

Advising Sheets for Students Interested In Focusing on Managerial and Financial Economics and Subsequent Careers

The Department of Economics prides itself on its efforts to educate critical thinkers and leaders as part of a program deeply embedded in the tradition of the liberal arts.

We recognize that many students are concerned with their future careers and are interested in business and finance careers. This document will help you shape your studies in preparation for work in business, finance, or graduate programs in business and finance.

Below you will find the following:

- (1) Suggestions for your undergraduate curriculum in economics and supporting fields,
- (2) A list of possible internship and work opportunities in your areas of interest,
- (3) A brief discussion of the pre-requisites for master's level graduate studies in business and finance.

Required Courses in the Economics Major

MATH 124 - Probability and Statistical Inference

MT 118 - Essential Calculus or MT 119 Calculus I

ECON 332 - Microeconomic Theory

ECON 333 - Macroeconomic Theory

ECON 334 - Quantitative Methods in Economics

ECON 384 - Advanced Research in Economics

Topics: Option 1: Four Tier III Courses (ECON 350 or higher)

Option 2: Three Tier III Courses (ECON 350 or higher) and one Tier II Course (300-350)

Below are suggestions that might appropriately fit your interests. We encourage you to sample widely in your curriculum both inside and outside of economics to enhance your creativity, clarity, and breadth of thought.

<i>Economics and Preparation for Management and/or Finance Careers</i>		
Department	Management Focus	Finance Focus
ECON Tier II	ECON 315: American Economic History ECON 320: Market Structures and Firm Strategy ECON 325: Political Economy of Gender and Race	ECON 314: Econ. of Financial Institutions and Markets ECON 315: American Economic History
ECON Tier III	ECON 350: Introduction to Econometrics ECON 353: Labor Economics ECON 373: International Theory and Policy ECON 376: Industrial Organization and Policy	ECON 350: Introduction to Econometrics ECON 359: International Finance ECON 374: Monetary Theory and Policy
ACFN	ACFN 111: Principles of Accounting I ACFN 112: Principles of Accounting II ACFN 331: Cost Accounting	ACFN 111: Principles of Accounting I ACFN 310: Corporate Finance ACFN 315: Investments ACFN 333: Corporate Financial Analysis
PSYC	PSYC 111: Introduction to Psychology PSYC 304: Industrial/Organizational Psychology	
COMM	COMM 102 Public Speaking and the Public Sphere COMM 105 Introduction to Human Comm. COMM 251 Communication and Conflict. COMM 265 Group Communication.	
General Supporting Courses	CSCI 130 Concepts of Computing: Business and Society (NS) ENGL 211 Writing Well (Note: English Occasionally Offers a Writing in Business Course as well.) PHIL 324 Business Ethics (ES)	
<i>Math For Individuals Interested in Quantitative Management and Finance</i>		
	Management	Finance
	MATH 120 Calculus II MATH 239 Linear Algebra MATH 315 Operations Research. MATH 318 Applied Statistical Models.	MATH 120 Calculus II MATH 239 Linear Algebra MATH 318 Applied Statistical Models. MATH 337 Differential Equations MATH 339 Mathematical Modeling

Advice for Internships, Careers, and Graduate Studies in Business and

- You will find that an economics major with appropriate complementary studies is excellent preparation in careers in business, finance, and consulting.
- You will still need to engage in some planning for all of those opportunities and carefully consider internship programs during college, job opportunities during your program, and potential post-college studies.

Entrepreneur Scholars at CSB|SJU

For students interested in more entrepreneurial careers upon graduation, you should consider the Entrepreneur Scholars program at CSB|SJU to couple with your undergraduate economics major. Information on this program may be found at the following:

<http://www.csbsju.edu/Center-for-Entrepreneurship/Student-Programs/Entrepreneur-Scholars.htm>. One or two economics majors a year choose this option.

Internships and the Job Market

The job market for economics majors tends to be quite good. However, it remains competitive, and it is imperative that students begin planning for what they would like to do upon graduation, whether it is graduate studies or employment. One important step to preparing for the job market is to begin searching for internships during your sophomore and junior years with organizations that offer work opportunities in which you have an interest. Below is a sampling of business areas, companies, and types of jobs to consider. The department also keeps a detailed file of company information and the types of jobs available. This list is far from exhaustive and is simply intended to get you started with thinking about possible places to seek employment and internships in business and finance. You should also take advantage of the office of Career Services resources in preparing resumes, cover letters, and interview skills.

