

# Career Profile for Business Management, Project Management & Retail Management

[www.mc.maricopa.edu](http://www.mc.maricopa.edu)

**General Program Description:** The Associate in Applied Science (AAS) in Business Management prepares students to work in Business Management, Project Management, or a Retail Management. As business becomes more complex, organizations increasingly rely on management professionals to help them remain competitive amidst these multifaceted changes. They seek to increase productivity, improve profitability, enhance quality, and beat the competition. If you crave variety and enjoy fast paced environments, then you can lead the rest of the organization into the future. The AAS degree in Business Management is designed to give you the competency and tools necessary to successfully meet the need for frontline organization leadership. **Certificates of Completion (CCL)** also offered in **Salesmanship, Small Business, Marketing, International Business and Real Estate.**

**State and National Certification:** Although certification is not required for industrial production manager jobs, it may improve job prospects. Certification in Production and Inventory Management (CPIM), is offered by the Association for Operations Management and requires passing a series of exams. The American Society for Quality offers the Certified Manager of Quality/Organizational Excellence (CMQ/OE) credential. The certified Foodservice Management Professional (FMP) designation is a measure of professional achievement for food service managers, and although not a requirement for employment or nor advancement.

**Advancement options:** Industrial production managers with a proven record of superior performance may advance to plant manager or vice president for manufacturing. Others transfer to jobs with more responsibilities at larger firms. Opportunities also exist for managers to become consultants. Willingness to relocate often is essential for advancement to management positions with greater responsibility. Managers typically advance to larger or more prominent establishments or regional management positions within franchise operation and some may open their own establishments.

**Projected Job Growth:** The need for qualified management experts is expected to grow faster than average through 2014. Food service manager jobs are expected to grow 5 percent, or more slowly than the average for all occupations through 2016. However, job opportunities should be good because, in addition to job growth, many more openings will arise from the need to replace managers who leave the occupation. Employment of industrial production managers is expected to decline moderately by 6 percent over the 2006-2016 decade, mirroring the overall decline in manufacturing employment. Some declines will result from manufacturing plants moving abroad, but domestic production in manufacturing is expected to continue to increase.

Location	Pay Period	Bureau of Labor Statistics - 2006 Salaries*		
		Entry-level	Median	Experienced
United States	Hourly	\$22.71	\$37.34	\$62.83
	Yearly	\$47,200	\$77,700	\$130,700
Greater Phoenix	Hourly	\$22.61	\$39.07	\$64.58
	Yearly	\$47,000	\$81,300	\$134,300
Arizona	Hourly	\$21.64	\$38.14	\$62.99
	Yearly	\$45,000	\$79,300	\$131,000

For more career information for Business Management, Project Management & Retail Management visit: [www.bls.gov/oco](http://www.bls.gov/oco), [www.maricopa.edu/workforce](http://www.maricopa.edu/workforce), <http://www.acinet.org/>, or [www.mc.maricopa.edu/students/career/](http://www.mc.maricopa.edu/students/career/)  
For MCC program information, contact Preston Cameron, 480-461-7729 or Director, Dr. Linda Collins, 480-461-7077 or visit <http://www.mc.maricopa.edu/dept2/management/>

\*Labor market information provided by AZ Dept of Economic Security in cooperation with the U.S. Dept of Labor, Bureau of Labor Statistics. Wages will vary depending on the employer, location, hours worked, experience, responsibility and other factors. Career and Re-Entry Services will collaborate with academic and occupational program departments to develop internship and career experience opportunities.

**Sample Job Titles:** Business Executives, Agricultural Worker Supervisors, Blue-Collar Worker Supervisors, Store Manager, Factory Production Manager, Farmers and Farm Managers, Storage and Transportation Managers

**Types of Employers:** Agriculture, Food, and Natural Resources, Business, Management, and Administration, Finance and Healthcare, Government and Public Administration, Hospitality and Tourism, Marketing, Sales, and Services

**Local Employers who posted related jobs on the Maricopa Career Network:** US Airways, Shamrock, City of Scottsdale, Avnet, TriWest, NAPA, Circle K

**Professional Associations**  
APICS, Association for Operations Mgmt  
<http://www.apics.org>

**For current job openings, go to Maricopa Career Network**  
<http://mcmaricopa.jobing.com/>.

The International Council on Hotel, Restaurant, and Institutional Education  
<http://www.chrie.org>

## Business Management & Project & Retail Management Overview At-A-Glance

- Plan the schedules at plants and factories and stores
- Monitor product quality
- Work closely with workers, executives, and other department heads
- Usually work over 40 hours per week
- Often have a bachelor's degree plus work experience  
[www.azcis.intocareers.org](http://www.azcis.intocareers.org)

**For additional information on Business Management careers or to watch occupational videos, visit:**

Arizona Career Information Systems (AzCIS)  
[www.azcis.intocareers.org](http://www.azcis.intocareers.org)  
User name: mesacc; Password: 4azcis02

Career Voyages  
[www.careervoyages.gov](http://www.careervoyages.gov)

**Internships** are supervised practical training in a short-term or temporary position with an emphasis placed on instruction, training, mentoring, networking and gaining applied work experience. These positions may be paid or unpaid. Contact Career and Re-Entry Services for internship information: 480-461-7430.

Internship Completed: \_\_\_\_\_ Dates: \_\_\_\_\_ Location: \_\_\_\_\_

**Service-Learning** is a teaching and learning method that connects meaningful community service with academic learning through guided reflection. Contact the Center for Service- Learning for more information: 480-461-7393.

Service-Learning Completed: \_\_\_\_\_ Dates: \_\_\_\_\_ Location: \_\_\_\_\_

**Transfer Options:** Contact Transfer Services for more transfer information: 480-461-7452.

**Career Assessments Completed:**

Career Assessment / Results	Date Completed	Reviewed by

**Career Readiness Workshops / Activities Completed:**

Workshop Name / Activity	Date Completed	Follow Up Contact (s)
Resume Writing Workshop		
Resume completed and reviewed by:		
Participate in Mock Interview		
How To Prepare for a Career Fair		
Attend Career Fair / Job Expo Location:		
Joined Professional Association:		

**MCC Career and Re-Entry Services**  
**Providing Guidance for Career and Workplace Success**

For more Career Profiles, visit

<http://www.mc.maricopa.edu/students/career/careerprofiles.html>

Meet with a Career Advisor in Bldg #36, Room SS5N - adjacent to the Kirk Student Center, 480-461-7430

