WHAT CAN I DO WITH A MAJOR IN ECONOMICS?
1. Collect and organize statistics.
2. Use economic theory to analyze data and understand trends in particular fields, such as energy or agriculture.
3. Provide advice to and assess policies held by clients.
4. Teach and write about economics.
5. Develop concepts, theories and mathematical models to help explain/predict economic change.
6. Study the behavior of national/global economies.

EXAMPLES OF FIELDS OF EMPLOYMENT FOR ECONOMICS MAJORS:
1. Academia
2. Government Agencies
3. Wholesalers
4. Retailers
5. Health Care Administration
6. Insurance Companies
7. Financial Institutions
8. Research Organizations

SAMPLE JOB TITLES OF SUNY POTSDAM ECONOMICS ALUMNI:
* Sales Consultant/Representative
* Mortgage Underwriter
* Real Estate Broker
* Personal Financial Planner
* Industrial Sales Representative
* Statistician
* Teacher
* Auditor
* Systems Analyst
* Business Manager
* Senior Technical Consultant
* International Buyer

SAMPLE JOB DESCRIPTIONS:
1. Market Researcher: analyzes existing and potential product/service markets. Collects and analyzes data on established and prospective customers and on competitors. Investigates methods, costs of distribution and advertising.
2. Underwriter: reviews applications for insurance, evaluates and classifies risks, sets terms of policies, and determines premiums in accordance with company guidelines.
4. Stockbroker: buys and sells stocks, securities, mutual funds, certificates of deposit, and other financial products. May serve individual investors or specialize in institutional accounts.
**ENHANCING EMPLOYABILITY:**
1. Get involved in the career development process early, freshman year.
2. Select minors or elective courses that will demonstrate interest/applicability to your career objectives.
3. Get career related experience: INTERNSHIPS, summer and/or part-time employment, volunteer. Join a career-related association or organization.
4. Develop the following job search and self-marketing skills: resume writing, cover letter writing, create a portfolio and self-marketing brochure, researching employers, interviewing, networking, and employment searching.
5. Skills to develop: self-management, problem solving, critical thinking, planning, organizing, communications, designing surveys, teamwork, and interpreting and analyzing data.

**SAMPLE HANDS-ON INTERNSHIP EXPERIENCES:**
* Abbott Laboratories
  - A global, diversified company dedicated to discovery, development, manufacture, and marketing of health care products and services.
  - The intern would be responsible for supporting day-to-day responsibilities in corporate division or plant-level financial planning and analysis, manufacturing, general accounting, and financial reporting.

* Chesebrough-Ponds, USA
  - Major international manufacturer of cosmetics and personal care products.
  - Intern’s responsibilities vary with assignment.
  - Internships can be tailored to the student’s background.

**PREPARING FOR THE JOB SEARCH MARKET**
* Write an employer targeted resume and cover letter
* Learn job search strategies
* Borrow resources from SUNY Potsdam’s Career Planning Library
* Develop networking cards
* Network w/employers at Career/Job Fairs
* Prepare for an interview
* Design a portfolio and self-marketing brochure
* Visit SUNY Potsdam’s Career Planning Web Site at: www.potsdam.edu/offices/career
* Seek advice from faculty

**SOME EMPLOYERS OF SUNY POTS DAM ECONOMICS ALUMNI:**
* Bausch & Lomb
* Liberty Mutual Insurance Co.
* IBM Corporation
* Xerox Corporation
* Nabisco Foods Group
* Fidelity Investments
* Paine Webber
* Agway
* SUNY Potsdam
* Fleet Bank
WHERE TO GET INFORMATION AND ASSISTANCE:

1. ECONOMICS DEPT., SUNY Potsdam, Dunn Hall 219
   * Talk with Faculty
   * Talk with Students
   * Talk with Alumni

2. CAREER PLANNING OFFICE, SUNY Potsdam, 206 Sisson Hall
   * Individual Career Assistance
   * Workshops/Seminars
   * Employer Literature
   * Career Assessment Programs
   * Career and Job Fairs
   * Networking Assistance
   * Alumni Mentor

WHAT IF I WANT TO GO TO GRADUATE SCHOOL?

RESOURCES AVAILABLE AT THE CAREER PLANNING OFFICE:
   * On-Campus Graduate School Fair
   * Graduate School handout
   * GRE, GMAT, MCAT, LSAT and MAT forms and bulletins
     (GRE computerized tests and graduate study books)
   * Graduate books - listings of schools and programs
   * Financial aid information about graduate school
   * Peterson’s Graduate Programs (G7F, G7G, G7H, G7I, G7J, G7K)
   * Web Site: www.potsdam.edu/offices/career/graduate

RESOURCES FOR FINDING EMPLOYERS & CAREER INFORMATION:
RESOURCES AVAILABLE AT THE CAREER PLANNING OFFICE:
   * Dun’s Career Guide Employment Opportunities Directory (R8GG)
   * Job Hunter’s Sourcebook (R26B)
   * Great Jobs for Economics Majors (C8E)
   * Careers in Business (C8A)
   * Job Opportunities in Business (R8A)
   * Position Description Manual (C8B)
   * Opportunities in Property Management (C8EE)
   * Dun’s Regional Directories (R8I, R8J, R8K)
   * Summer Jobs Worldwide (S2A)
   * Hoover’s Handbook of American Businesses (R8L)
   * Chamber of Commerce Listings (R8M-R8EE)
   * Career Planning Job Search Internet Links: www.potsdam.edu/jobsearch/index.cfm
   * Additional materials found by using Career Planning Library Bibliography

OTHER SOURCES OF INFORMATION:
*National Association of Business Economists
28790 Chagrin Blvd., Suite 300
Cleveland, OH 44122
(216) 464-7986
www.nabe.org

*American Economics Association
2014 Broadway, Suite 305
Nashville, TN 37203
(615) 322-2595
www.aea.org

*Joint Council on Economic Education
432 Park Ave., Suite 300
New York, NY 10016
(212) 685-5499
www.councileforeconed.org

*Association for University Business
and Economic Research
c/o Indiana Business Research Center
810 W. Michigan St, BS4015
Indianapolis, IN 46223
www.auber.org
(317) 274-2204

Designed and edited by Career Planning staff in collaboration with
SUNY Potsdam Economics Faculty.

12/11