Business Areas	Companies	Types of Jobs
Major Corporations in Minnesota	Target, United Health Group, Best Buy, 3M, Wells Fargo, U.S. Bank, Travelers Insurance, Piper Jaffray, General Mills, Medtronic, C.H. Robinson Worldwide, Allianz Life, CHS Inc., Carlson, Cargill, TCF Financial, EcoLab Inc., Xcel Energy, Securian Financial Group, Inc., Land O'Lakes, Inc., 3M Company, The Mosaic Company, Supervalu, Thrivent Financial for Lutherans, Mayo Clinic, Ameriprise Financial, Delta Airlines	Common entry at these institutions would include business analyst and financial analyst, but you should review those companies in detail for career tracks.
Consulting and Strategy	Deloitte; A.T. Kearney, Inc., Accenture Ltd; Boston Consulting Group; Cornerstone Research; NERA; McKinsey & Company;	Management; Strategy; Health and benefits; Investment; Economic consulting; Corporate Strategy
Finance: Asset Management Investment Banking Private Equity Investment Research Financial Trading Transactional Services	Goldman Sachs; JP Morgan; Bank of America; Merrill Lynch; Credit Suisse; Morgan Stanley; Wells Fargo; TD Securities; BMO Capital Markets; Barclays Capital; HSBC; RBC Capital Markets; Lazard; Jefferies Group; CCMP Capital; The Blackstone group; Bain Capital; Bridgepoint; J.C. Flowers & Co.; Carlyle Group; TPG Capital; Zacks Investment Research; Oracle investment Research; Merrill Lynch; UBS group; Deutsche Bank	Portfolio Manager; Portfolio Analyst; Mergers and Acquisitions Banker; Capital Markets Banker; Public Finance Banker; Corporate Bankers; Hedge Fund Manager; Financial Analyst; Research Analyst; Equity Associate; Fund Manager; Institutional equity sales trader; Fixed Income sales trader; Wealth management; Hedge fund manager; Equity Trader; Cash Management; Trade Finance, Securities Services
Corporate Leadership Programs	Cardinal Health; Lincoln Financial; Johnson & Johnson; Marsh USA; IBM Consult; Axe Equitable; Moody's Investment Services; Xerox; EMC; Travelers Insurance	Fast Track Leadership Development; Rotational Programs

Graduate Training in Business and Finance

Planning for the MBA

- MBA programs come in many forms and of highly varying quality, and an economics major is excellent preparation. A large number of our majors eventually pursue an MBA.
- Many of our graduates go on to pursue MBAs in the Midwest but a number have also pursued MBAs at programs in other regions of the country.
- One recommendation that many of the better programs have is that you obtain work experience prior to pursuing an MBA as this experience will help you to better determine the area of business administration in which you wish to focus and will provide a better context for the material you study in your graduate program.
- Most MBA programs will expect you to take the GMAT as part of the admissions process.
- As with your undergraduate studies, you should consider how the program fits both your academic desires and geographical interests. To get a general idea of the rankings and hence quality of MBA programs, you can review the rankings at U.S. News as a starting point: <http://grad-schools.usnews.rankingsandreviews.com/best-graduate-schools/top-business-schools/mba-rankings>.

Planning for other appropriate graduate programs.

Other programs that might be of interest to graduates in economics include the following:

- Masters of Science in Finance – You can see the international rankings of some of these programs at the following link: <http://rankings.ft.com/businessschoolrankings/masters-in-finance-pre-experience-2013>.
 - According to this ranking, some of the top U.S. programs include those at Washington University – St. Louis, Tulane University, and Brandeis University International Business School, Illinois Institute of Technology, and Boston College.
 - After you have received from work experience, another listing ranks the programs at the University of Illinois Urbana-Champaign and Florida International University.
 - Details on MBA programs in finance may be found at: <http://grad-schools.usnews.rankingsandreviews.com/best-graduate-schools/top-business-schools/finance-rankings>.
 - The Robert Day School of Economics and Finance at Claremont McKenna College offers a one-year Master's Program in Finance (<http://claremontmckenna.edu/mastersinfinance/program-features/curriculum/>).
- Masters of Business Taxation – many graduate programs offer such opportunities. For graduates who end up working in transfer pricing and economic valuation services, this sort of study can be quite useful.
- Quant Jocks? For students interested in the quantitative aspects of finance, there are also graduate programs in quantitative, mathematical finance, financial engineering. These programs are the most likely to require a high level of mathematical sophistication. Rankings of these programs may be found at the following: <https://www.quantnet.com/mfe-programs-rankings/>.