

# Economics

## Typical Career Fields:

*Economics* (projected growth 8%-14%)

- Specialty Areas
- Research & Analysis
- Environmental
- International
- Planning
- Advising
- Consulting
- Economic Development

*Finance* (projected growth 15%-21%) ☀

- Financial Analysis
- Commercial/Retail/Consumer Banking
- Credit Analysis
- Lending
- Mortgage Loans
- Operations
- Market Research

*Insurance* (projected growth 8% - 14%)

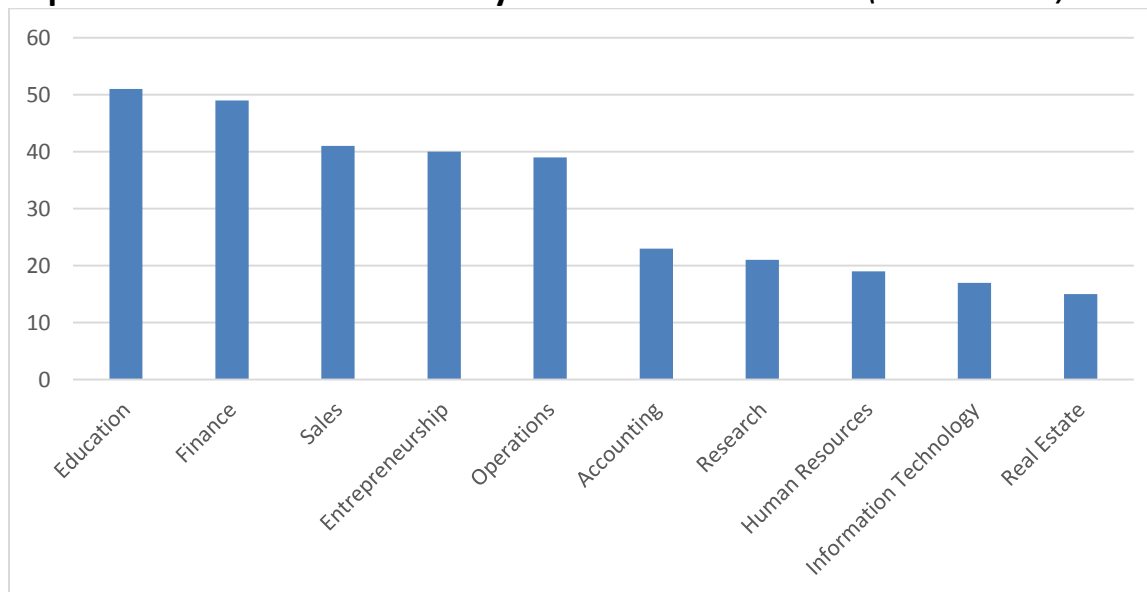
- Sales
- Claims
- Risk/Asset Mgt.
- Customer Service
- Actuarial Science

*Education* (projected growth 8% - 14%)

- Teaching (postsecondary)
- Research

☀ = Bright Outlook      Source: O\*NET

## Top Ten Career Fields Chosen by ESU Economics Grads: (Source: LinkedIn)



## Where Our Grads Go (top ten):

- Sprint
- PwC
- Walmart
- CenturyLink
- Keller Williams Realty, Inc.
- Accenture
- Northwestern Mutual
- Cerner Corporation
- UPS
- American Family Insurance

View a list of required courses for this major at <http://www.emporia.edu/sac/list-of-majors.html>.

Career Services

[career@emporia.edu](mailto:career@emporia.edu)

620-341-5407

[www.emporia.edu/careerservices](http://www.emporia.edu/careerservices)

## **Economics Majors**

Strategies on how to become more marketable at graduation

### **Economics** (Data Collection, Research, Forecasting, Consulting, Public Finance)

- Most economics positions in the private sector require a master's or doctoral degree. Plan to specialize at the graduate level.
- Some entry level positions such as Research Assistant or Economics Assistant are available in government agencies for candidates with bachelors degrees, but more opportunities and the potential for advancement are available for candidates with graduate degrees.
- Approximately 50% of economists work for the federal government.
- Economists can specialize in a particular industry such as healthcare, transportation, or energy. Nearly all industries employ economists.
- Develop excellent quantitative, analytical, and computer skills along with the ability to communicate data and findings to people with less technical backgrounds.
- Supplement undergraduate curriculum with courses in math, statistics, computer science, business, and political science.
- Gain experience with survey design and working with large amounts of data.
- Become adept at making reports, creating charts and graphs, and writing findings clearly.
- Complete an internship with a government agency or market research firm.
- Join student professional organizations and read journals to understand the industry.

### **Banking and Finance** (Financial Analysis, Trust Services, Lending, Commercial Banking)

- Build a solid background in business including finance, accounting, and marketing.
- Gain experience through part-time, summer, or internship positions in a bank or financial services firm.
- Develop strong interpersonal and communication skills in order to work well with a diverse clientele.
- Serve as treasurer for student organizations.
- Get involved with investment clubs.
- Earn an MBA for positions in investment banking.

### **Insurance** (Claims, Underwriting, Risk Management, Loss Control, Actuarial Science)

- Complete an internship with an insurance agency.
- Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many entry-level positions exist in these areas.
- Initiative and sales ability are necessary to be a successful agent or broker.
- For actuary science, take additional courses in statistics and mathematics. Plan to take a series of actuarial exams to gain licensure from either the Society of Actuaries or the Casualty Actuarial Society. The type of insurance you deal with will determine which path to pursue. Most actuaries take these exams while working full-time, and the process takes several years.

### **Sales** (E-Commerce, Financial Services, Industrial Sales, Consumer Product Sales)

- Seek leadership positions in campus organizations.
- Work for the campus newspaper, directory, or radio station selling advertisements.
- Become highly motivated and well-organized.
- Develop a strong commitment to customer satisfaction.
- To deliver effective customer service, develop problem solving skills, self-confidence, assertiveness, and empathy.
- Learn to work well under pressure and to be comfortable in a competitive environment.
- Prepare to work independently and to be self-motivated. Plan to work irregular and/or long hours.
- Learn to communicate effectively with a wide range of people. Supplement curriculum with classes in interpersonal communication and public speaking.