**WHAT CAN I DO WITH THIS DEGREE?**

**MANAGEMENT (BMNG)**

**INTRODUCTION**

The CBA offers BBA in Management. Management is concerned with the manner in which the various kinds of organizations are managed, whether they are in public sector or private sector or entrepreneurship firms. In varying degrees, these organizations have different cultures, philosophy and organization structure for performing their activities.

**WHAT CAN I DO WITH A MAJOR IN MANAGEMENT?**

The undergraduate BBA degree in Management provides students with the necessary managerial skills allowing them to gain a level of competence in achieving organizational goals by utilizing human, material, and financial resources in the most efficient and effective manner. It also develops knowledge and skills in handling tasks and responsibilities through delegating, communicating, team-building, decision making, and problem solving.

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| **AREAS** | **EMPLOYERS** |
| **MANAGEMENT** | Business and industry including:Banks and financial institutionsRetail storesRestaurantsHotelsService providersHealthcare organizationsGovernmentNonprofit organizationsSelf-employed |
| **HUMAN RESOURCE MANAGEMENT**Recruiting/StaffingCompensationBenefitsTrainingSafetyEmployee RelationsIndustrial RelationsOrganizational DevelopmentEqual Employment OpportunityEmployment LawConsulting | Large corporate entitiesService industryHospitals and healthcare organizationsUniversitiesTemporary or staffing agenciesExecutive search firmsGovernment |
| **OPERATIONS MANAGEMENT**Operations Research Analysis:Business strategyFacilities layoutInventory controlPersonnel schedulingProduction Management:Line supervisionManufacturing managementProduction planningQuality assuranceMaterials Management:Purchasing/buyingTraffic managementInventory management | ManufacturersIndustrial organizationsService-related organizations |
| **SALES**Industrial SalesConsumer Product SalesFinancial Services SalesServices SalesAdvertising SalesE-commerceCustomer ServiceSales Management:District, Regional, and Higher | For-profit and nonprofit organizationsProduction and service-related organizationsFinancial companiesInsurance companiesPrint and electronic media outletsSoftware and technology companiesInternet service provider |
| **INSURANCE**ClaimsUnderwritingRisk ManagementSalesLoss Control | Insurance firmsFinancial institutions |
| **REAL ESTATE**Residential BrokerageCommercial SalesAppraisalsProperty Management | Real estate brokersFinancial institutionsAppraisal firmsApartment and condominium complexesDevelopersLarge corporations: real estate departments |
| **BANKING**Commercial BankingRetail/Consumer BankingCredit AnalysisLendingTrust ServicesMortgage LoansBranch ManagementOperations | BanksSavings and loan associationsFinancial services institutionsFederal Reserve banks |

**GENERAL INFORMATION AND STRATEGIES**

* Management is a broad business degree that can lead to many career opportunities. Students should clearly define their career goals and seek related experiences to reach those goals.
* Many desirable skills can be developed through participation in and leadership of student organizations.
* Learn to work well on a team and effectively with a wide variety of people.
* Strong communication skills, including public speaking, are important to achieving success in this field.
* Internships are necessary to gain experience. Visit the Internship & Career Development Center (ICDC) at UD to know more about work placements during study and post graduation.
* Certifications available through the Center for Management & Professional Development (CMPD) at UD may increase job marketability in some areas of Management. More details available on <http://www.ud.ac.ae/new/cmpd/cmpd.php>
* Join related professional organizations and pursue certifications in your respective area of interest.
* Develop and utilize a personal network of contacts. Once in a position, find an experienced mentor. Visit ICDC to learn about Mentorship Program and how to enroll.
* Consider earning an MBA after gaining work experience to reach the highest levels of business management.

GENERAL SKILLS TO BE ACQUIRED BY STUDENTS PURSUING A MANAGEMENT DEGREE

* Analytical skills
* Interview
* Plan
* Communication
* Leadership
* Prioritize
* Conceptualization
* Management, Problem solving
* Decision making
* Motivate
* Recruit
* Delegation
* Negotiation
* Establish goals
* Organization
* Team work
* Implementation
* Training

**ICDC MAJOR SELECTION RESOURCES**

1. **Occupational Handbooks**

The Occupational Handbooks are available as five separate booklets (in accordance with UD programs namely Acct. F&B; Mktg.; Mgmt. &CIS). These booklets will serve as a road map for the students on the occupation choices available for the majors they would specialize in and will broaden their perspective on the skills which are required from them in each major. Furthermore, they identify training areas for the students in the light of a particular job and highlight salary packages associated with each industry while making their career choices. Contact ICDC for your copy.

1. **SIGI 3 – Self Assessment Software**

SIGI 3 is a well-known educational and career planning software that integrates self-assessment with in-depth and up-to-date career information. This software has been made available to UD students through use of a username and password and students conduct assessments during their ‘Career Exploration’ Course and otherwise in the UD library. Contact ICDC for log in information.

1. **UD Library**

Access over 37 Career Related Books and 20 Videos at UD Library. Contact ICDC for printed book list.

**FURTHER INFORMATION**

* Society for Human Resource Management –SHRM (www.shrm.org)
* Academy of Management – AOM (www.aomonline.org)
* Academy of International Business – AIB (aib.msu.edu)
* Southern Management Association – SMA (www.southernmanagement.org)
* Strategic Management Society – SMS (strategicmanagement.net/)
* American Society for Training and Development – ASTD (www.astd.org)
* Chair, Management Department, College of Business Administration (CBA), University of Dubai (UD), 971-4-2072682.
* ICDC Manager, ICDC, University of Dubai (UD), 971-4-2072671/662.

**TYPICAL MANAGEMENT JOB TITLES**

Job Analyst, Human Resource Administrator, Human Resource Manager, Training and Development Manager, Admission Counselor, Career Services Director, Management Analyst, Operations Research Analyst, Facilities Manager, Property Manager, Retail Store Manager, Restaurant/Food Service Manager, Hotel/Resort Manager.