

*What can I do with a major in...*

# Economics

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## GENERAL DESCRIPTION

The discipline of economics is as broad as it is exciting. Far from being simply the study of business, economics is a method of analyzing human behavior in environments characterized by scarcity. Inflation, unemployment, the energy crisis, environmental problems, poverty, discrimination, economic growth and development, marriage and childbearing, and the proper role of government in society are only a sample of the issues with which economists grapple.

Most economics graduates do not become professional economists. But an economics degree qualifies one for work in nearly all areas of business and public service. For example, UMW graduates have found positions in economic and business consulting, banking and finance, as well as a variety of federal and state government agencies. In addition, the analytical background acquired from studying economics provides excellent preparation for graduate school, law or other professional programs such as the Master of Business Administration, and UMW graduates have pursued each of these opportunities.

Employment opportunities can be enhanced by taking additional courses in statistics, mathematics, computer science, and accounting. Graduate study is usually necessary for college teaching and research.

The job titles and hiring institutions which follow are meant to give you an idea of the careers available to economics majors, however many other possibilities also exist. You are encouraged to explore all career paths that interest you.

## POTENTIAL JOB TITLES

Actuary	Government administrator
Administrative officer (federal, state, county, municipal)	Import-export agent
Advertising manager	Industrial economist
Auditor	Insurance agent/broker
Business forecaster	Intelligence specialist
Buyer	Labor relations supervisor
Chamber of Com. analyst	Lawyer
Commodities analyst/trader	Market research analyst
Computer programmer	Personnel manager
Consumer affairs director	Public relations
Credit and collection manager	Public survey interviewer
Customs officer	Real estate agent/broker
Data communications supv & technician	Reserve officer
Demographer	Sales manager
Economist (financial, industrial, labor, price, tax)	Securities trader (financial)
Economic research assistant efficiency expert	Statistician
Employment research & planning director	Stockbroker
Financial planner	Systems analyst teacher
Financial/investment analyst	Technical writer
	Trust officer, bank
	Treasury management specialist
	Wage/salary administrator

## REPRESENTATIVE HIRING INSTITUTIONS

Advertising agencies and departments  
Banks and investment firms  
Business corporations and industries  
Chamber of Commerce  
Civic and taxpayers associations  
Colleges, schools, and educational institutions  
Employment agencies  
Government agencies

Insurance companies  
Labor unions  
Magazines, newspapers and periodicals  
Management consulting firms  
Market research departments and firms  
Personnel departments  
Public relations firms  
Trade associations

## WHERE DO UMW ECONOMICS MAJORS GO?

### EMPLOYERS/INTERNSHIP SITE

- Meals on Wheels Association of America
- NERA Economic Consulting
- Navy Federal Credit Union
- Tecolote Research
- St. Joseph's Villa
- SAIC
- Wachovia, a Wells Fargo Company

### GRADUATE SCHOOLS

- American University, Master of Arts in Anthropology
- Georgetown University, MTM in Technology Management
- Marymount University, MBA in Finance
- University of Bradford in England, Master's degree in Archaeological Science
- University of North Carolina at Chapel Hill, Master of Arts in Folklore
- University of North Carolina at Chapel Hill, Master of Science in Library/Information Science
- University of Virginia

## FOR MORE INFORMATION CONTACT

1. American Economic Association: [www.vanderbilt.edu/AEA](http://www.vanderbilt.edu/AEA)
2. Econometric Society: [www.econometricsociety.org](http://www.econometricsociety.org)
3. American Academy of Actuaries: [www.actuary.org](http://www.actuary.org)
4. National Association for Business Economists: [www.nabe.com](http://www.nabe.com)
5. VEDA (Virginia Economic Developers Association): [www.goveda.org](http://www.goveda.org)

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