy making
▪ Active listening	▪ Initiate projects or ideas	▪ Possess a strong background in economics theory and econometrics
▪ Analytical thinking	▪ Interpersonal communication	▪ Possess proficiency for accurate details
▪ Communicate results of analysis to economists and non-economists	▪ Investigative skills	▪ Prepare reports
▪ Computer literacy	▪ Knowledge of statistical computer programs	▪ Presentation abilities



- 
- |   |  |   |
|---|--|---|
| ▪ Critical thinking and quantitative analysis | ▪ Manage time, energy, and resources effectively | ▪ Research skills                           |
| ▪ Decision-making                             | ▪ Meet deadlines                                 | ▪ Write clear and concise technical reports |
| ▪ Designing projects                          |  |   |
- 

### **Salary**

NACE (National Association of Colleges and Employers) Summer 2012 Salary Survey Average Offers:

- **Economics (Business/Managerial) Bachelor's Degree: \$54,507**
- 

**The job titles and employers listed below are a sample of the results from the annual St. Norbert College Career Services graduate follow-up survey for the Classes of 2003-2010.**

### **Graduate Information: Job Titles**

- 
- |                               |                         |                       |
|-------------------------------|-------------------------|-----------------------|
| ▪ Credit Analyst              | ▪ Office Administrator  | ▪ Project Coordinator |
| ▪ Demand Planner              | ▪ Pricing Analyst       | ▪ Underwriting Intern |
| ▪ Home Mortgage Consultant    | ▪ Production Accountant |                       |
| ▪ Inside Sales Representative | ▪ Production Manager    |                       |
- 

### **Graduate Information: Employers**

- 
- |                            |                |                   |
|----------------------------|----------------|-------------------|
| ▪ Christmas Across America | ▪ KI           | ▪ Roundy's        |
| ▪ Eggers Industries        | ▪ Nicolet bank | ▪ Schreiber Foods |
| ▪ Elite Marble Co.         | ▪ PTC Alliant  | ▪ Wells Fargo     |
| ▪ Humana Dental            |                |                   |
-