



# MANAGEMENT

## STRATEGY AND ENTREPRENEURSHIP

A concentration in Strategy and Entrepreneurship prepares students to understand and make big-picture management decisions that ultimately improve organizational performance and/or lead to firm growth. The insights learned in this concentration apply to both large established firms as well as to entrepreneurial or startup ventures. There are many jobs that employ students trained in strategy and entrepreneurship, ranging from top managerial positions in organizations to positions as analysts, consultants, or investment bankers. Some students also decide to found their own entrepreneurial ventures, or to join a startup team.

Individuals involved in strategy and entrepreneurship focus on the strategic direction of organizations and often act in managerial roles. However, individuals with these skills may also serve as internal or external consultants, providing recommendations to organizations regarding strategic issues. Courses in this concentration draw heavily on case studies and experiential learning, and help students develop skills in critical thinking, problem solving, applying business theories and tools, and building sound business models.

### SKILLS

#### TECHNICAL

- **Develop** superior MS Excel, VBA and/or SQL skills.
- **Gain** knowledge of commerce awareness by understanding the client's field and business.
- **Acquire** the ability to create financial models for clients.

#### SOFT

- **Analytical Skills:** Ability to collect, visualize and analyze information in details
- **Communication Skills:** Ability to effectively interpret and communicate results
- **Interpersonal Skills:** Ability to thrive in a fast-paced environment.

### GET INVOLVED

- Alpha Kappa Psi
- Association of Latino Professionals for America
- Beta Alpha Psi
- Delta Sigma Pi
- Hylander Financial Group
- Future Business Leader of America - Phi Beta Lambda
- Latino Business Student Association
- Management Information Systems Society at UCR
- Phi Chi Theta
- Undergraduate Business Association





**School of Business**  
A. GARY ANDERSON GRADUATE  
SCHOOL OF MANAGEMENT

**UNDERGRADUATE OFFICE**

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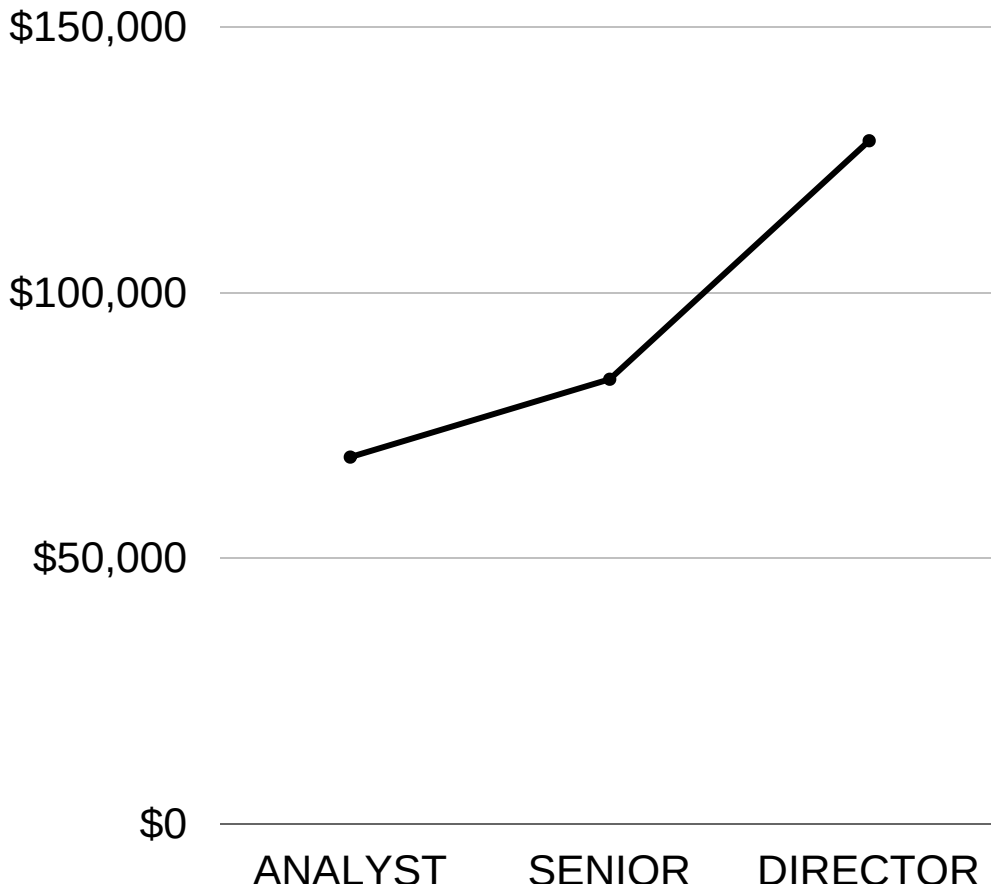
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**CAREERS**

**EMPLOYERS**



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Certified Public Accountants  
and Financial Advisors

**ENTRY-LEVEL**

Strategy Analyst  
Consulting Analyst  
Management Analyst  
Associate Consultant

**MID-LEVEL**

Sr. Strategy Analyst  
Consulting Associate  
Management Associate  
Sr. Consulting Analyst

**EXECUTIVE-LEVEL**

Director of Consulting  
VP of Consulting  
VP of Strategy  
Chief Executive Officer

*\*Salaries are highly dependent on location, company type, candidate experience / education. For the purposes of this guide we are providing average starting salaries of certain careers as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S. Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources. n found from various industry-specific sources.*

**FOR MORE INFORMATION**

**JOBS AND INTERNSHIP SITES**

HANDSHAKE.UCR.EDU  
INDEED.COM  
LINKEDIN.COM  
FMA.ORG

**INDUSTRY RESEARCH**

IMC  
AASBC  
ASP